



Board of Trustees
15 Estabrooke Drive
Orono, ME 04469

Tel: 207-581-5840
Fax: 207-581-9212
www.maine.edu

March 8, 2019

TO: Members of the Finance/Facilities/Technology Committee

FR: Ellen N. Doughty, Clerk of the Board

RE: **March 19, 2019 - Finance/Facilities/Technology Committee Meeting**

The University of Maine

University of Maine
at Augusta

University of Maine
at Farmington

University of Maine
at Fort Kent

University of Maine
at Machias

University of Maine
at Presque Isle

University of
Southern Maine

The Finance/Facilities/Technology Committee will meet from **9:00 am – 4:00 pm on March 19, 2019**. The meeting will be located in Buchanan Alumni Hall, McIntire Room, in Orono. Parking will be in the Lengyel Hall lot. The following conference call line is also available: 1-800-605-5167 code 743544#.

Continental breakfast and lunch will be provided. The meeting materials are posted to the Diligent Board Portal as well as the Board of Trustees website (<http://www.maine.edu/about-the-system/board-of-trustees/meeting-agendas/finance-facilities-committee/>).

If you have questions about the meeting arrangements or accessing the meeting materials, please call me at 581-5840. If you have any questions or desire additional information about the agenda items, please call Ryan Low at 581-1541.

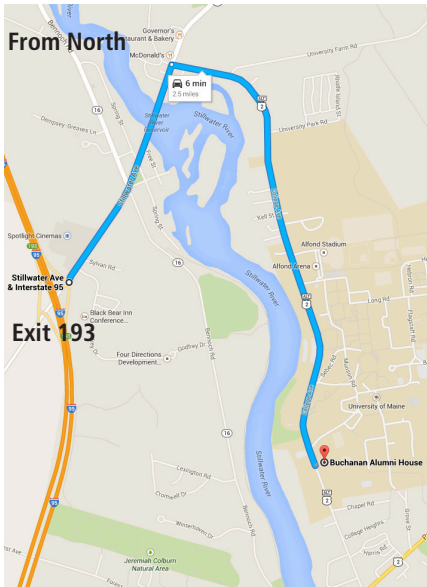
cc: James Page, Chancellor
Trustees who are not members for the FFT Committee
Presidents
Robert Neely
Ryan Low
David Demers
Tracy Elliott
Chip Gavin
Miriam White



THE UNIVERSITY OF
MAINE

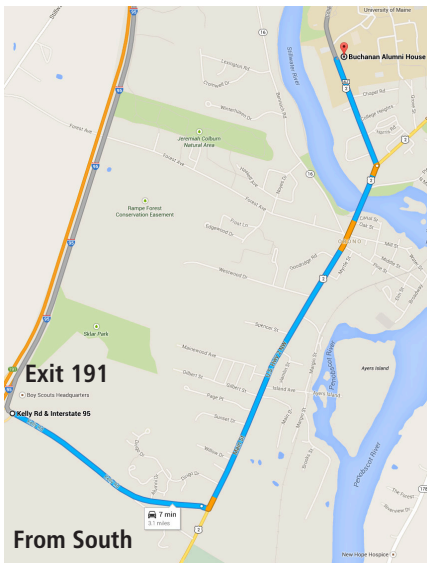
Conferences and Institutes

Directions to Buchanan Alumni House 160 College Avenue, University of Maine



TO CAMPUS FROM THE NORTH:

- I-95 south to Exit 193 – Stillwater Avenue.
- At the end of the ramp, turn left onto Stillwater Avenue.
- At the fourth traffic light, turn right onto College Avenue.
- McDonald's is on the left just after the intersection. Follow College Avenue approximately 2 miles to the third entrance to campus on the left.
- At that entrance, there are three flagpoles and a low rectangular sign with University of Maine on it.
- Buchanan Alumni House is on your right, just after turning onto campus (Munson Road). Visitors may park in any of the areas surrounding the building.



TO CAMPUS FROM THE SOUTH:

- I-95 north to Exit 191 – Kelley Road.
- At the end of the ramp, turn right on Kelley Road and proceed to U.S. Route 2 (this road is also Main Street, Orono).
- Turn left on U.S. Route 2/Main Street and continue straight through the town of Orono for approximately 2 miles. You will pass a fire station and a convenience store on the left near the center of town, and cross a bridge shortly after that.
- At the first traffic light after the bridge, take a left onto College Avenue.
- Take the first entrance to the University of Maine on the right about one half mile after the traffic light. At the first entrance to campus, there are three flagpoles and a low rectangular sign with University of Maine on it.
- Buchanan Alumni House is on your right, just after turning into campus on Munson Road. Visitors may park in any of the areas surrounding the building.



The Lengyel Hall parking lot has been reserved for this meeting. Please park in the Lengyel lot. You will not need a parking pass.

We hope you enjoy your time on our campus!



2017-18 Campus Map

- P** VISITOR permits authorize parking in any black lot or visitor space.
- RED** (Resident Student) permits authorize parking in red lots.
- BLACK** (Commuter Student) permits authorize parking in black lots.
- BLUE** (Faculty/Staff) permits authorize parking in any blue or black lot.
- GREEN** (Carpool) permits authorize use of individually allocated spaces.

Permits **MUST** be displayed on interior mirror.

Signs governing lots take precedence over all maps and permits

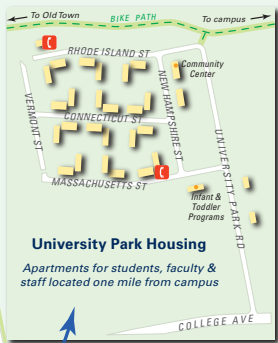
- i** Information **+** Ambulance
P Public Bus Stop **☎** Emergency Phone

P Visitor Parking

Visitors need permits. Visitor Permits allow parking in metered spaces, any BLACK lot and they are available free from:

- Visitors Center in Buchanan (F-5)
- MaineCard Services in Memorial Union (D-3)
- UMaine Police (E-1)
- Bear Necessities in Alford (A-5)

Parking Office: 207.581.4047



University Park Housing

Apartments for students, faculty & staff located one mile from campus

Plant, Animal and Insect Laboratory located at 17 Godfrey Drive

Welcome to the University of Maine, Orono

Please respect that UMaine is a walking campus
 Pedestrians have right-of-way at all times

Winter Parking Ban
 Blue & Black lots, as well as visitor spaces, are closed to parking from midnight to 6 a.m. from November 1 to May 1.

Overnight Parking Permits
 are available from UMaine Police and MaineCard Services, Memorial Union Room 130.

umaine.edu/parking

Distance 1/8 MILE
Walking time 2-3 minutes

UMaine ©2017
 Cartography by Purple Lizard Maps
 Please suggest edits to mike@purplelizard.com



Board of Trustees

Finance, Facilities & Technology Committee

March 19, 2019 9:00 am to 4:00 pm
McIntire Room, Buchanan Alumni, Orono

AGENDA

9:00 am	Overview of FY2020 Proposed Operating Budget – First Reading	TAB 1
	Governance Budget & University Services	
9:30 am	UM/UMM	TAB 2
11:00 am	UMFK	TAB 3
11:45 am	Lunch	
12:15 pm	UMPI	TAB 4
1:00 pm	UMA	TAB 5
1:45 pm	USM	TAB 6
2:45 pm	UMF	TAB 7
3:30 pm	Executive Session	

Action items within the Committee purview are noted in green.

Items for Committee decisions and recommendations are noted in red.



AGENDA ITEM SUMMARY

1. **NAME OF ITEM:** FY2020 Proposed Operating Budget – First Reading
2. **INITIATED BY:** Karl W. Turner, Chair
3. **BOARD INFORMATION:** X **BOARD ACTION:**
4. **OUTCOME:** **BOARD POLICY:**
5. **BACKGROUND:**

Vice Chancellor Ryan Low, will present the FY2020 Proposed Operating Budget for the University of Maine System.

This is the first reading of the FY2020 Proposed Operating Budget and does not require a vote of the Committee at this time. The second reading and vote of the Committee will occur at the next Committee meeting (May 3rd, 2019) prior to a request for approval by the Board of Trustees at the May 19-20, 2019 meeting.

FY20

Proposed Unified Operating Budget, Capital Budget & Student Charges



First Reading

March 19, 2019





FY20 Budget Overview

- **Budget focus on Board of Trustees priority & secondary outcomes**
- **Enrollment Increase**
Early College budgeted credit hour increase of 12%
Academic Partnership credit hours estimated at +6,500
- **In-state, undergraduate tuition increase at CPI at most campuses – 2.5%**
- **Utilization of reserve funds**
UMA & UMM are using campus reserves to balance: UMF requesting Budget Stabilization; Law School utilizing USM reserves & requesting Budget Stabilization Funds.
- **Governor's proposed Biennial Budget includes a 3% increase in FY20 appropriation plus additional funds for Early College and Adult Degree Completion programs.**





FY20 Budget Overview

	E&G	Auxiliary	Total	Campus Reserves	Budget Stabilization	Total
UMaine	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
UMM	(494,277)	-	(494,277)	494,277	-	-
UMA	(1,195,757)	(209,672)	(1,405,429)	1,405,429	-	-
UMF	(500,000)	-	(500,000)	-	-	(500,000)
UMFK	300,887	(300,887)	-	-	-	-
UMPI	(182,679)	228,248	45,569	-	-	45,569
USM (Excl. Law)	-	60,399	60,399	-	-	60,399
Maine Law	(925,000)	-	(925,000)	425,000	-	(500,000)
Governance	-	-	-	-	-	-
Univ. Svs	-	-	-	-	-	-
Total	\$(2,996,826)	\$ (221,912)	\$(3,218,738)	\$ 2,324,706	\$ 0	\$ (894,032)



Budget Stabilization Fund

The Budget Stabilization Fund was created to enable the UMS to smooth the financial impact of adverse markets, economic conditions, and address other financial challenges.

The Fund was established in 2010 and has been built from net investment income that exceeded budget pursuant to the Board of Trustees investment policy.

The Treasurer will authorize only the transfer needed to offset a net unrestricted operating loss for each institution at the close of FY19 and FY20.

The Law School annually receives a transfer from USM for \$856,808 representing their portion of State Appropriation.

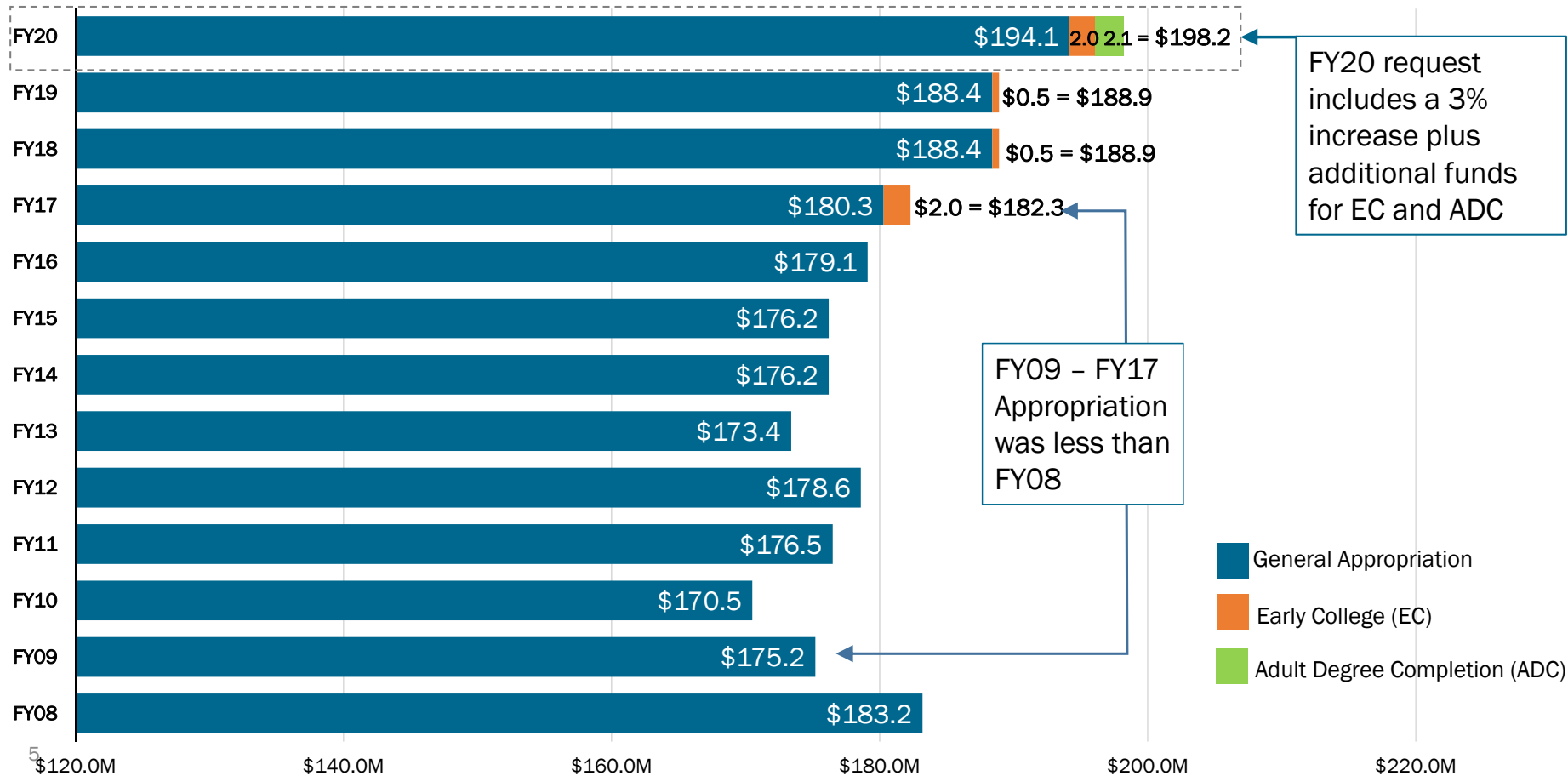
	Balance 7/1/18	\$ 13,177,518	
		Projected	
Utilization	FY19 (approved)	FY20*	
Law School	(500,000)	(500,000)	
UMF		(500,000)	
Investment gain/loss	TBD	-	
Subtotal	(\$ 500,000)	(\$ 1,000,000)	
	Projected Balance	\$ 11,667,518	

*would require BOT approval





State Appropriation (in millions)



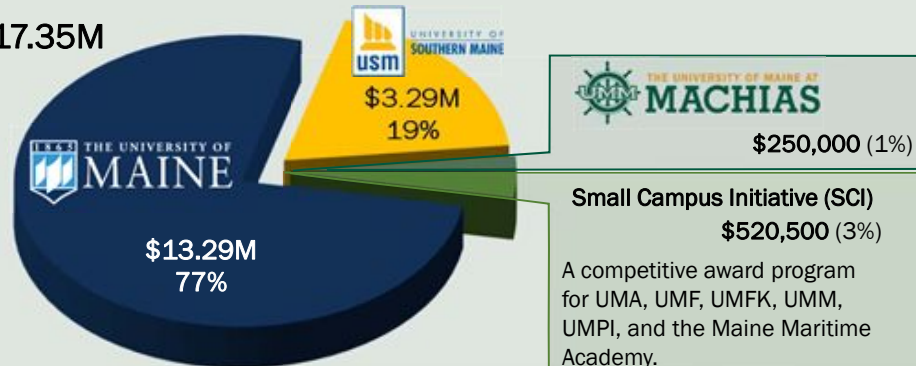


Maine Economic Improvement Fund (MEIF)

	UMaine	USM	UMM	SCI	Total
Biotechnology	1,516,412	250,000			1,458,714
Aquaculture & Marine	2,389,659	453,043	250,000		3,662,952
Composite Materials	1,673,678	100,000			1,944,246
Environmental	1,544,326	294,817			1,632,986
Forestry & Agriculture	1,617,105	833,700			2,614,762
Information Technology	1,893,809	672,512			2,529,458
Precision Manufacturing	1,475,256	100,000			1,483,284
Cross Sector	1,178,949	586,234			1,503,098
Small Campus Initiative				520,500	520,500
Total	13,289,194	3,290,306	250,000	520,500	17,350,000

- MEIF is flat funded in Governor's FY20-21 Biennial Budget.

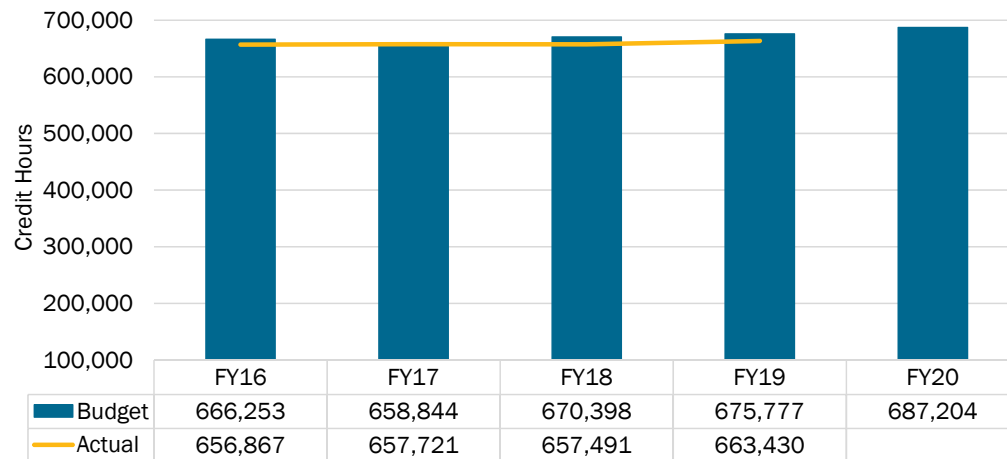
\$17.35M



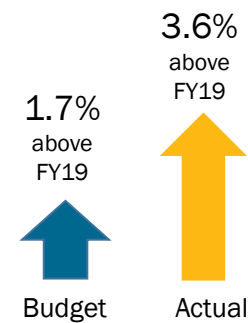


UMS Enrollment

UMS Total Credit Hour Enrollment (incl EC, CBE & AP)



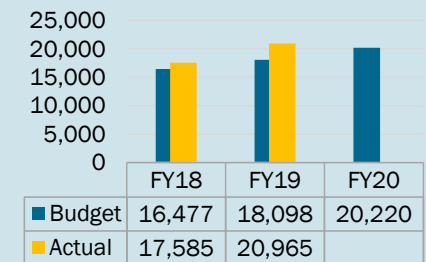
FY20 Enrollment Budget



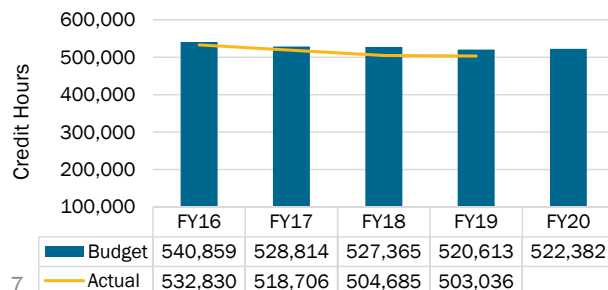
Major factors impacting enrollment:

- FY20 credit hours are up 3.6% over FY19 actual credit hours
- FY20 out-of-state budgeted represent 24% of the total credit hours.

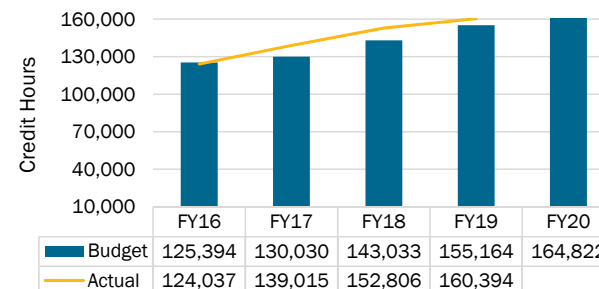
Early College



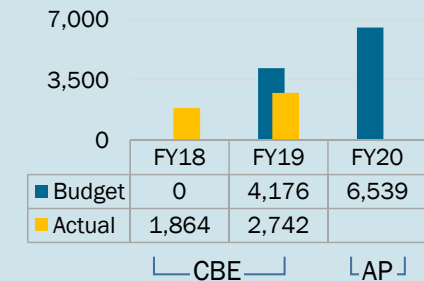
In-State



Out-of-State

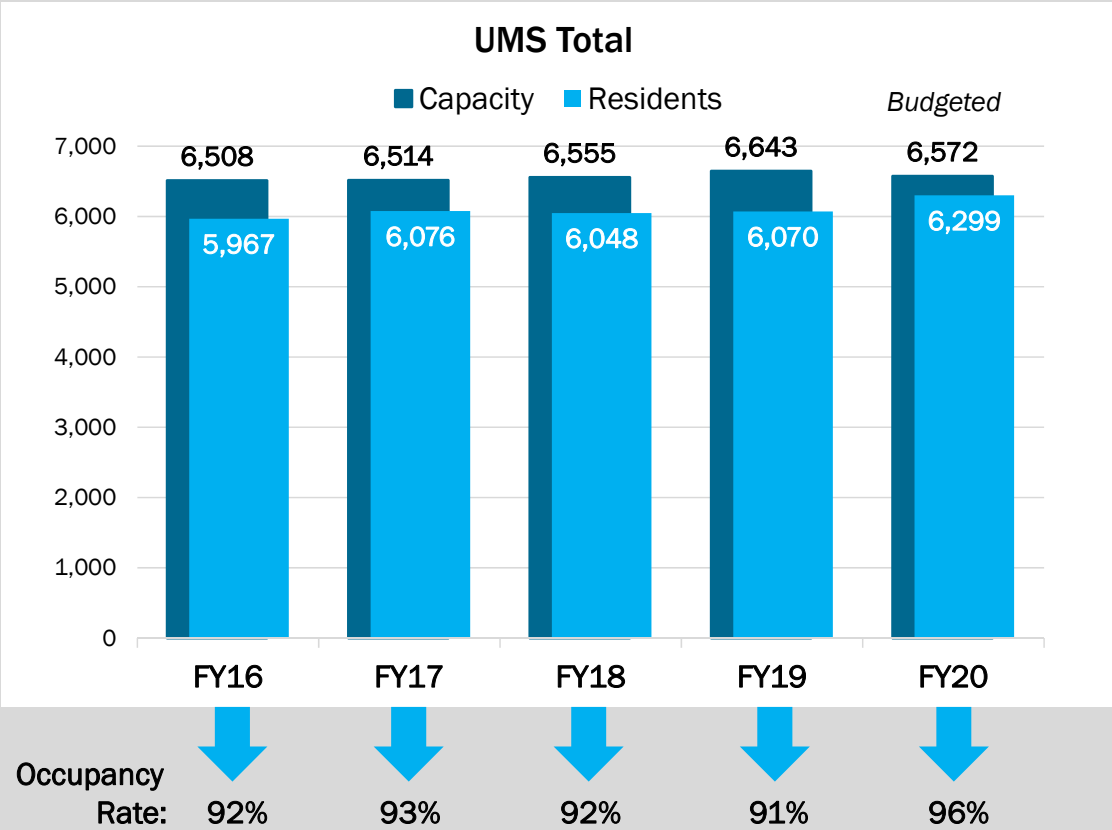


CBE/AP



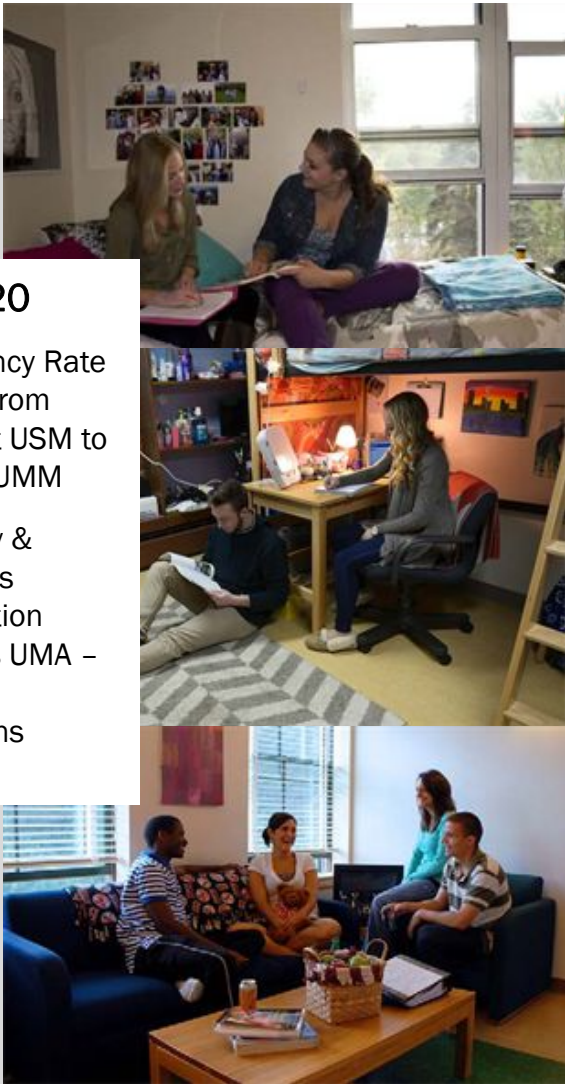


Residence Hall Occupancy



FY20

- Occupancy Rate ranges from 118% at USM to 60% at UMM
- Capacity & residents information includes UMA – Stevens Commons





FY20 Recommended In-State Tuition Rates

			FY 20 Proposed Increases	
Undergraduate	FY19 Rate/CH	FY20 Proposed Rate/CH	\$	%
UMaine	\$293	\$300	\$7	2.4%
UMA/UMFK/UMM/UMPI	\$233	\$239	\$6	2.6%
UMF	\$274	\$281	\$7	2.6%
USM	\$271	\$281	\$10	3.7%
Graduate				
UMaine	\$439	\$450	\$11	2.5%
UMF/USM	\$407	\$421	\$14	3.4%
Law School	\$743	\$773	\$30	4.0%

- In-State, undergraduate tuition increase based on CPI (2.5%).
- Additional increases at USM to equal UMF – final implementation step of the Unified Budget pricing structure.

- First Law School tuition increase since FY13



In-State Undergraduate Average Costs

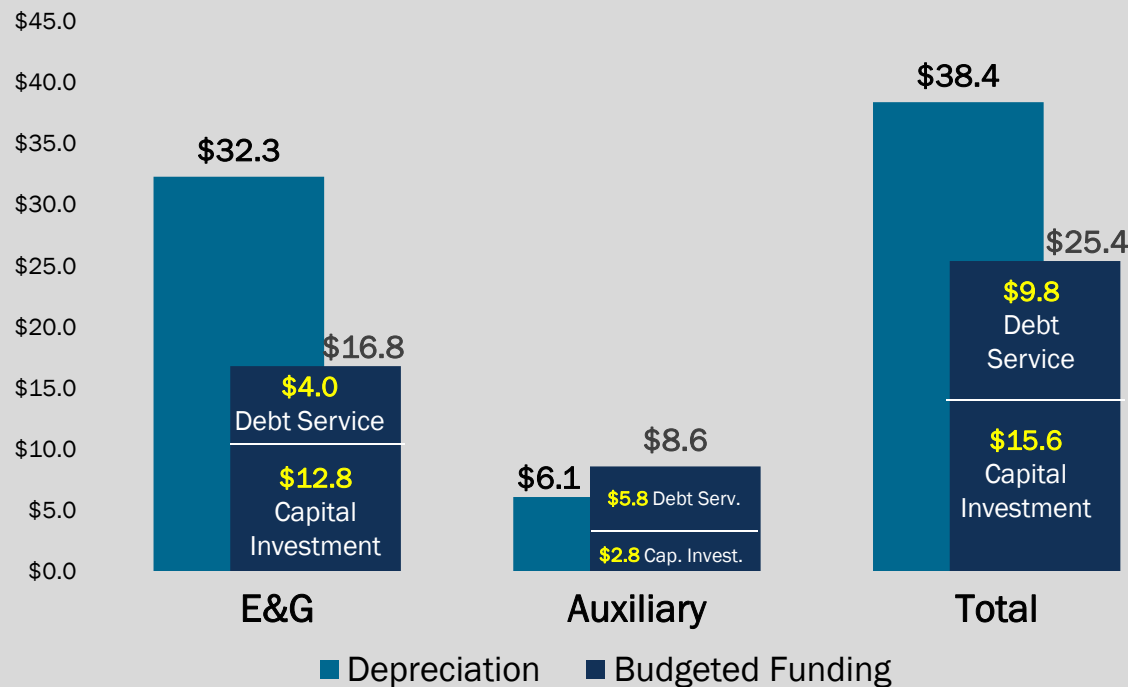
	FY19	FY20	Increase
Tuition	\$7,664	\$7,872	\$208 2.7%
Mandatory Fees	\$1,169	\$1,210	\$ 41 3.4%
Room & Board	\$8,986	\$9,232	\$246 2.7%
Total	\$17,819	\$18,314	\$495 2.8%

- Unified Fee increasing at 5 campuses; no increase at UMFK & UMA.
- Room & board rates increasing at all campuses; high demand at USM.
- Average annual increase is less than \$500 for in-state, undergraduate students residing on campus.



Funding Depreciation

Funding Depreciation by Fund
(\$ in millions)



- Depreciation expense increased by \$1.3M - from \$37.1M in FY19 to \$38.4M in FY20.
- E&G and Auxiliary budgeted capital investment = \$15.6M; a decrease of \$2.2M.
- Funding through Debt Service has increased by \$0.5M
- 66% of the total depreciation expense is funded in the FY20 budget – down 7% from the FY19 budget.
- Although not reflected in this budget, UMS will be making capital investments of \$49M with State Bond Funds.



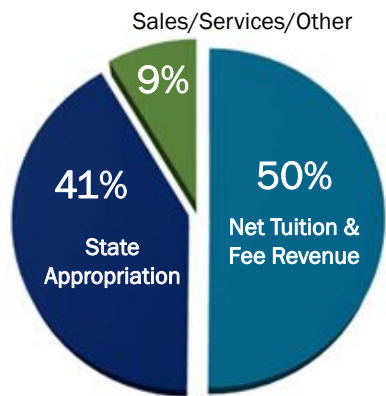
FY20 Budget E&G/Auxiliary Position Changes

	Faculty		Salaried		Hourly		Total
	Increases/ New Positions	Reductions/ Eliminations	Increases/ New Positions	Reductions/ Eliminations	Increases/ New Positions	Reductions/ Eliminations	
UMaine	7.0	(2.3)	1.8	(2.8)	0.3	-	3.9
UMA	1.0	-	3.0	-	1.0	-	5.0
UMF	-	(2.5)	1.0	(1.5)	5.9	(6.4)	(3.5)
UMFK	2.0	-	0.5	(3.75)	-	-	(1.25)
UMM	-	(1.0)	-	(1.0)	-	-	(2.0)
UMPI	-	-	-	-	-	-	-
USM	5.5	(3.0)	5.0	(1.0)	-	-	6.5
Gov.	-	-	-	-	-	-	-
Univ Svs	-	-	2.0	(1.0)	-	-	1.0
Total	15.5	(8.8)	13.3	(11.1)	7.2	(6.4)	9.7

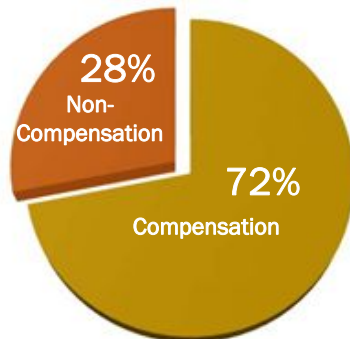


FY20 Proposed Budget: E&G

FY20 Revenue



FY20 Expense



13

	FY19 Base	FY20 Proposed	\$ Change	% Change
Revenue:				
Tuition & Fee Revenue	\$ 314,176,615	\$ 331,118,927	\$ 16,942,312	5.4%
Tuition Waivers/Scholarships	(84,369,544)	(90,894,408)	(6,524,864)	7.7%
State Appropriation	188,920,534	198,159,700	9,239,166	4.9%
Sales/Services/Other	40,572,730	40,587,767	15,037	-%
Total Revenue	459,300,335	478,971,986	19,671,651	4.3%
Expense:				
Personnel Expense	342,148,778	354,146,457	11,997,679	3.5%
Fuel & Electricity	15,491,893	16,269,107	777,214	5.0%
Supplies & Services	30,972,842	32,038,861	1,066,019	3.4%
Travel	6,355,216	6,409,622	54,406	0.9%
Memberships, Contributions & Sponsorships	1,547,972	1,518,633	(29,339)	-1.9%
Maintenance & Alterations	11,669,339	12,071,251	401,912	3.4%
Interest Expense	1,712,822	1,554,377	(158,445)	-9.3%
Depreciation	30,787,221	32,347,555	1,560,334	5.1%
Other Expenses & Transfers	32,641,821	36,127,527	3,485,706	10.7%
Total Operating Expenses & Transfers	473,327,904	492,483,390	19,155,486	4.0%
Operating Increase (Decrease)	\$ (14,027,569)	\$ (13,511,404)	\$ 516,165	-3.7%
Modified Cash Flow:				
Add back Depreciation	30,787,221	32,347,555	1,560,334	5.1%
Less Capital Expenditures	(9,711,654)	(9,403,803)	307,851	-3.2%
Less Capital Reserve Funding	(4,408,061)	(3,378,140)	1,029,921	-23.4%
Less Debt Service Principal	(3,954,187)	(4,049,009)	(94,822)	2.4%
Net Change Before Other Adj & Transfers	(1,314,250)	2,005,199	3,319,449	
Transfer from/(to) Admin Savings Rsrv	(3,301,740)	(5,002,025)	(1,700,285)	
Transfer from/(to) Budget Stabilization	500,000	-	(500,000)	
Net Change Subtotal	(4,115,990)	(2,996,826)	1,119,164	
Other Strategic Transfers from/(to) Reserves	4,082,963	2,115,034	(1,967,929)	
Net Change in Cash & Reserve Transfers	\$ (33,027)	\$ (881,792)	\$ (848,765)	



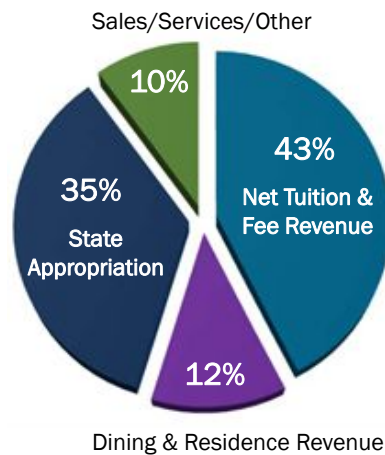
FY20 Proposed Budget: Auxiliary

	FY19 Base	FY20 Proposed	\$ Change	% Change
Revenue: Tuition & Fee Revenue	\$ 1,227,714	\$ 1,227,714	\$ -	0.0%
Dining & Residence Revenue	65,474,989	68,153,741	2,678,752	4.1%
Tuition Waivers/Scholarships	(2,252,044)	(2,326,379)	(74,335)	3.3%
Sales/Services/Other	17,197,920	15,483,729	(1,714,191)	-10.0%
Total Revenue	81,648,579	82,538,805	890,226	1.1%
Expense: Personnel Expense	22,643,349	24,128,435	1,485,086	6.6%
Fuel & Electricity	6,042,885	6,097,572	54,687	0.9%
Supplies & Services	24,880,439	23,320,178	(1,560,261)	-6.3%
Travel	128,380	124,720	(3,660)	-2.9%
Memberships, Contributions & Sponsorships	20,772	22,597	1,825	8.8%
Maintenance & Alterations	4,417,770	5,034,695	616,925	14.0%
Interest Expense	3,697,167	3,453,982	(243,185)	-6.6%
Depreciation	6,255,906	6,096,604	(159,302)	-2.5%
Other Expenses & Transfers	10,653,524	11,973,865	1,320,341	12.4%
Total Operating Expenses & Transfers	78,740,192	80,252,648	1,512,456	1.9%
Operating Increase (Decrease)	\$ 2,908,387	\$ 2,286,157	\$ (622,230)	-21.4%
Modified Cash Flow: Add back Depreciation	6,255,906	6,096,604	(159,302)	-2.5%
Less Capital Expenditures	(2,284,887)	(1,652,194)	632,693	-27.7%
Less Capital Reserve Funding	(1,387,413)	(1,157,051)	230,362	-16.6%
Less Debt Service Principal	(5,429,046)	(5,795,428)	(366,382)	6.7%
Net Change Before Other Adj & Transfers	62,947	(221,912)	(284,859)	
Other Strategic Transfers from/(to) Reserves	86,929	209,672	122,743	
Net Change in Cash & Reserve Transfers	\$ 149,876	\$ (12,240)	\$ (162,116)	

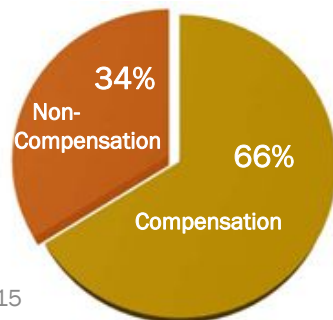


FY20 Proposed Budget: E&G and Auxiliary

FY20 Revenue



FY20 Expense



	FY19 Base	FY20 Proposed	\$ Change	% Change
Revenue:				
Tuition & Fee Revenue	\$ 315,404,329	\$ 332,346,641	\$ 16,942,312	5.4%
Dining & Residence Revenue	65,474,989	68,153,741	2,678,752	4.1%
Tuition Waivers/Scholarships	(86,621,588)	(93,220,787)	(6,599,199)	7.6%
State Appropriation	188,920,534	198,159,700	9,239,166	4.9%
Sales/Services/Auxiliary	57,770,650	56,071,496	(1,699,154)	-2.9%
Total Revenue	540,948,914	561,510,791	20,561,877	3.8%
Expense:				
Personnel Expense	364,792,127	378,274,892	13,482,765	3.7%
Fuel & Electricity	21,534,778	22,366,679	831,901	3.9%
Supplies & Services	55,853,281	55,359,039	(494,242)	-0.9%
Travel	6,483,596	6,534,342	50,746	0.8%
Memberships, Contributions & Sponsorships	1,568,744	1,541,230	(27,514)	-1.8%
Maintenance & Alterations	16,087,109	17,105,946	1,018,837	6.3%
Interest Expense	5,409,989	5,008,359	(401,630)	-7.4%
Depreciation	37,043,127	38,444,159	1,401,032	3.8%
Other Expenses & Transfers:	43,295,345	48,101,392	4,806,047	11.1%
Total Operating Expenses & Transfers	552,068,096	572,736,038	20,667,942	3.7%
Operating Increase (Decrease)	\$ (11,119,182)	\$ (11,225,247)	\$ 106,065	1.0%
Modified Cash Flow:				
Add back Depreciation	37,043,127	38,444,159	1,401,032	3.8%
Less Capital Expenditures	(11,996,541)	(11,055,997)	940,544	-7.8%
Less Capital Reserve Funding	(5,795,474)	(4,535,191)	1,260,283	-21.7%
Less Debt Service Principal	(9,383,233)	(9,844,437)	(461,204)	4.9%
Net Change Before Other Adj & Transfers	(1,251,303)	1,783,287	3,034,590	
Transfer from/(to) Admin Savings Rsrv	(3,301,740)	(5,002,025)	(1,700,285)	
Transfer from/(to) Budget Stabilization	500,000	-	(500,000)	
Net Change Subtotal	(4,053,043)	(3,218,738)	834,305	
Other Strategic Transfers from/(to) Reserves	4,169,892	2,324,706	(1,845,186)	
Net Change in Cash & Reserve Transfers	\$ 116,849	\$ (894,032)	\$ (1,010,881)	



Quasi-Independent State Entities Budget Requirement

- Public Law 2011, Chapter 616 mandates:
 - Board of Trustees approval of the annual budget for travel, meals, and entertainment costs.
 - Board of Trustees approval of the annual budget for contribution expenses – defined by this Public Law as membership dues & fees, gifts, donations, and sponsorships.
 - Periodic reporting of the actual travel and contribution costs by the UMS to the Board of Trustees.
 - Annual reporting to the Legislature by the UMS of contributions made to persons in the preceding year that were greater than \$1,000, and the total contributed to each.

FY20 Budget (\$000's)

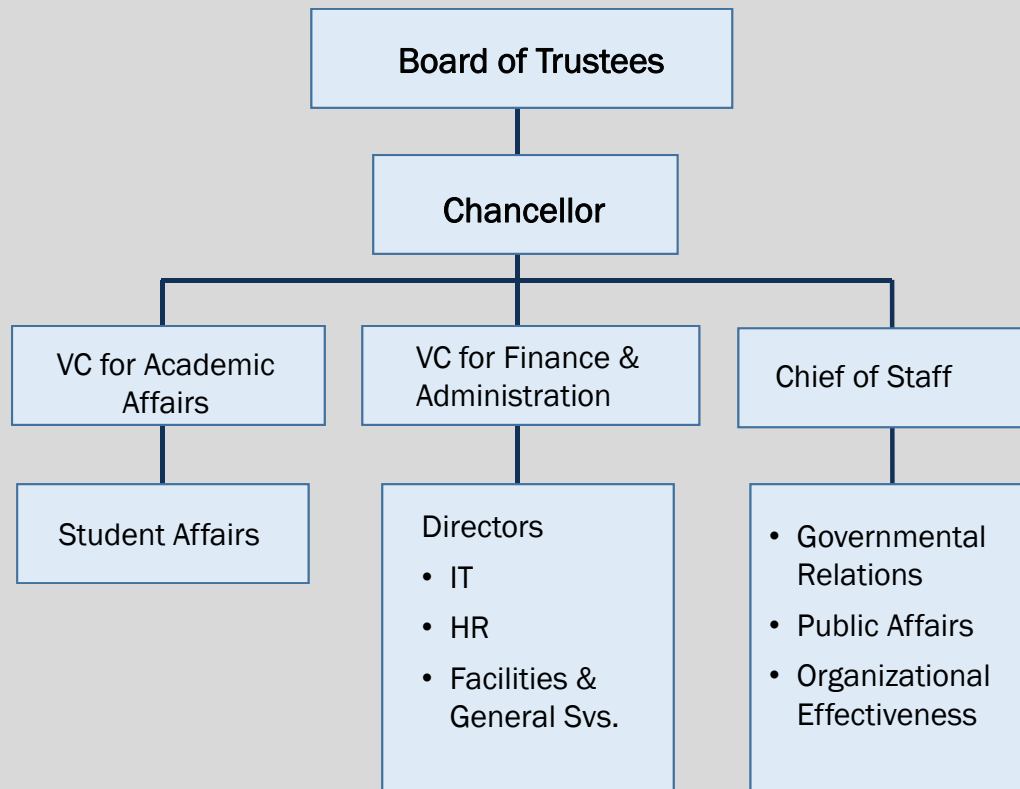
Fund	Travel, Meals, Entertainment	Memberships, Gifts, Donations, & Sponsorships
E&G/Auxiliary	\$ 6,410	\$ 1,519
Restricted/Other	5,067	611
Total	\$11,477	\$ 2,130

E&G/Auxiliary are included in the proposed operating budgets. Restricted/Other includes grants & contracts, MEIF, Coop. Ext, etc. and is not included in the operating budgets.

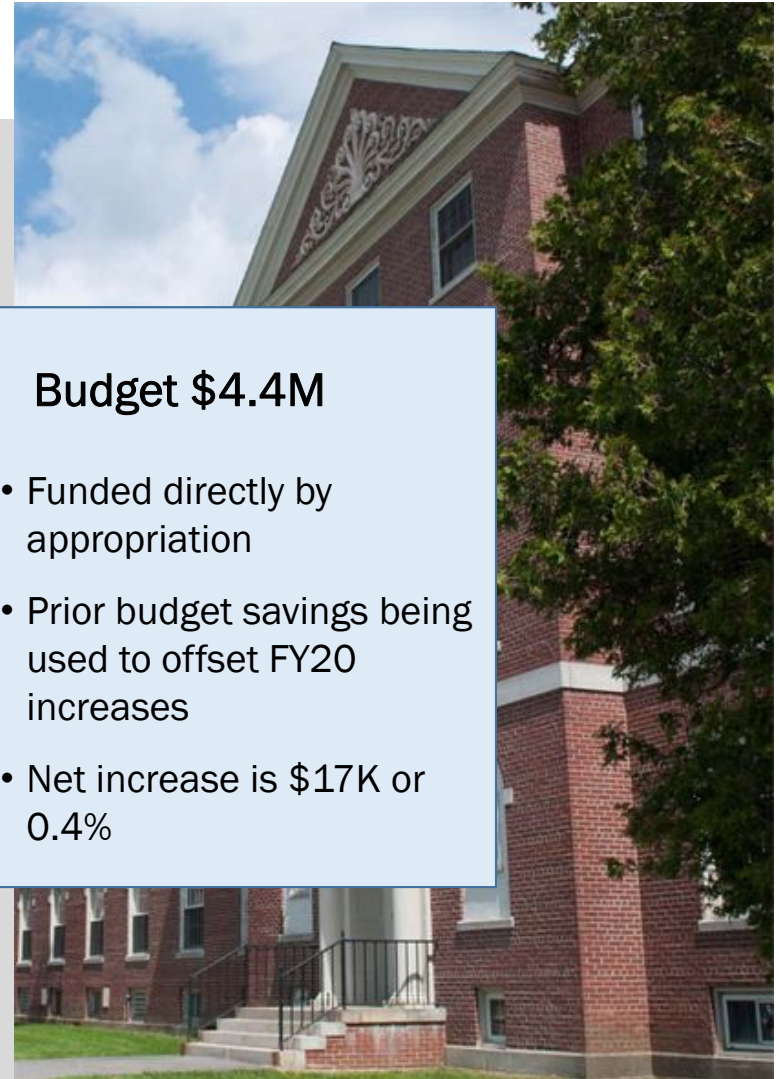
- UMS “Use of University funds” policy generally prohibits charitable contributions; Sponsorships which advance the University’s mission are allowed. UMS “Travel & Expense” policy defines what constitutes allowable travel, meals, and entertainment expenses.



Governance



17



Budget \$4.4M

- Funded directly by appropriation
- Prior budget savings being used to offset FY20 increases
- Net increase is \$17K or 0.4%



University Services

- Information Technology
- Human Resources
- Accounting
- Procurement
- Facilities/Capital Planning
- Shared Processing Center

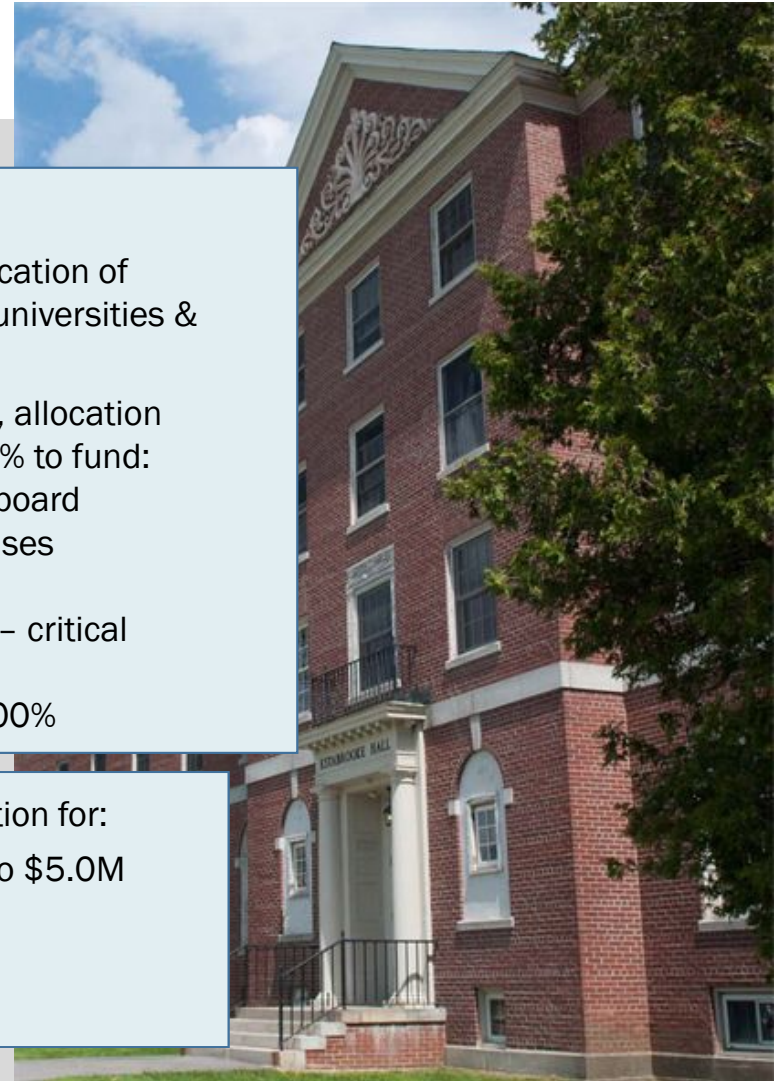
Budget \$47M

- Funded through cost allocation of services provided to the universities & governance
- After cost savings efforts, allocation increasing by \$1.4M or 3% to fund:
 - Potential across-the-board compensation increases
 - IT enhancements
 - New Title IX position – critical investment
- Depreciation funded @100%

- University Services budget also includes Appropriation for:

*Pending
biennial
budget
approval*

- Administrative Savings – increased by \$1.7M to \$5.0M
- Early College – \$2.0M
- Adult Degree Completion \$2.1M





Appendix

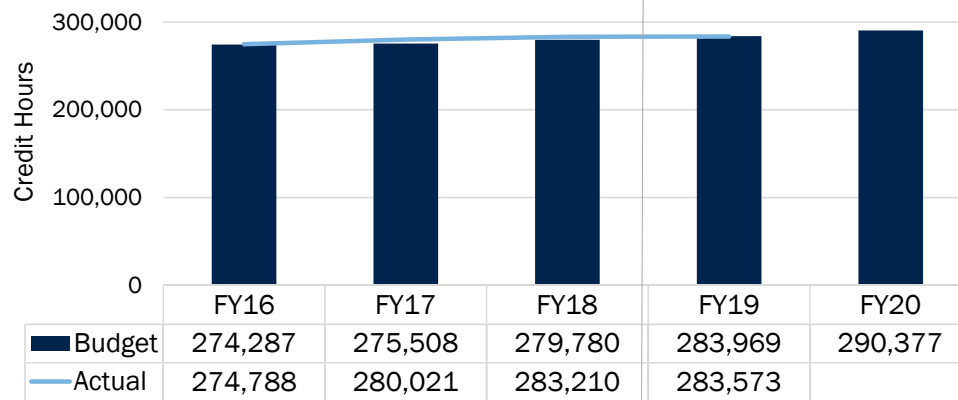
- Detailed Information by Campus for:
 - FY20 Enrollment & Residence Hall Occupancy
 - FY20 Operating Budgets
 - FY20 Student Cost Report





UMaine Enrollment

Total Credit Hour Enrollment (incl. EC)



FY20 Enrollment Budget

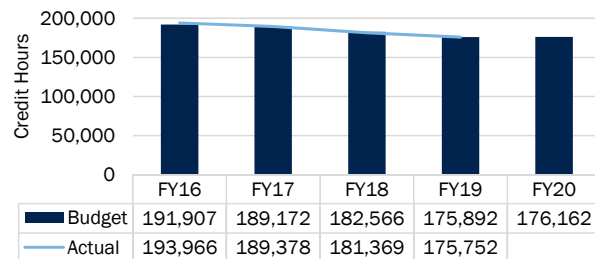
Budget Actual

2.3%
above
FY19

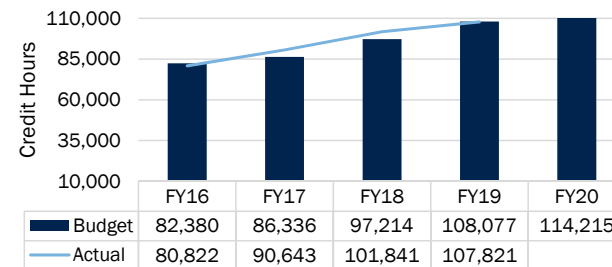
2.4%
above
FY19



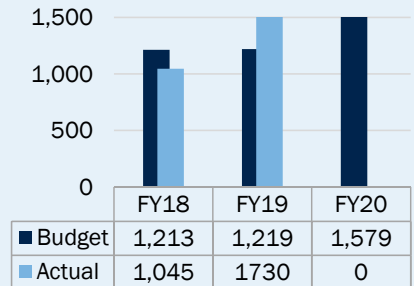
In-State



Out-of-State



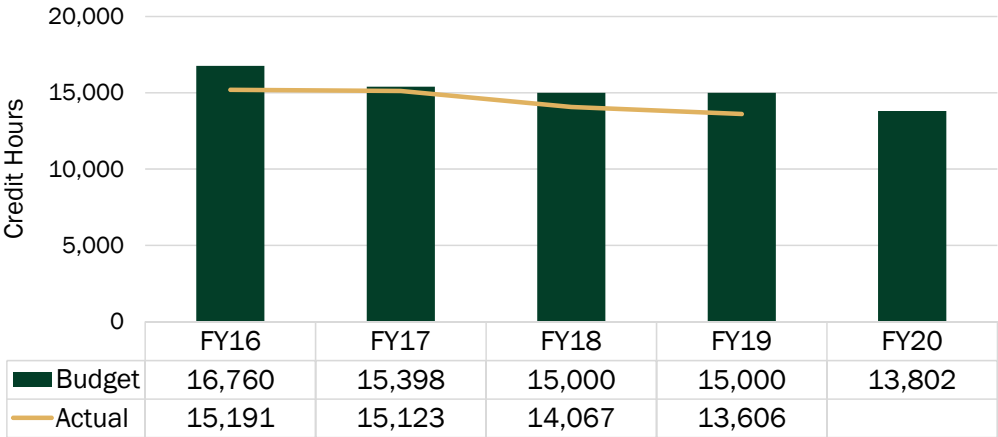
Early College



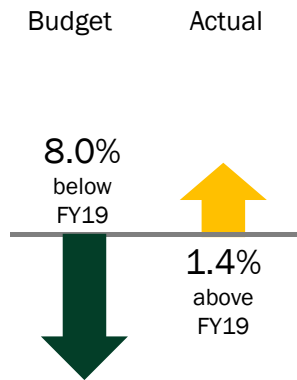


UMM Enrollment

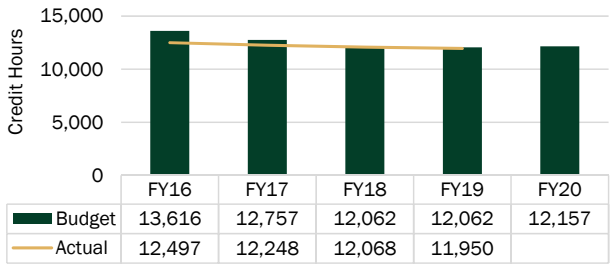
Total Credit Hour Enrollment (incl. EC)



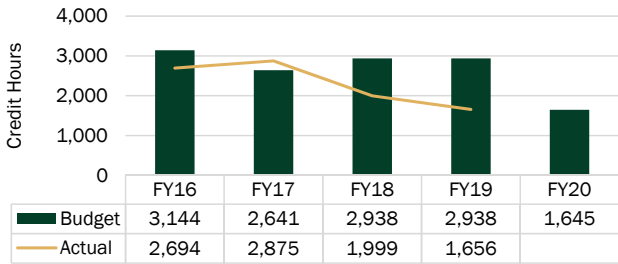
FY20 Enrollment Budget



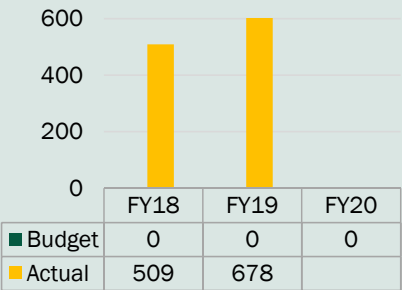
In-State



Out-of-State



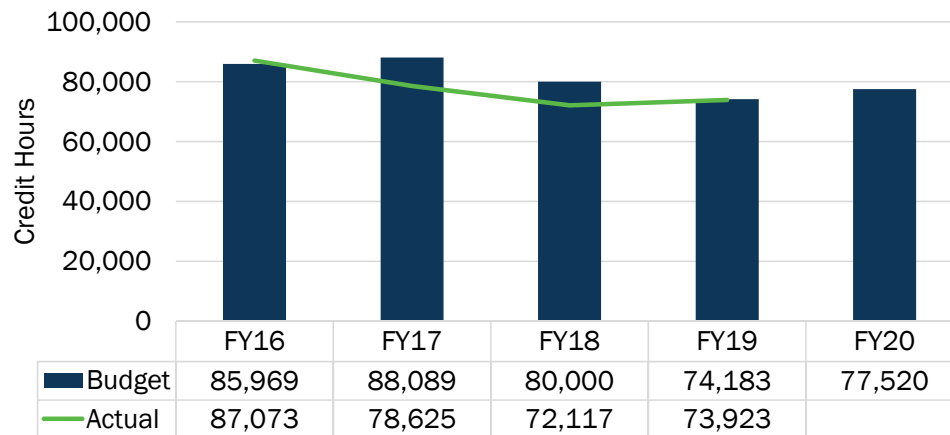
Early College



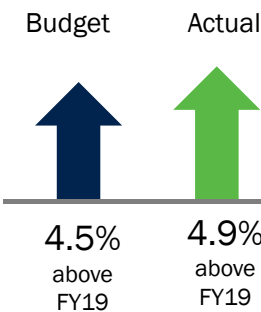


UMA Enrollment

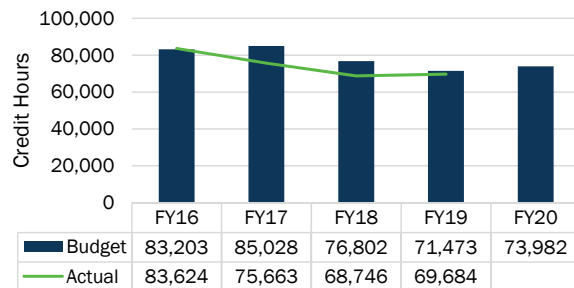
Total Credit Hour Enrollment * (incl. EC)



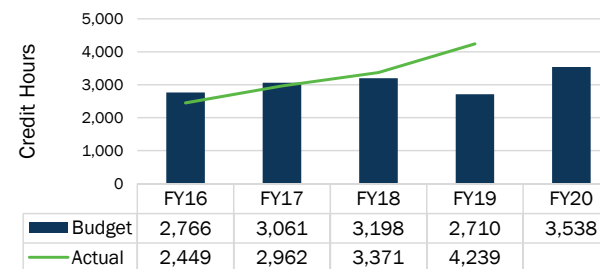
FY20 Enrollment Budget



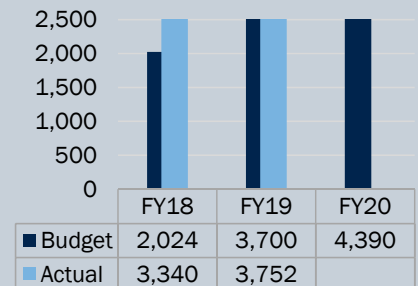
In-State



Out-of-State



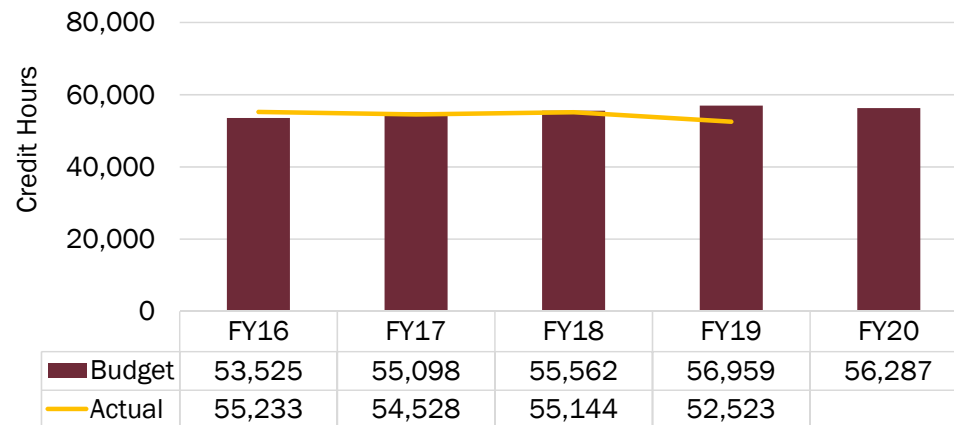
Early College



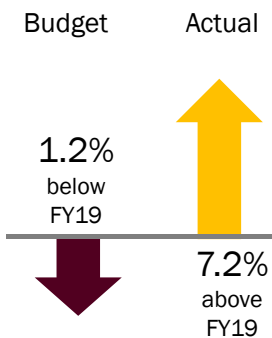


UMF Enrollment

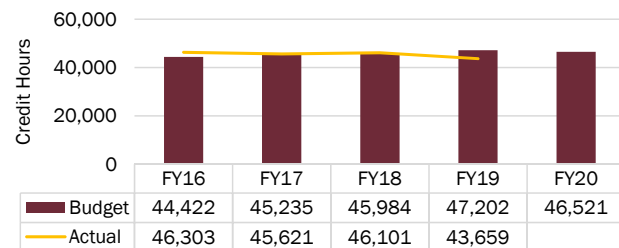
Total Credit Hour Enrollment (incl. EC)



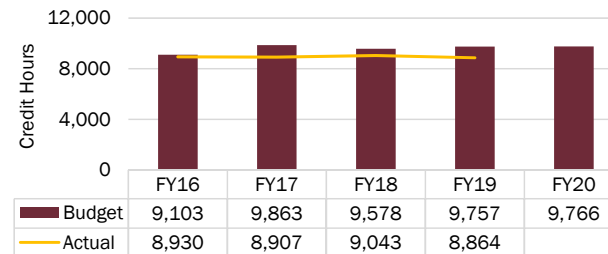
FY20 Enrollment Budget



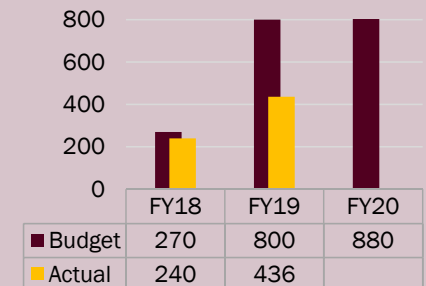
In-State



Out-of-State



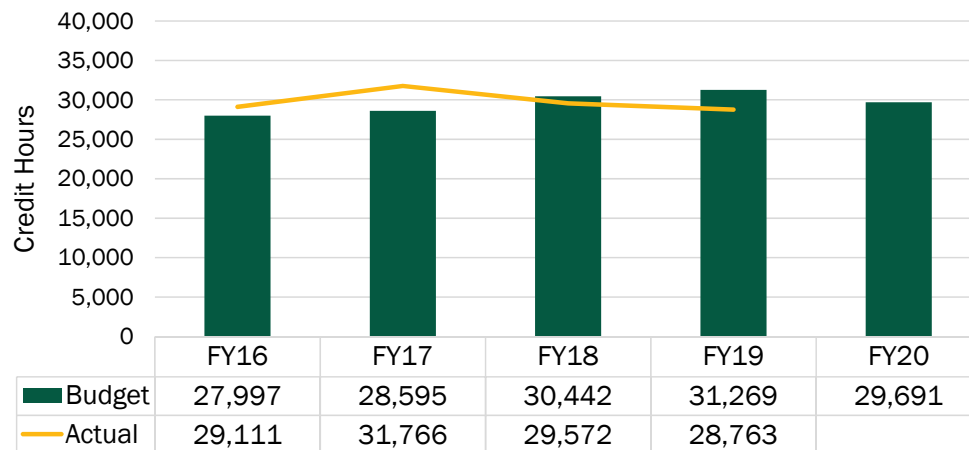
Early College



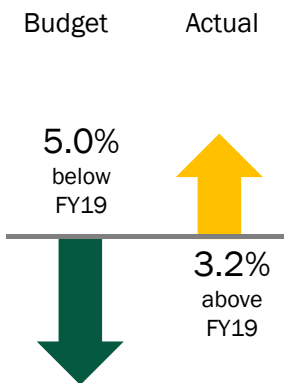


UMFK Enrollment

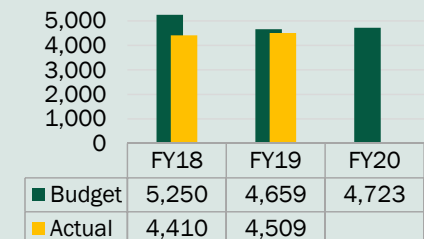
Total Credit Hour Enrollment (incl. EC & AP)



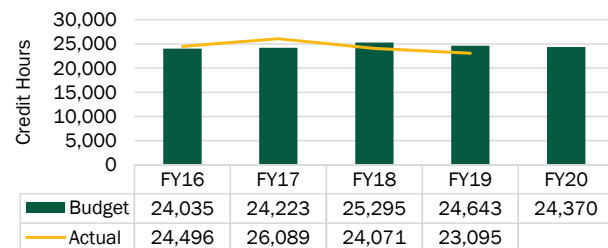
FY20 Enrollment Budget



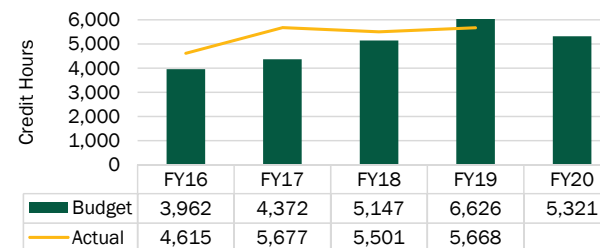
Early College



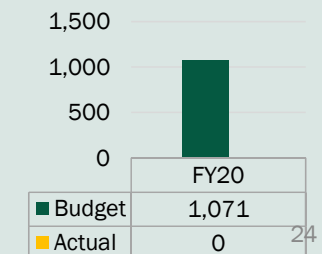
In-State



Out-of-State



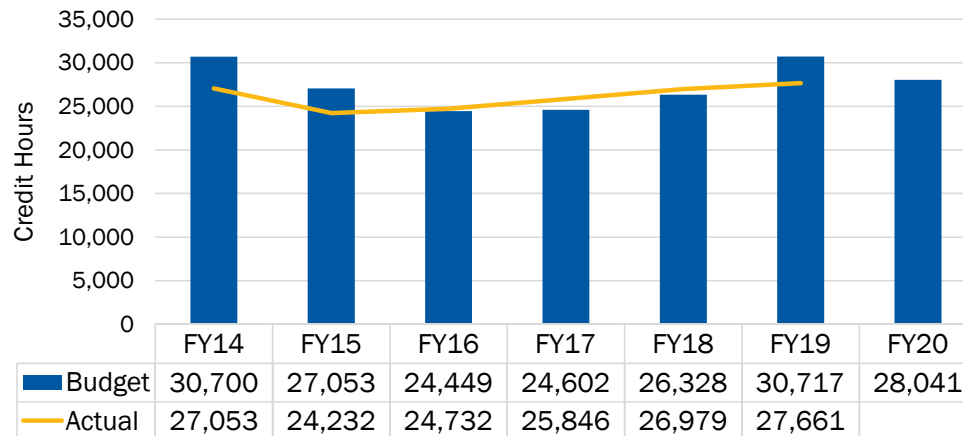
AP





UMPI Enrollment

Total Credit Hour Enrollment (incl. EC, CBE, AP)



*Note: FY19 credit hours do not include CBE Spring 2nd session

FY20 Enrollment Budget

Budget Actual

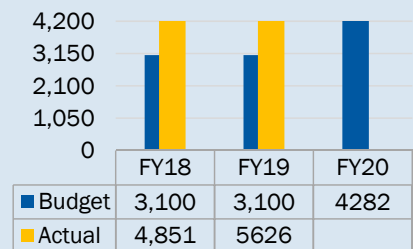
8.7%
below
FY19



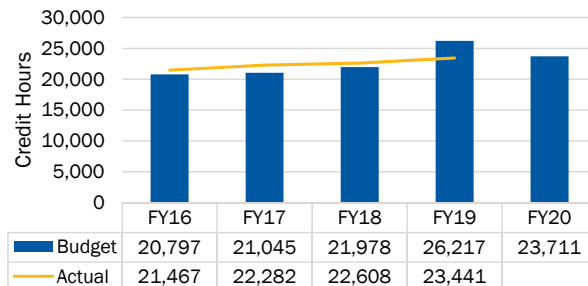
1.4%
above
FY19



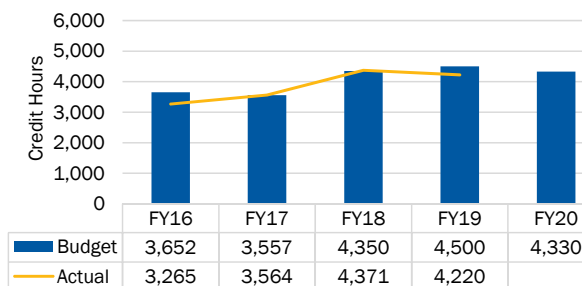
Early College



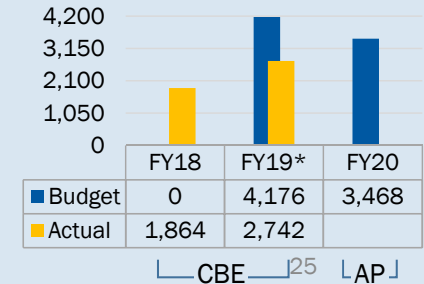
In-State



Out-of-State



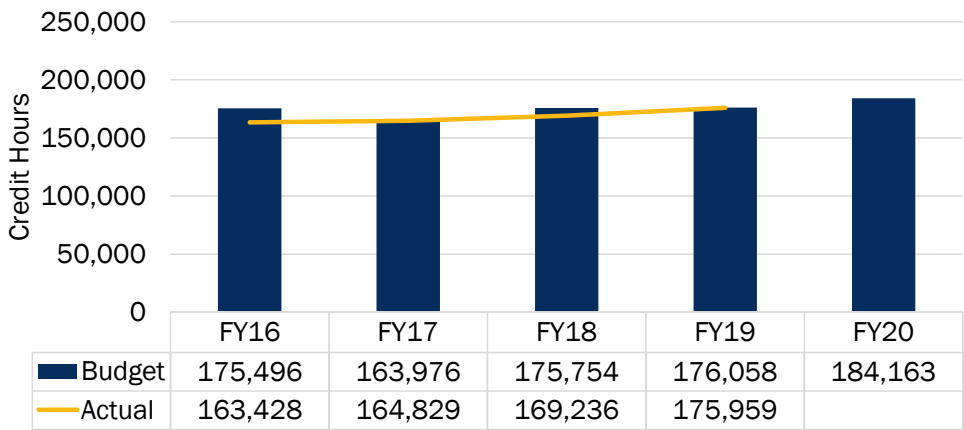
CBE/AP



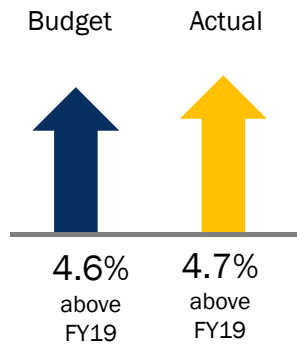


USM Enrollment

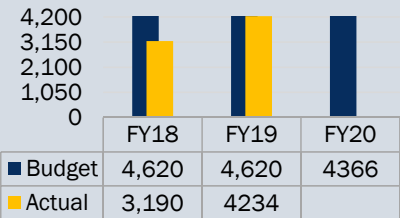
Total Credit Hour Enrollment (incl. EC)



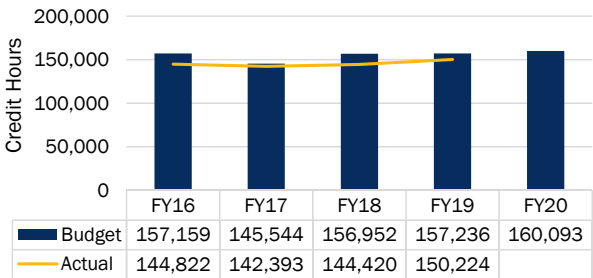
FY20 Enrollment Budget



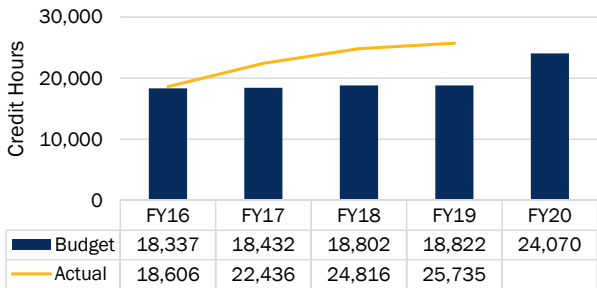
Early College



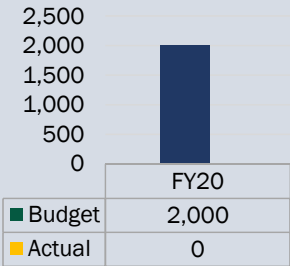
In-State



Out-of-State



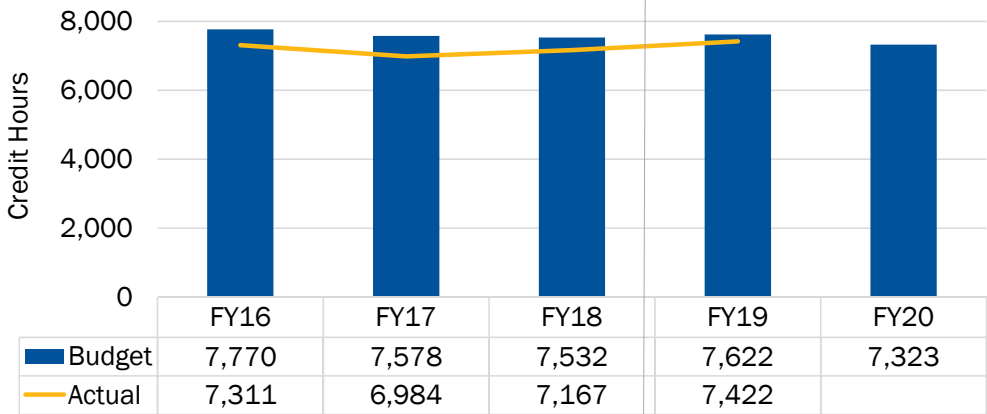
AP





UM Law Enrollment

Total Credit Hour Enrollment

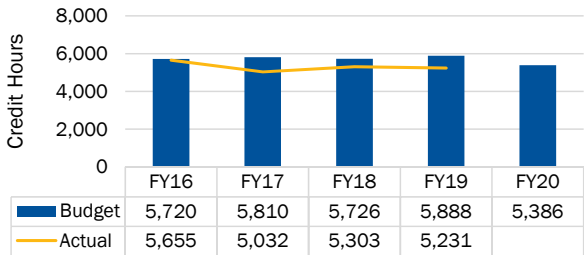


FY20 Enrollment Budget

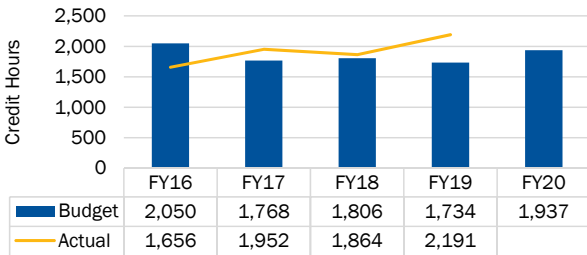
Budget	Actual
3.9% below FY19	1.3% below FY19



In-State

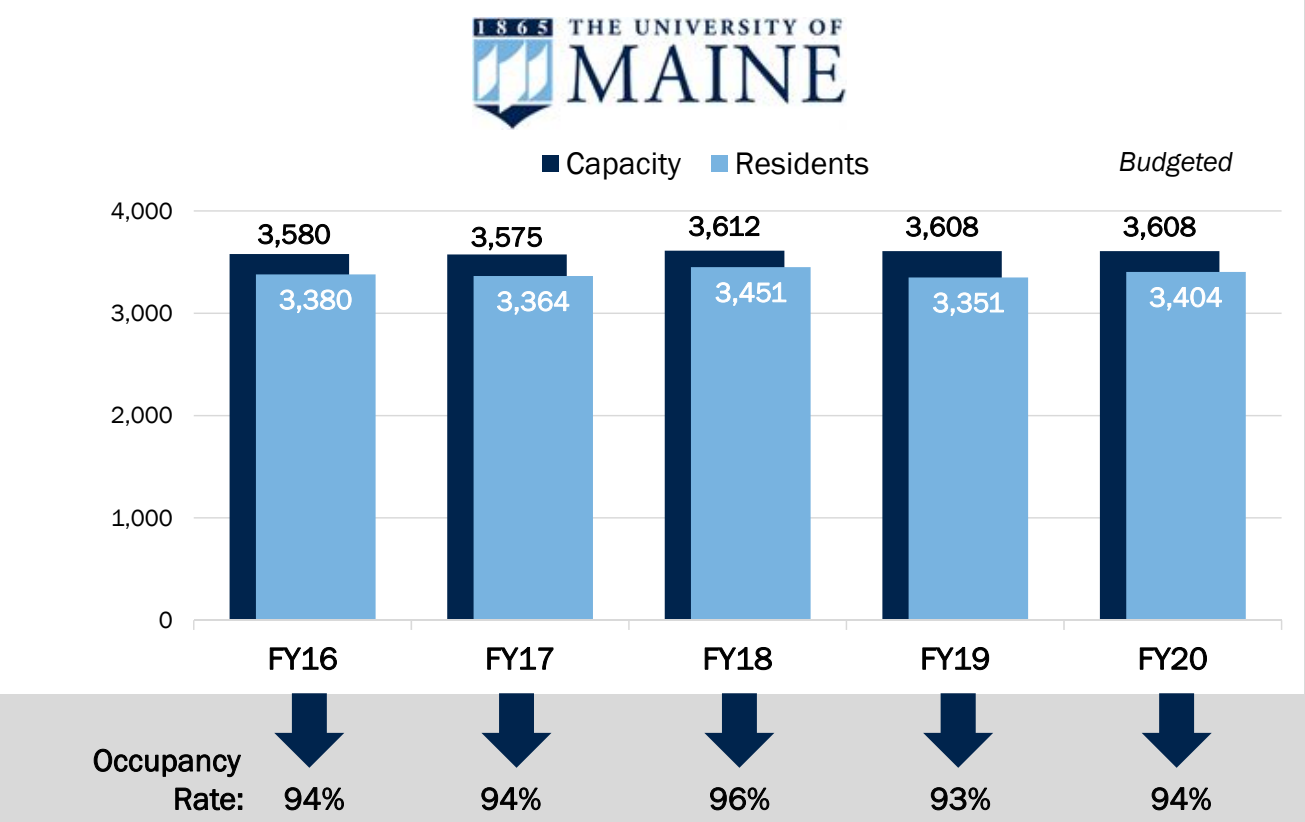


Out-of-State



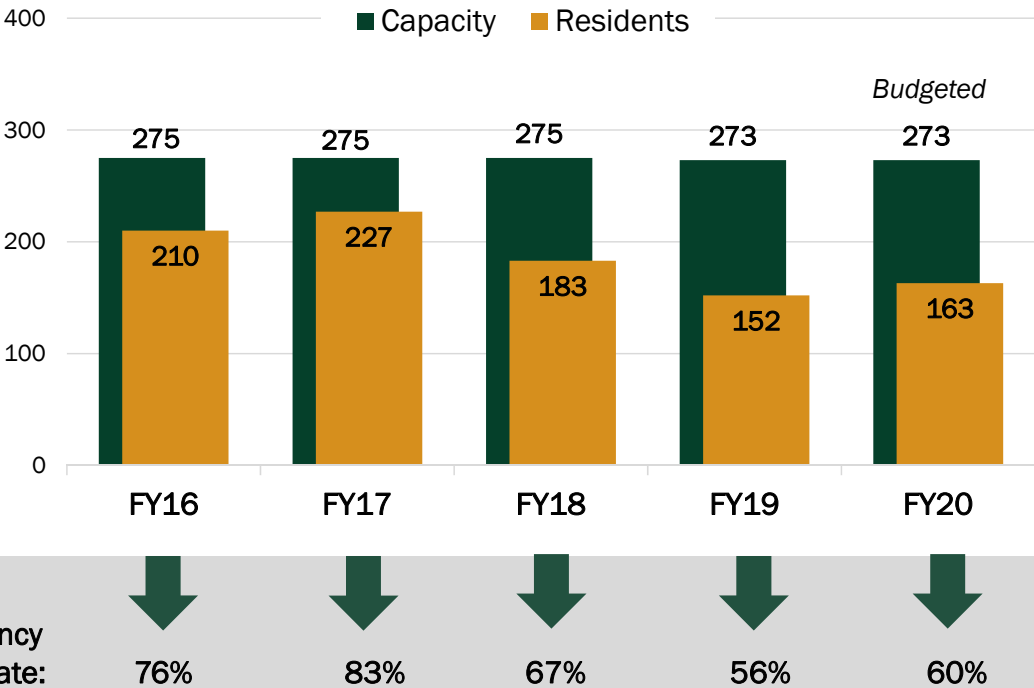


Residence Hall Occupancy



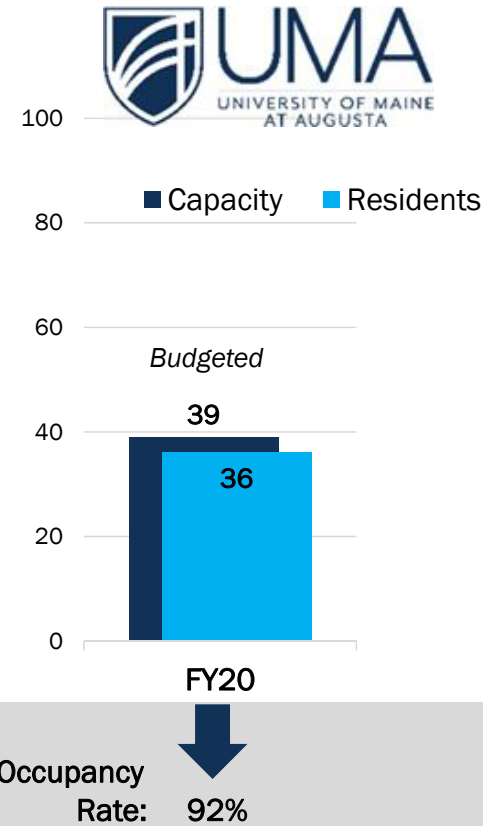


Residence Hall Occupancy



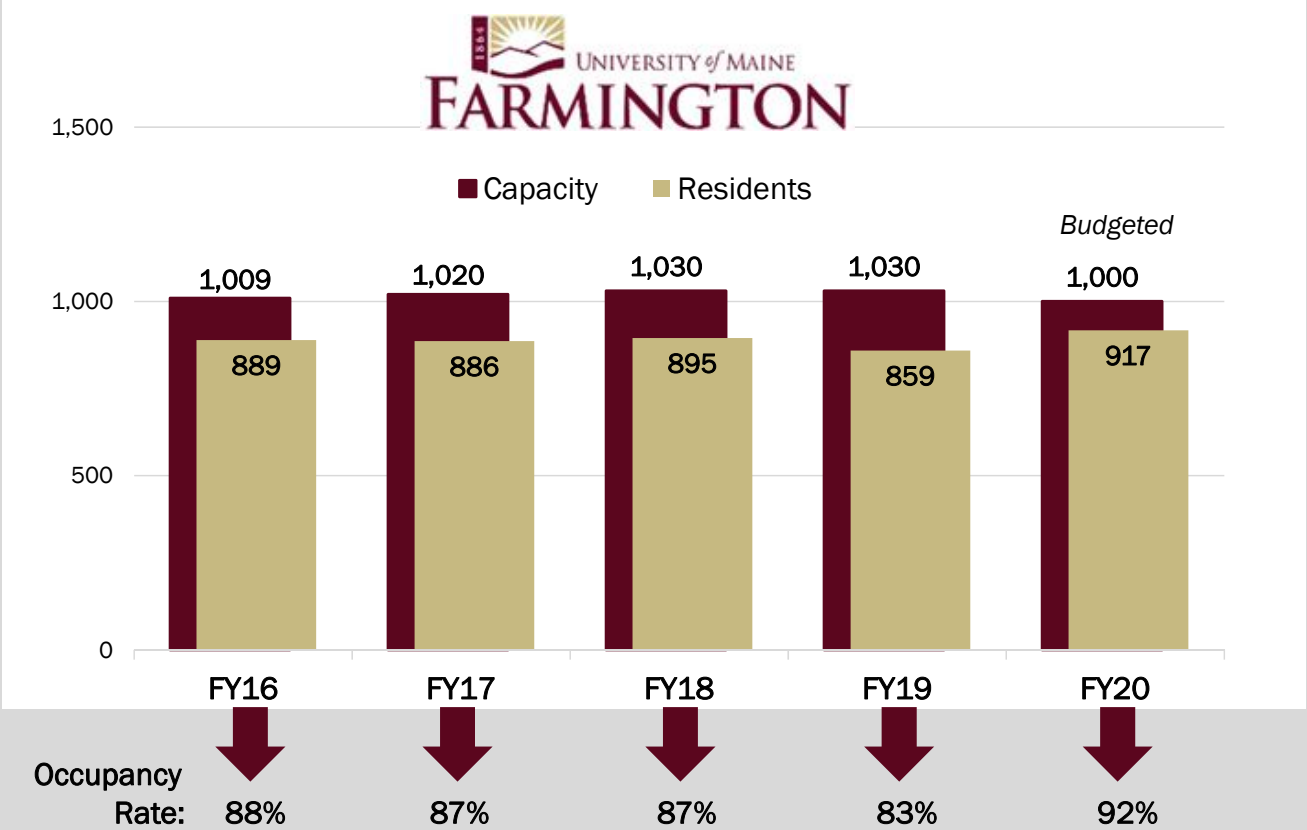


Residence Hall Occupancy



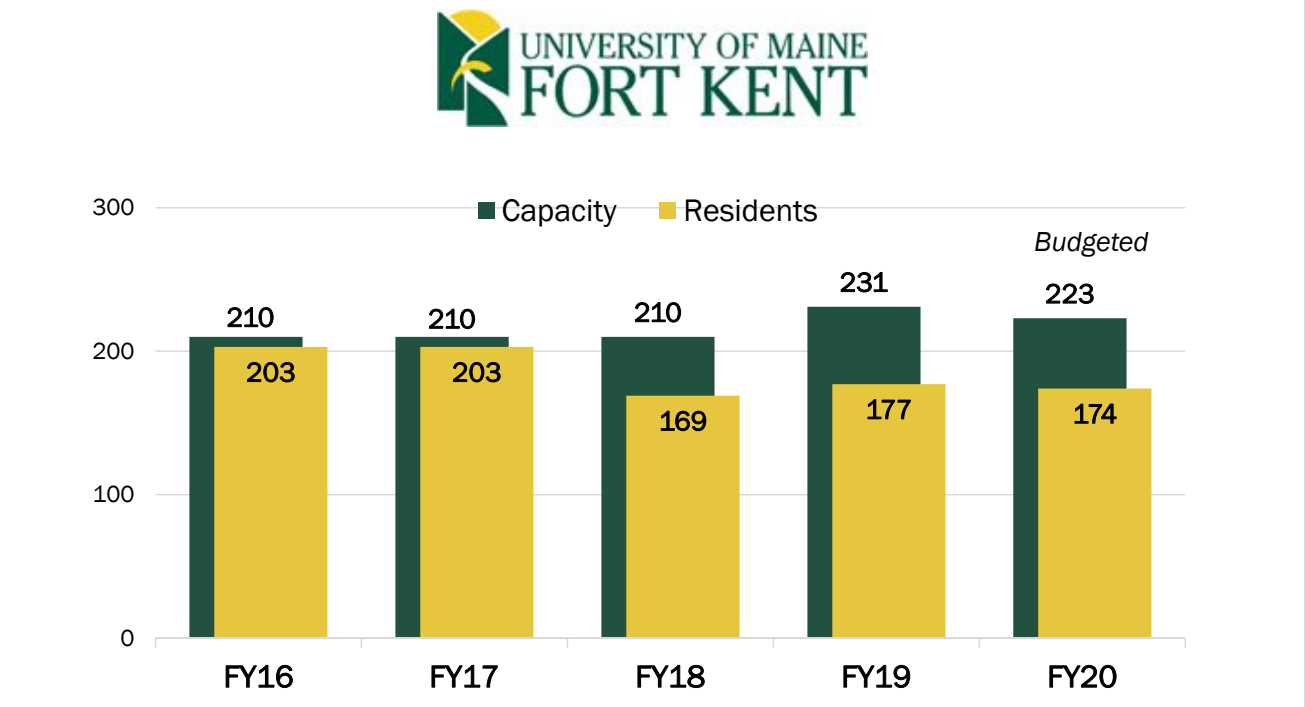


Residence Hall Occupancy





Residence Hall Occupancy



Occupancy
Rate:

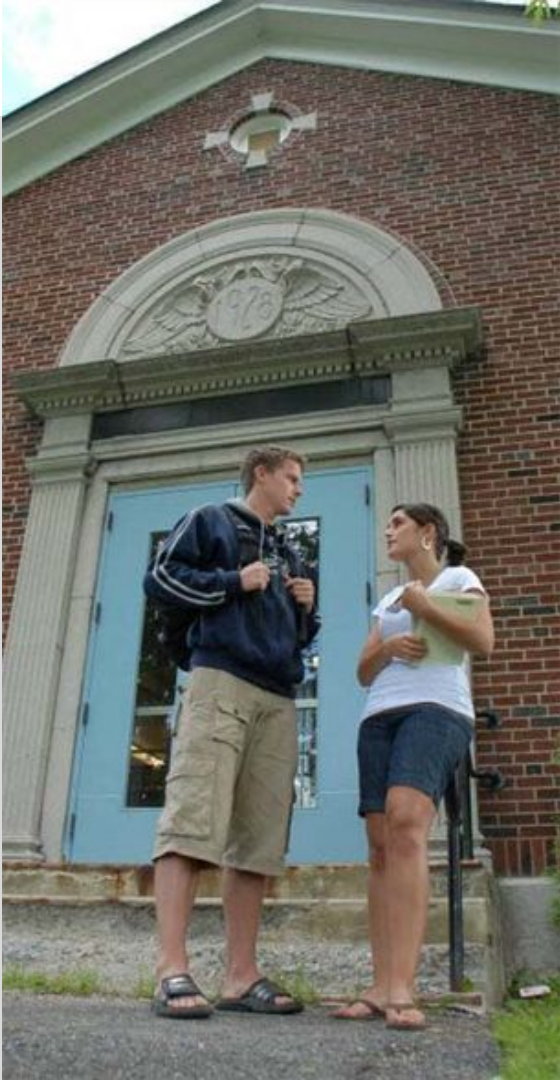
97%

97%

80%

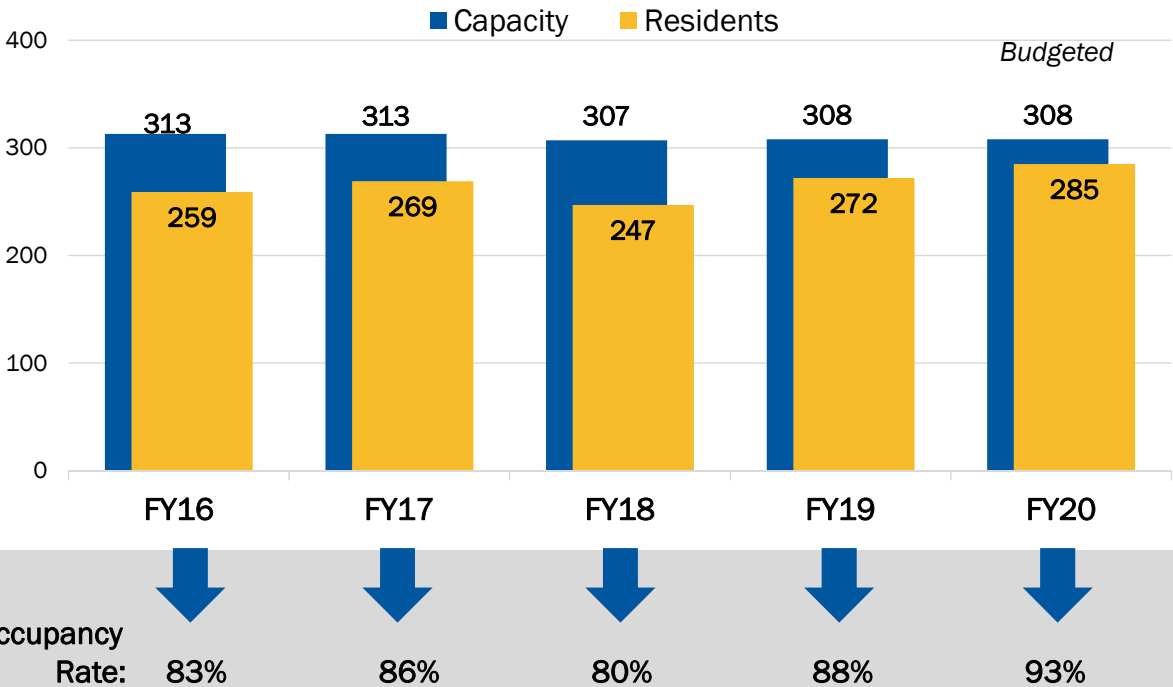
77%

78%



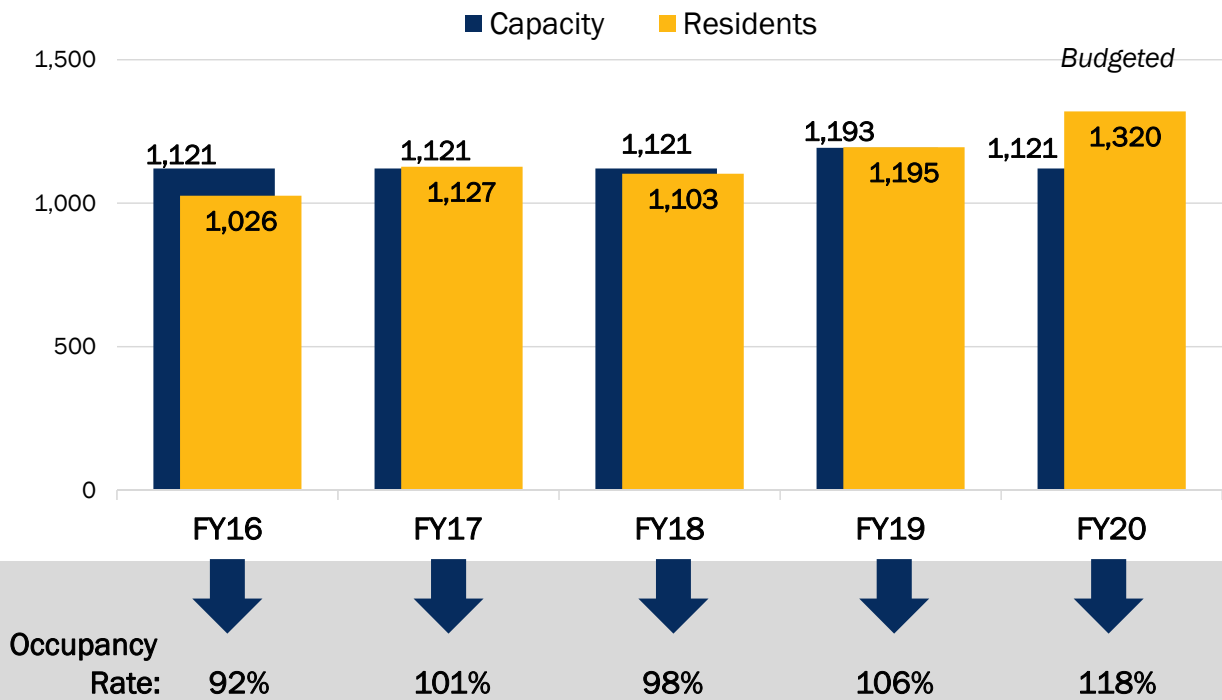


Residence Hall Occupancy





Residence Hall Occupancy



University of Maine System
FY20 PROPOSED BUDGET
Unrestricted E&G

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 314,176,615	\$ 331,118,927	\$ 16,942,312	5.4%
Dining & Residence Revenue	-	-	-	-%
Tuition Waivers/Scholarships	(84,369,544)	(90,894,408)	(6,524,864)	7.7%
Net Student Charges Revenue	229,807,071	240,224,519	10,417,448	4.5%
State Appropriation	188,920,534	198,159,700	9,239,166	4.9%
Indirect Cost Recovery	12,669,319	13,299,319	630,000	5.0%
Investment Income/Gifts	5,464,275	4,428,767	(1,035,508)	-19.0%
Sales/Services/Auxiliary	22,439,136	22,859,681	420,545	1.9%
Total Revenue	459,300,335	478,971,986	19,671,651	4.3%
<u>Expenses</u>				
Personnel	342,148,778	354,146,457	11,997,679	3.5%
Fuel & Electricity	15,491,893	16,269,107	777,214	5.0%
Supplies & Services	31,019,612	32,057,861	1,038,249	3.3%
Shared Services	(46,770)	(19,000)	27,770	-59.4%
Travel	6,355,216	6,409,622	54,406	0.9%
Memberships, Contributions & Sponsorships	1,547,972	1,518,633	(29,339)	-1.9%
Maintenance & Alterations	11,669,339	12,071,251	401,912	3.4%
Interest	1,712,822	1,554,377	(158,445)	-9.3%
Depreciation	30,787,221	32,347,555	1,560,334	5.1%
Other Expenses & Transfers	32,641,821	36,127,527	3,485,706	10.7%
Total Operating Expenses & Transfers	473,327,904	492,483,390	19,155,486	4.0%
Operating Increase (Decrease)	\$ (14,027,569)	\$ (13,511,404)	\$ 516,165	-3.7%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (14,027,569)	\$ (13,511,404)	\$ 516,165	-3.7%
Add Back Depreciation	30,787,221	32,347,555	1,560,334	5.1%
Less Capital Expenditures	(9,711,654)	(9,403,803)	307,851	-3.2%
Less Capital Reserve Funding	(4,408,061)	(3,378,140)	1,029,921	-23.4%
Less Debt Service Principal	(3,954,187)	(4,049,009)	(94,822)	2.4%
Net Change Before Other Adjustments & Transfers	(1,314,250)	2,005,199	3,319,449	
Transfer from/(to) Administrative Savings Rsrv	(3,301,740)	(5,002,025)	(1,700,285)	
Transfer from/(to) Budget Stabilization	500,000	-	(500,000)	
Net Change Subtotal	(4,115,990)	(2,996,826)	1,119,164	
Other Strategic Transfers from/(to) Reserves	4,082,963	2,115,034	(1,967,929)	
Net Change in Cash & Reserve Transfers	\$ (33,027)	\$ (881,792)	\$ (848,765)	

University of Maine System
FY20 PROPOSED BUDGET
Unrestricted Auxiliary

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 1,227,714	\$ 1,227,714	\$ -	0.0%
Dining & Residence Revenue	65,474,989	68,153,741	2,678,752	4.1%
Tuition Waivers/Scholarships	(2,252,044)	(2,326,379)	(74,335)	3.3%
Net Student Charges Revenue	64,450,659	67,055,076	2,604,417	4.0%
State Appropriation	-	-	-	-%
Indirect Cost Recovery	-	-	-	-%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	17,197,920	15,483,729	(1,714,191)	-10.0%
Total Revenue	81,648,579	82,538,805	890,226	1.1%
<u>Expenses</u>				
Personnel	22,643,349	24,128,435	1,485,086	6.6%
Fuel & Electricity	6,042,885	6,097,572	54,687	0.9%
Supplies & Services	24,880,439	23,320,178	(1,560,261)	-6.3%
Shared Services	-	-	-	-%
Travel	128,380	124,720	(3,660)	-2.9%
Memberships, Contributions & Sponsorships	20,772	22,597	1,825	8.8%
Maintenance & Alterations	4,417,770	5,034,695	616,925	14.0%
Interest	3,697,167	3,453,982	(243,185)	-6.6%
Depreciation	6,255,906	6,096,604	(159,302)	-2.5%
Other Expenses & Transfers	10,653,524	11,973,865	1,320,341	12.4%
Total Operating Expenses & Transfers	78,740,192	80,252,648	1,512,456	1.9%
Operating Increase (Decrease)	\$ 2,908,387	\$ 2,286,157	\$ (622,230)	-21.4%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ 2,908,387	\$ 2,286,157	\$ (622,230)	-21.4%
Add Back Depreciation	6,255,906	6,096,604	(159,302)	-2.5%
Less Capital Expenditures	(2,284,887)	(1,652,194)	632,693	-27.7%
Less Capital Reserve Funding	(1,387,413)	(1,157,051)	230,362	-16.6%
Less Debt Service Principal	(5,429,046)	(5,795,428)	(366,382)	6.7%
Net Change Before Other Adjustments & Transfers	62,947	(221,912)	(284,859)	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	62,947	(221,912)	(284,859)	
Other Strategic Transfers from/(to) Reserves	86,929	209,672	122,743	
Net Change in Cash & Reserve Transfers	\$ 149,876	\$ (12,240)	\$ (162,116)	

University of Maine System
FY20 PROPOSED BUDGET
Unrestricted E&G and Auxiliary

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 315,404,329	\$ 332,346,641	\$ 16,942,312	5.4%
Dining & Residence Revenue	65,474,989	68,153,741	2,678,752	4.1%
Tuition Waivers/Scholarships	(86,621,588)	(93,220,787)	(6,599,199)	7.6%
Net Student Charges Revenue	294,257,730	307,279,595	13,021,865	4.4%
State Appropriation	188,920,534	198,159,700	9,239,166	4.9%
Indirect Cost Recovery	12,669,319	13,299,319	630,000	5.0%
Investment Income/Gifts	5,464,275	4,428,767	(1,035,508)	-19.0%
Sales/Services/Auxiliary	39,637,056	38,343,410	(1,293,646)	-3.3%
Total Revenue	540,948,914	561,510,791	20,561,877	3.8%
<u>Expenses</u>				
Personnel	364,792,127	378,274,892	13,482,765	3.7%
Fuel & Electricity	21,534,778	22,366,679	831,901	3.9%
Supplies & Services	55,900,051	55,378,039	(522,012)	-0.9%
Shared Services	(46,770)	(19,000)	27,770	-59.4%
Travel	6,483,596	6,534,342	50,746	0.8%
Memberships, Contributions & Sponsorships	1,568,744	1,541,230	(27,514)	-1.8%
Maintenance & Alterations	16,087,109	17,105,946	1,018,837	6.3%
Interest	5,409,989	5,008,359	(401,630)	-7.4%
Depreciation	37,043,127	38,444,159	1,401,032	3.8%
Other Expenses & Transfers	43,295,345	48,101,392	4,806,047	11.1%
Total Operating Expenses & Transfers	552,068,096	572,736,038	20,667,942	3.7%
Operating Increase (Decrease)	\$ (11,119,182)	\$ (11,225,247)	\$ (106,065)	1.0%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (11,119,182)	\$ (11,225,247)	\$ (106,065)	1.0%
Add Back Depreciation	37,043,127	38,444,159	1,401,032	3.8%
Less Capital Expenditures	(11,996,541)	(11,055,997)	940,544	-7.8%
Less Capital Reserve Funding	(5,795,474)	(4,535,191)	1,260,283	-21.7%
Less Debt Service Principal	(9,383,233)	(9,844,437)	(461,204)	4.9%
Net Change Before Other Adjustments & Transfers	(1,251,303)	1,783,287	3,034,590	
Transfer from/(to) Administrative Savings Rsrv	(3,301,740)	(5,002,025)	(1,700,285)	
Transfer from/(to) Budget Stabilization	500,000	-	(500,000)	
Net Change Subtotal	(4,053,043)	(3,218,738)	834,305	
Other Strategic Transfers from/(to) Reserves	4,169,892	2,324,706	(1,845,186)	
Net Change in Cash & Reserve Transfers	\$ 116,849	\$ (894,032)	\$ (1,010,881)	

University of Maine
FY20 PROPOSED BUDGET
Unrestricted E&G

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 172,126,005	\$ 183,354,836	\$ 11,228,831	6.5%
Dining & Residence Revenue	-	-	-	-%
Tuition Waivers/Scholarships	(54,516,538)	(60,045,276)	(5,528,738)	10.1%
Net Student Charges Revenue	117,609,467	123,309,560	5,700,093	4.8%
State Appropriation	83,592,496	84,071,731	479,235	0.6%
Indirect Cost Recovery	8,371,276	8,971,276	600,000	7.2%
Investment Income/Gifts	919,938	899,996	(19,942)	-2.2%
Sales/Services/Auxiliary	16,025,902	16,180,252	154,350	1.0%
Total Revenue	226,519,079	233,432,815	6,913,736	3.1%
<u>Expenses</u>				
Personnel	144,817,888	150,087,751	5,269,863	3.6%
Fuel & Electricity	10,139,804	10,380,876	241,072	2.4%
Supplies & Services	16,375,080	16,252,086	(122,994)	-0.8%
Shared Services	18,888,449	19,772,773	884,324	4.7%
Travel	2,807,728	2,861,147	53,419	1.9%
Memberships, Contributions & Sponsorships	421,099	426,947	5,848	1.4%
Maintenance & Alterations	4,542,256	4,861,237	318,981	7.0%
Interest	587,460	549,222	(38,238)	-6.5%
Depreciation	13,788,287	15,946,215	2,157,928	15.7%
Other Expenses & Transfers	21,673,334	21,287,781	(385,553)	-1.8%
Total Operating Expenses & Transfers	234,041,385	242,426,035	8,384,650	3.6%
Operating Increase (Decrease)	\$ (7,522,306)	\$ (8,993,220)	\$ (1,470,914)	19.6%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (7,522,306)	\$ (8,993,220)	\$ (1,470,914)	19.6%
Add Back Depreciation	13,788,287	15,946,215	2,157,928	15.7%
Less Capital Expenditures	(5,186,064)	(5,691,193)	(505,129)	9.7%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(1,079,917)	(1,261,802)	(181,885)	16.8%
Net Change Before Other Adjustments & Transfers	-	-	-	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	-	-	-	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	\$ -	\$ -	\$ -	

University of Maine
FY20 PROPOSED BUDGET
Unrestricted Auxiliary

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ -	\$ -	\$ -	-%
Dining & Residence Revenue	39,188,740	40,459,908	1,271,168	3.2%
Tuition Waivers/Scholarships	(1,212,967)	(1,297,114)	(84,147)	6.9%
Net Student Charges Revenue	37,975,773	39,162,794	1,187,021	3.1%
State Appropriation	-	-	-	-%
Indirect Cost Recovery	-	-	-	-%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	13,204,381	13,222,014	17,633	0.1%
Total Revenue	<u>51,180,154</u>	<u>52,384,808</u>	<u>1,204,654</u>	<u>2.4%</u>
<u>Expenses</u>				
Personnel	17,581,341	18,661,888	1,080,547	6.1%
Fuel & Electricity	3,731,834	3,882,185	150,351	4.0%
Supplies & Services	13,204,351	12,359,239	(845,112)	-6.4%
Shared Services	-	-	-	-%
Travel	102,455	97,995	(4,460)	-4.4%
Memberships, Contributions & Sponsorships	12,061	15,161	3,100	25.7%
Maintenance & Alterations	3,225,576	3,633,383	407,807	12.6%
Interest	1,876,652	1,757,274	(119,378)	-6.4%
Depreciation	3,999,166	3,657,981	(341,185)	-8.5%
Other Expenses & Transfers	5,495,924	6,769,280	1,273,356	23.2%
Total Operating Expenses & Transfers	<u>49,229,360</u>	<u>50,834,386</u>	<u>1,605,026</u>	<u>3.3%</u>
Operating Increase (Decrease)	<u>\$ 1,950,794</u>	<u>\$ 1,550,422</u>	<u>\$ (400,372)</u>	<u>-20.5%</u>
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ 1,950,794	\$ 1,550,422	\$ (400,372)	-20.5%
Add Back Depreciation	3,999,166	3,657,981	(341,185)	-8.5%
Less Capital Expenditures	(1,978,747)	(1,282,700)	696,047	-35.2%
Less Capital Reserve Funding	(1,368,313)	(1,137,951)	230,362	-16.8%
Less Debt Service Principal	(2,602,900)	(2,787,752)	(184,852)	7.1%
Net Change Before Other Adjustments & Transfers	<u>-</u>	<u>-</u>	<u>-</u>	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	<u>-</u>	<u>-</u>	<u>-</u>	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	

University of Maine
FY20 PROPOSED BUDGET
Unrestricted E&G and Auxiliary

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 172,126,005	\$ 183,354,836	\$ 11,228,831	6.5%
Dining & Residence Revenue	39,188,740	40,459,908	1,271,168	3.2%
Tuition Waivers/Scholarships	(55,729,505)	(61,342,390)	(5,612,885)	10.1%
Net Student Charges Revenue	155,585,240	162,472,354	6,887,114	4.4%
State Appropriation	83,592,496	84,071,731	479,235	0.6%
Indirect Cost Recovery	8,371,276	8,971,276	600,000	7.2%
Investment Income/Gifts	919,938	899,996	(19,942)	-2.2%
Sales/Services/Auxiliary	29,230,283	29,402,266	171,983	0.6%
Total Revenue	277,699,233	285,817,623	8,118,390	2.9%
<u>Expenses</u>				
Personnel	162,399,229	168,749,639	6,350,410	3.9%
Fuel & Electricity	13,871,638	14,263,061	391,423	2.8%
Supplies & Services	29,579,431	28,611,325	(968,106)	-3.3%
Shared Services	18,888,449	19,772,773	884,324	4.7%
Travel	2,910,183	2,959,142	48,959	1.7%
Memberships, Contributions & Sponsorships	433,160	442,108	8,948	2.1%
Maintenance & Alterations	7,767,832	8,494,620	726,788	9.4%
Interest	2,464,112	2,306,496	(157,616)	-6.4%
Depreciation	17,787,453	19,604,196	1,816,743	10.2%
Other Expenses & Transfers	27,169,258	28,057,061	887,803	3.3%
Total Operating Expenses & Transfers	283,270,745	293,260,421	9,989,676	3.5%
Operating Increase (Decrease)	\$ (5,571,512)	\$ (7,442,798)	\$ (1,871,286)	33.6%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (5,571,512)	\$ (7,442,798)	\$ (1,871,286)	33.6%
Add Back Depreciation	17,787,453	19,604,196	1,816,743	10.2%
Less Capital Expenditures	(7,164,811)	(6,973,893)	190,918	-2.7%
Less Capital Reserve Funding	(1,368,313)	(1,137,951)	230,362	-16.8%
Less Debt Service Principal	(3,682,817)	(4,049,554)	(366,737)	10.0%
Net Change Before Other Adjustments & Transfers	-	-	-	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	-	-	-	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	\$ -	\$ -	\$ -	

Univ of Maine at Machias
FY20 PROPOSED BUDGET
Unrestricted E&G

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 4,621,822	\$ 4,102,676	\$ (519,146)	-11.2%
Dining & Residence Revenue	-	-	-	-%
Tuition Waivers/Scholarships	(1,168,193)	(1,168,193)	-	0.0%
Net Student Charges Revenue	3,453,629	2,934,483	(519,146)	-15.0%
State Appropriation	5,205,449	5,366,231	160,782	3.1%
Indirect Cost Recovery	60,000	60,000	-	0.0%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	298,667	284,597	(14,070)	-4.7%
Total Revenue	9,017,745	8,645,311	(372,434)	-4.1%
<u>Expenses</u>				
Personnel	5,660,015	5,707,184	47,169	0.8%
Fuel & Electricity	364,200	373,200	9,000	2.5%
Supplies & Services	629,729	647,175	17,446	2.8%
Shared Services	1,250,590	1,261,736	11,146	0.9%
Travel	245,642	253,008	7,366	3.0%
Memberships, Contributions & Sponsorships	41,360	28,975	(12,385)	-29.9%
Maintenance & Alterations	142,804	152,632	9,828	6.9%
Interest	60,186	55,357	(4,829)	-8.0%
Depreciation	493,173	490,258	(2,915)	-0.6%
Other Expenses & Transfers	511,047	533,496	22,449	4.4%
Total Operating Expenses & Transfers	9,398,746	9,503,021	104,275	1.1%
Operating Increase (Decrease)	\$ (381,001)	\$ (857,710)	\$ (476,709)	125.1%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (381,001)	\$ (857,710)	\$ (476,709)	125.1%
Add Back Depreciation	493,173	490,258	(2,915)	-0.6%
Less Capital Expenditures	(6,500)	(11,408)	(4,908)	75.5%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(105,672)	(115,417)	(9,745)	9.2%
Net Change Before Other Adjustments & Transfers	-	(494,277)	(494,277)	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	-	(494,277)	(494,277)	
Other Strategic Transfers from/(to) Reserves	-	494,277	494,277	
Net Change in Cash & Reserve Transfers	\$ -	\$ -	\$ -	

Univ of Maine at Machias
FY20 PROPOSED BUDGET
Unrestricted Auxiliary

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ -	\$ -	\$ -	-%
Dining & Residence Revenue	1,718,766	1,623,388	(95,378)	-5.5%
Tuition Waivers/Scholarships	(62,440)	(45,250)	17,190	-27.5%
Net Student Charges Revenue	1,656,326	1,578,138	(78,188)	-4.7%
State Appropriation	-	-	-	-%
Indirect Cost Recovery	-	-	-	-%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	47,500	49,315	1,815	3.8%
Total Revenue	<u>1,703,826</u>	<u>1,627,453</u>	<u>(76,373)</u>	<u>-4.5%</u>
<u>Expenses</u>				
Personnel	243,893	250,402	6,509	2.7%
Fuel & Electricity	203,656	207,580	3,924	1.9%
Supplies & Services	767,077	735,405	(31,672)	-4.1%
Shared Services	-	-	-	-%
Travel	700	500	(200)	-28.6%
Memberships, Contributions & Sponsorships	100	100	-	0.0%
Maintenance & Alterations	98,475	68,450	(30,025)	-30.5%
Interest	92,975	86,705	(6,270)	-6.7%
Depreciation	255,919	241,339	(14,580)	-5.7%
Other Expenses & Transfers	79,877	59,727	(20,150)	-25.2%
Total Operating Expenses & Transfers	<u>1,742,672</u>	<u>1,650,208</u>	<u>(92,464)</u>	<u>-5.3%</u>
Operating Increase (Decrease)	<u>\$ (38,846)</u>	<u>\$ (22,755)</u>	<u>\$ 16,091</u>	<u>-41.4%</u>
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (38,846)	\$ (22,755)	\$ 16,091	-41.4%
Add Back Depreciation	255,919	241,339	(14,580)	-5.7%
Less Capital Expenditures	-	-	-	-%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(217,073)	(218,584)	(1,511)	0.7%
Net Change Before Other Adjustments & Transfers	<u>-</u>	<u>-</u>	<u>-</u>	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	<u>-</u>	<u>-</u>	<u>-</u>	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	

Univ of Maine at Machias
FY20 PROPOSED BUDGET
Unrestricted E&G and Auxiliary

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 4,621,822	\$ 4,102,676	\$ (519,146)	-11.2%
Dining & Residence Revenue	1,718,766	1,623,388	(95,378)	-5.5%
Tuition Waivers/Scholarships	(1,230,633)	(1,213,443)	17,190	-1.4%
Net Student Charges Revenue	5,109,955	4,512,621	(597,334)	-11.7%
State Appropriation	5,205,449	5,366,231	160,782	3.1%
Indirect Cost Recovery	60,000	60,000	-	0.0%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	346,167	333,912	(12,255)	-3.5%
Total Revenue	10,721,571	10,272,764	(448,807)	-4.2%
<u>Expenses</u>				
Personnel	5,903,908	5,957,586	53,678	0.9%
Fuel & Electricity	567,856	580,780	12,924	2.3%
Supplies & Services	1,396,806	1,382,580	(14,226)	-1.0%
Shared Services	1,250,590	1,261,736	11,146	0.9%
Travel	246,342	253,508	7,166	2.9%
Memberships, Contributions & Sponsorships	41,460	29,075	(12,385)	-29.9%
Maintenance & Alterations	241,279	221,082	(20,197)	-8.4%
Interest	153,161	142,062	(11,099)	-7.2%
Depreciation	749,092	731,597	(17,495)	-2.3%
Other Expenses & Transfers	590,924	593,223	2,299	0.4%
Total Operating Expenses & Transfers	11,141,418	11,153,229	11,811	0.1%
Operating Increase (Decrease)	\$ (419,847)	\$ (880,465)	\$ (460,618)	109.7%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (419,847)	\$ (880,465)	\$ (460,618)	109.7%
Add Back Depreciation	749,092	731,597	(17,495)	-2.3%
Less Capital Expenditures	(6,500)	(11,408)	(4,908)	75.5%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(322,745)	(334,001)	(11,256)	3.5%
Net Change Before Other Adjustments & Transfers	-	(494,277)	(494,277)	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	-	(494,277)	(494,277)	
Other Strategic Transfers from/(to) Reserves	-	494,277	494,277	
Net Change in Cash & Reserve Transfers	\$ -	\$ -	\$ -	

University of Maine at Augusta
FY20 PROPOSED BUDGET
Unrestricted E&G

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 21,317,704	\$ 22,741,777	\$ 1,424,073	6.7%
Dining & Residence Revenue	-	-	-	-%
Tuition Waivers/Scholarships	(3,182,057)	(3,658,646)	(476,589)	15.0%
Net Student Charges Revenue	18,135,647	19,083,131	947,484	5.2%
State Appropriation	17,428,401	18,366,360	937,959	5.4%
Indirect Cost Recovery	160,885	160,885	-	0.0%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	380,456	353,628	(26,828)	-7.1%
Total Revenue	36,105,389	37,964,004	1,858,615	5.1%
<u>Expenses</u>				
Personnel	26,659,044	27,079,077	420,033	1.6%
Fuel & Electricity	731,723	717,696	(14,027)	-1.9%
Supplies & Services	1,758,634	1,695,125	(63,509)	-3.6%
Shared Services	4,871,738	4,911,831	40,093	0.8%
Travel	321,587	327,191	5,604	1.7%
Memberships, Contributions & Sponsorships	80,816	91,566	10,750	13.3%
Maintenance & Alterations	475,028	475,847	819	0.2%
Interest	30,221	26,905	(3,316)	-11.0%
Depreciation	1,730,680	1,700,928	(29,752)	-1.7%
Other Expenses & Transfers	2,779,982	2,736,157	(43,825)	-1.6%
Total Operating Expenses & Transfers	39,439,453	39,762,323	322,870	0.8%
Operating Increase (Decrease)	\$ (3,334,064)	\$ (1,798,319)	\$ 1,535,745	-46.1%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (3,334,064)	\$ (1,798,319)	\$ 1,535,745	-46.1%
Add Back Depreciation	1,730,680	1,700,928	(29,752)	-1.7%
Less Capital Expenditures	(980,319)	(724,433)	255,886	-26.1%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(328,376)	(373,933)	(45,557)	13.9%
Net Change Before Other Adjustments & Transfers	(2,912,079)	(1,195,757)	1,716,322	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	(2,912,079)	(1,195,757)	1,716,322	
Other Strategic Transfers from/(to) Reserves	2,864,084	1,195,757	(1,668,327)	
Net Change in Cash & Reserve Transfers	\$ (47,995)	\$ -	\$ 47,995	

University of Maine at Augusta
FY20 PROPOSED BUDGET
Unrestricted Auxiliary

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ -	\$ -	\$ -	-%
Dining & Residence Revenue	7,637	256,413	248,776	3257.5%
Tuition Waivers/Scholarships	-	-	-	-%
Net Student Charges Revenue	7,637	256,413	248,776	3257.5%
State Appropriation	-	-	-	-%
Indirect Cost Recovery	-	-	-	-%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	1,086,000	1,119,000	33,000	3.0%
Total Revenue	1,093,637	1,375,413	281,776	25.8%
<u>Expenses</u>				
Personnel	283,552	377,750	94,198	33.2%
Fuel & Electricity	1,000	1,000	-	0.0%
Supplies & Services	750,450	785,108	34,658	4.6%
Shared Services	-	-	-	-%
Travel	450	450	-	0.0%
Memberships, Contributions & Sponsorships	900	700	(200)	-22.2%
Maintenance & Alterations	9,137	9,137	-	0.0%
Interest	1,468	1,141	(327)	-22.3%
Depreciation	17,662	16,769	(893)	-5.1%
Other Expenses & Transfers	122,705	398,615	275,910	224.9%
Total Operating Expenses & Transfers	1,187,324	1,590,670	403,346	34.0%
Operating Increase (Decrease)	\$ (93,687)	\$ (215,257)	\$ (121,570)	129.8%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (93,687)	\$ (215,257)	\$ (121,570)	129.8%
Add Back Depreciation	17,662	16,769	(893)	-5.1%
Less Capital Expenditures	-	-	-	-%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(10,904)	(11,184)	(280)	2.6%
Net Change Before Other Adjustments & Transfers	(86,929)	(209,672)	(122,743)	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	(86,929)	(209,672)	(122,743)	
Other Strategic Transfers from/(to) Reserves	86,929	209,672	122,743	
Net Change in Cash & Reserve Transfers	\$ -	\$ -	\$ -	

University of Maine at Augusta
FY20 PROPOSED BUDGET
Unrestricted E&G and Auxiliary

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 21,317,704	\$ 22,741,777	\$ 1,424,073	6.7%
Dining & Residence Revenue	7,637	256,413	248,776	3257.5%
Tuition Waivers/Scholarships	(3,182,057)	(3,658,646)	(476,589)	15.0%
Net Student Charges Revenue	18,143,284	19,339,544	1,196,260	6.6%
State Appropriation	17,428,401	18,366,360	937,959	5.4%
Indirect Cost Recovery	160,885	160,885	-	0.0%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	1,466,456	1,472,628	6,172	0.4%
Total Revenue	37,199,026	39,339,417	2,140,391	5.8%
<u>Expenses</u>				
Personnel	26,942,596	27,456,827	514,231	1.9%
Fuel & Electricity	732,723	718,696	(14,027)	-1.9%
Supplies & Services	2,509,084	2,480,233	(28,851)	-1.1%
Shared Services	4,871,738	4,911,831	40,093	0.8%
Travel	322,037	327,641	5,604	1.7%
Memberships, Contributions & Sponsorships	81,716	92,266	10,550	12.9%
Maintenance & Alterations	484,165	484,984	819	0.2%
Interest	31,689	28,046	(3,643)	-11.5%
Depreciation	1,748,342	1,717,697	(30,645)	-1.8%
Other Expenses & Transfers	2,902,687	3,134,772	232,085	8.0%
Total Operating Expenses & Transfers	40,626,777	41,352,993	726,216	1.8%
Operating Increase (Decrease)	\$ (3,427,751)	\$ (2,013,576)	\$ 1,414,175	-41.3%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (3,427,751)	\$ (2,013,576)	\$ 1,414,175	-41.3%
Add Back Depreciation	1,748,342	1,717,697	(30,645)	-1.8%
Less Capital Expenditures	(980,319)	(724,433)	255,886	-26.1%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(339,280)	(385,117)	(45,837)	13.5%
Net Change Before Other Adjustments & Transfers	(2,999,008)	(1,405,429)	1,593,579	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	(2,999,008)	(1,405,429)	1,593,579	
Other Strategic Transfers from/(to) Reserves	2,951,013	1,405,429	(1,545,584)	
Net Change in Cash & Reserve Transfers	\$ (47,995)	\$ -	\$ 47,995	

Univ of Maine at Farmington
FY20 PROPOSED BUDGET
Unrestricted E&G

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 21,401,214	\$ 21,378,659	\$ (22,555)	-0.1%
Dining & Residence Revenue	-	-	-	-%
Tuition Waivers/Scholarships	(4,141,336)	(4,905,057)	(763,721)	18.4%
Net Student Charges Revenue	17,259,878	16,473,602	(786,276)	-4.6%
State Appropriation	12,380,248	12,978,593	598,345	4.8%
Indirect Cost Recovery	200,000	200,000	-	0.0%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	700,310	763,310	63,000	9.0%
Total Revenue	30,540,436	30,415,505	(124,931)	-0.4%
<u>Expenses</u>				
Personnel	24,033,555	24,567,594	534,039	2.2%
Fuel & Electricity	689,470	776,326	86,856	12.6%
Supplies & Services	1,263,278	1,255,891	(7,387)	-0.6%
Shared Services	3,686,155	3,790,711	104,556	2.8%
Travel	521,330	524,330	3,000	0.6%
Memberships, Contributions & Sponsorships	94,059	94,059	-	0.0%
Maintenance & Alterations	50,981	50,981	-	0.0%
Interest	197,746	180,699	(17,047)	-8.6%
Depreciation	1,835,415	1,842,905	7,490	0.4%
Other Expenses & Transfers	(1,221,318)	(1,141,647)	79,671	-6.5%
Total Operating Expenses & Transfers	31,150,671	31,941,849	791,178	2.5%
Operating Increase (Decrease)	\$ (610,235)	\$ (1,526,344)	\$ (916,109)	150.1%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (610,235)	\$ (1,526,344)	\$ (916,109)	150.1%
Add Back Depreciation	1,835,415	1,842,905	7,490	0.4%
Less Capital Expenditures	(884,239)	(424,030)	460,209	-52.0%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(340,941)	(392,531)	(51,590)	15.1%
Net Change Before Other Adjustments & Transfers	-	(500,000)	(500,000)	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	-	(500,000)	(500,000)	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	\$ -	\$ (500,000)	\$ (500,000)	

Univ of Maine at Farmington
FY20 PROPOSED BUDGET
Unrestricted Auxiliary

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ -	\$ -	\$ -	-%
Dining & Residence Revenue	9,037,262	9,273,041	235,779	2.6%
Tuition Waivers/Scholarships	(343,237)	(296,415)	46,822	-13.6%
Net Student Charges Revenue	8,694,025	8,976,626	282,601	3.3%
State Appropriation	-	-	-	-%
Indirect Cost Recovery	-	-	-	-%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	278,000	253,700	(24,300)	-8.7%
Total Revenue	8,972,025	9,230,326	258,301	2.9%
<u>Expenses</u>				
Personnel	1,557,651	1,748,897	191,246	12.3%
Fuel & Electricity	563,665	498,648	(65,017)	-11.5%
Supplies & Services	3,186,685	3,290,408	103,723	3.3%
Shared Services	-	-	-	-%
Travel	4,275	4,275	-	0.0%
Memberships, Contributions & Sponsorships	3,975	3,550	(425)	-10.7%
Maintenance & Alterations	47,457	47,407	(50)	-0.1%
Interest	421,967	390,147	(31,820)	-7.5%
Depreciation	588,187	703,478	115,291	19.6%
Other Expenses & Transfers	2,244,782	2,232,440	(12,342)	-0.5%
Total Operating Expenses & Transfers	8,618,644	8,919,250	300,606	3.5%
Operating Increase (Decrease)	\$ 353,381	\$ 311,076	\$ (42,305)	-12.0%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ 353,381	\$ 311,076	\$ (42,305)	-12.0%
Add Back Depreciation	588,187	703,478	115,291	19.6%
Less Capital Expenditures	(233,290)	(225,236)	8,054	-3.5%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(708,278)	(789,318)	(81,040)	11.4%
Net Change Before Other Adjustments & Transfers	-	-	-	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	-	-	-	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	\$ -	\$ -	\$ -	

Univ of Maine at Farmington
FY20 PROPOSED BUDGET
Unrestricted E&G and Auxiliary

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 21,401,214	\$ 21,378,659	\$ (22,555)	-0.1%
Dining & Residence Revenue	9,037,262	9,273,041	235,779	2.6%
Tuition Waivers/Scholarships	(4,484,573)	(5,201,472)	(716,899)	16.0%
Net Student Charges Revenue	25,953,903	25,450,228	(503,675)	-1.9%
State Appropriation	12,380,248	12,978,593	598,345	4.8%
Indirect Cost Recovery	200,000	200,000	-	0.0%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	978,310	1,017,010	38,700	4.0%
Total Revenue	39,512,461	39,645,831	133,370	0.3%
<u>Expenses</u>				
Personnel	25,591,206	26,316,491	725,285	2.8%
Fuel & Electricity	1,253,135	1,274,974	21,839	1.7%
Supplies & Services	4,449,963	4,546,299	96,336	2.2%
Shared Services	3,686,155	3,790,711	104,556	2.8%
Travel	525,605	528,605	3,000	0.6%
Memberships, Contributions & Sponsorships	98,034	97,609	(425)	-0.4%
Maintenance & Alterations	98,438	98,388	(50)	-0.1%
Interest	619,713	570,846	(48,867)	-7.9%
Depreciation	2,423,602	2,546,383	122,781	5.1%
Other Expenses & Transfers	1,023,464	1,090,793	67,329	6.6%
Total Operating Expenses & Transfers	39,769,315	40,861,099	1,091,784	2.7%
Operating Increase (Decrease)	\$ (256,854)	\$ (1,215,268)	\$ (958,414)	373.1%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (256,854)	\$ (1,215,268)	\$ (958,414)	373.1%
Add Back Depreciation	2,423,602	2,546,383	122,781	5.1%
Less Capital Expenditures	(1,117,529)	(649,266)	468,263	-41.9%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(1,049,219)	(1,181,849)	(132,630)	12.6%
Net Change Before Other Adjustments & Transfers	-	(500,000)	(500,000)	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	-	(500,000)	(500,000)	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	\$ -	\$ (500,000)	\$ (500,000)	

Univ of Maine at Fort Kent
FY20 PROPOSED BUDGET
Unrestricted E&G

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 9,381,658	\$ 8,978,774	\$ (402,884)	-4.3%
Dining & Residence Revenue	-	-	-	-%
Tuition Waivers/Scholarships	(1,689,014)	(1,633,171)	55,843	-3.3%
Net Student Charges Revenue	7,692,644	7,345,603	(347,041)	-4.5%
State Appropriation	6,877,413	7,818,910	941,497	13.7%
Indirect Cost Recovery	32,500	37,500	5,000	15.4%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	216,882	184,200	(32,682)	-15.1%
Total Revenue	14,819,439	15,386,213	566,774	3.8%
<u>Expenses</u>				
Personnel	9,737,528	9,912,911	175,383	1.8%
Fuel & Electricity	453,246	463,550	10,304	2.3%
Supplies & Services	559,101	661,947	102,846	18.4%
Shared Services	1,879,146	1,949,296	70,150	3.7%
Travel	401,750	398,100	(3,650)	-0.9%
Memberships, Contributions & Sponsorships	69,870	69,490	(380)	-0.5%
Maintenance & Alterations	247,850	258,341	10,491	4.2%
Interest	35,206	30,166	(5,040)	-14.3%
Depreciation	724,561	713,898	(10,663)	-1.5%
Other Expenses & Transfers	658,698	770,486	111,788	17.0%
Total Operating Expenses & Transfers	14,766,956	15,228,185	461,229	3.1%
Operating Increase (Decrease)	\$ 52,483	\$ 158,028	\$ 105,545	201.1%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ 52,483	\$ 158,028	\$ 105,545	201.1%
Add Back Depreciation	724,561	713,898	(10,663)	-1.5%
Less Capital Expenditures	(220,000)	(225,000)	(5,000)	2.3%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(345,488)	(346,039)	(551)	0.2%
Net Change Before Other Adjustments & Transfers	211,556	300,887	89,331	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	211,556	300,887	89,331	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	\$ 211,556	\$ 300,887	\$ 89,331	

**Univ of Maine at Fort Kent
FY20 PROPOSED BUDGET
Unrestricted Auxiliary**

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ -	\$ -	\$ -	-%
Dining & Residence Revenue	1,463,200	1,407,995	(55,205)	-3.8%
Tuition Waivers/Scholarships	(60,000)	(60,000)	-	0.0%
Net Student Charges Revenue	1,403,200	1,347,995	(55,205)	-3.9%
State Appropriation	-	-	-	-%
Indirect Cost Recovery	-	-	-	-%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	106,900	103,900	(3,000)	-2.8%
Total Revenue	<u>1,510,100</u>	<u>1,451,895</u>	<u>(58,205)</u>	-3.9%
<u>Expenses</u>				
Personnel	290,086	334,166	44,080	15.2%
Fuel & Electricity	181,100	172,387	(8,713)	-4.8%
Supplies & Services	700,690	686,294	(14,396)	-2.1%
Shared Services	-	-	-	-%
Travel	3,500	3,000	(500)	-14.3%
Memberships, Contributions & Sponsorships	250	200	(50)	-20.0%
Maintenance & Alterations	56,770	46,600	(10,170)	-17.9%
Interest	207,200	196,700	(10,500)	-5.1%
Depreciation	216,543	232,531	15,988	7.4%
Other Expenses & Transfers	65,427	62,027	(3,400)	-5.2%
Total Operating Expenses & Transfers	<u>1,721,566</u>	<u>1,733,905</u>	<u>12,339</u>	0.7%
Operating Increase (Decrease)	<u>\$ (211,466)</u>	<u>\$ (282,010)</u>	<u>\$ (70,544)</u>	33.4%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (211,466)	\$ (282,010)	\$ (70,544)	33.4%
Add Back Depreciation	216,543	232,531	15,988	7.4%
Less Capital Expenditures	-	(21,408)	(21,408)	-%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(210,000)	(230,000)	(20,000)	9.5%
Net Change Before Other Adjustments & Transfers	<u>(204,923)</u>	<u>(300,887)</u>	<u>(95,964)</u>	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	<u>(204,923)</u>	<u>(300,887)</u>	<u>(95,964)</u>	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	<u>\$ (204,923)</u>	<u>\$ (300,887)</u>	<u>\$ (95,964)</u>	

**Univ of Maine at Fort Kent
FY20 PROPOSED BUDGET
Unrestricted E&G and Auxiliary**

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 9,381,658	\$ 8,978,774	\$ (402,884)	-4.3%
Dining & Residence Revenue	1,463,200	1,407,995	(55,205)	-3.8%
Tuition Waivers/Scholarships	(1,749,014)	(1,693,171)	55,843	-3.2%
Net Student Charges Revenue	9,095,844	8,693,598	(402,246)	-4.4%
State Appropriation	6,877,413	7,818,910	941,497	13.7%
Indirect Cost Recovery	32,500	37,500	5,000	15.4%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	323,782	288,100	(35,682)	-11.0%
Total Revenue	16,329,539	16,838,108	508,569	3.1%
<u>Expenses</u>				
Personnel	10,027,614	10,247,077	219,463	2.2%
Fuel & Electricity	634,346	635,937	1,591	0.3%
Supplies & Services	1,259,791	1,348,241	88,450	7.0%
Shared Services	1,879,146	1,949,296	70,150	3.7%
Travel	405,250	401,100	(4,150)	-1.0%
Memberships, Contributions & Sponsorships	70,120	69,690	(430)	-0.6%
Maintenance & Alterations	304,620	304,941	321	0.1%
Interest	242,406	226,866	(15,540)	-6.4%
Depreciation	941,104	946,429	5,325	0.6%
Other Expenses & Transfers	724,125	832,513	108,388	15.0%
Total Operating Expenses & Transfers	16,488,522	16,962,090	473,568	2.9%
Operating Increase (Decrease)	\$ (158,983)	\$ (123,982)	\$ 35,001	-22.0%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (158,983)	\$ (123,982)	\$ 35,001	-22.0%
Add Back Depreciation	941,104	946,429	5,325	0.6%
Less Capital Expenditures	(220,000)	(246,408)	(26,408)	12.0%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(555,488)	(576,039)	(20,551)	3.7%
Net Change Before Other Adjustments & Transfers	6,633	-	(6,633)	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	6,633	-	(6,633)	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	\$ 6,633	\$ -	\$ (6,633)	

Univ of Maine at Presque Isle
FY20 PROPOSED BUDGET
Unrestricted E&G

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 8,779,897	\$ 8,989,424	\$ 209,527	2.4%
Dining & Residence Revenue	-	-	-	-%
Tuition Waivers/Scholarships	(1,778,532)	(1,682,900)	95,632	-5.4%
Net Student Charges Revenue	7,001,365	7,306,524	305,159	4.4%
State Appropriation	7,508,452	8,017,134	508,682	6.8%
Indirect Cost Recovery	155,000	155,000	-	0.0%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	518,722	510,644	(8,078)	-1.6%
Total Revenue	15,183,539	15,989,302	805,763	5.3%
<u>Expenses</u>				
Personnel	10,144,854	10,348,986	204,132	2.0%
Fuel & Electricity	557,375	478,200	(79,175)	-14.2%
Supplies & Services	841,141	1,396,500	555,359	66.0%
Shared Services	2,091,157	2,131,683	40,526	1.9%
Travel	389,380	361,375	(28,005)	-7.2%
Memberships, Contributions & Sponsorships	62,715	76,533	13,818	22.0%
Maintenance & Alterations	313,834	335,650	21,816	7.0%
Interest	58,590	57,490	(1,100)	-1.9%
Depreciation	877,030	847,590	(29,440)	-3.4%
Other Expenses & Transfers	668,151	722,442	54,291	8.1%
Total Operating Expenses & Transfers	16,004,227	16,756,449	752,222	4.7%
Operating Increase (Decrease)	\$ (820,688)	\$ (767,147)	\$ 53,541	-6.5%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (820,688)	\$ (767,147)	\$ 53,541	-6.5%
Add Back Depreciation	877,030	847,590	(29,440)	-3.4%
Less Capital Expenditures	(160,176)	(167,383)	(7,207)	4.5%
Less Capital Reserve Funding	(20,724)	(6,369)	14,355	-69.3%
Less Debt Service Principal	(72,030)	(89,370)	(17,340)	24.1%
Net Change Before Other Adjustments & Transfers	(196,588)	(182,679)	13,909	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	(196,588)	(182,679)	13,909	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	\$ (196,588)	\$ (182,679)	\$ 13,909	

Univ of Maine at Presque Isle
FY20 PROPOSED BUDGET
Unrestricted Auxiliary

	FY19 BASE	FY20 BASE	CHANGE	
Revenues				
Tuition & Fee Revenue	\$ -	\$ -	\$ -	-%
Dining & Residence Revenue	2,270,966	2,349,526	78,560	3.5%
Tuition Waivers/Scholarships	(227,600)	(227,600)	-	0.0%
Net Student Charges Revenue	2,043,366	2,121,926	78,560	3.8%
State Appropriation	-	-	-	-%
Indirect Cost Recovery	-	-	-	-%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	111,075	94,000	(17,075)	-15.4%
Total Revenue	2,154,441	2,215,926	61,485	2.9%
Expenses				
Personnel	281,321	287,605	6,284	2.2%
Fuel & Electricity	333,000	325,400	(7,600)	-2.3%
Supplies & Services	849,142	820,442	(28,700)	-3.4%
Shared Services	-	-	-	-%
Travel	1,900	1,900	-	0.0%
Memberships, Contributions & Sponsorships	386	386	-	0.0%
Maintenance & Alterations	292,537	297,500	4,963	1.7%
Interest	392	1,131	739	188.5%
Depreciation	61,413	69,726	8,313	13.5%
Other Expenses & Transfers	126,784	124,434	(2,350)	-1.9%
Total Operating Expenses & Transfers	1,946,875	1,928,524	(18,351)	-0.9%
Operating Increase (Decrease)	\$ 207,566	\$ 287,402	\$ 79,836	38.5%
Modified Cash Flow				
Operating Increase (Decrease)	\$ 207,566	\$ 287,402	\$ 79,836	38.5%
Add Back Depreciation	61,413	69,726	8,313	13.5%
Less Capital Expenditures	(50,000)	(100,000)	(50,000)	100.0%
Less Capital Reserve Funding	(19,100)	(19,100)	-	0.0%
Less Debt Service Principal	(3,291)	(9,780)	(6,489)	197.2%
Net Change Before Other Adjustments & Transfers	196,588	228,248	31,660	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	196,588	228,248	31,660	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	\$ 196,588	\$ 228,248	\$ 31,660	

Univ of Maine at Presque Isle
FY20 PROPOSED BUDGET
Unrestricted E&G and Auxiliary

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 8,779,897	\$ 8,989,424	\$ 209,527	2.4%
Dining & Residence Revenue	2,270,966	2,349,526	78,560	3.5%
Tuition Waivers/Scholarships	(2,006,132)	(1,910,500)	95,632	-4.8%
Net Student Charges Revenue	9,044,731	9,428,450	383,719	4.2%
State Appropriation	7,508,452	8,017,134	508,682	6.8%
Indirect Cost Recovery	155,000	155,000	-	0.0%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	629,797	604,644	(25,153)	-4.0%
Total Revenue	17,337,980	18,205,228	867,248	5.0%
<u>Expenses</u>				
Personnel	10,426,175	10,636,591	210,416	2.0%
Fuel & Electricity	890,375	803,600	(86,775)	-9.7%
Supplies & Services	1,690,283	2,216,942	526,659	31.2%
Shared Services	2,091,157	2,131,683	40,526	1.9%
Travel	391,280	363,275	(28,005)	-7.2%
Memberships, Contributions & Sponsorships	63,101	76,919	13,818	21.9%
Maintenance & Alterations	606,371	633,150	26,779	4.4%
Interest	58,982	58,621	(361)	-0.6%
Depreciation	938,443	917,316	(21,127)	-2.3%
Other Expenses & Transfers	794,935	846,876	51,941	6.5%
Total Operating Expenses & Transfers	17,951,102	18,684,973	733,871	4.1%
Operating Increase (Decrease)	\$ (613,122)	\$ (479,745)	\$ 133,377	-21.8%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (613,122)	\$ (479,745)	\$ 133,377	-21.8%
Add Back Depreciation	938,443	917,316	(21,127)	-2.3%
Less Capital Expenditures	(210,176)	(267,383)	(57,207)	27.2%
Less Capital Reserve Funding	(39,824)	(25,469)	14,355	-36.0%
Less Debt Service Principal	(75,321)	(99,150)	(23,829)	31.6%
Net Change Before Other Adjustments & Transfers	-	45,569	45,569	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	-	45,569	45,569	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	\$ -	\$ 45,569	\$ 45,569	

University of Southern Maine
FY20 PROPOSED BUDGET
Unrestricted E&G

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 76,548,315	\$ 81,572,781	\$ 5,024,466	6.6%
Dining & Residence Revenue	-	-	-	-%
Tuition Waivers/Scholarships	(17,893,874)	(17,801,165)	92,709	-0.5%
Net Student Charges Revenue	58,654,441	63,771,616	5,117,175	8.7%
State Appropriation	47,775,142	48,098,693	323,551	0.7%
Indirect Cost Recovery	3,500,000	3,525,000	25,000	0.7%
Investment Income/Gifts	120,000	120,000	-	0.0%
Sales/Services/Auxiliary	3,621,293	3,819,146	197,853	5.5%
Total Revenue	113,670,876	119,334,455	5,663,579	5.0%
<u>Expenses</u>				
Personnel	81,861,358	86,087,903	4,226,545	5.2%
Fuel & Electricity	2,543,465	3,066,649	523,184	20.6%
Supplies & Services	5,542,281	5,890,000	347,719	6.3%
Shared Services	12,374,359	12,610,098	235,739	1.9%
Travel	1,158,109	1,180,815	22,706	2.0%
Memberships, Contributions & Sponsorships	370,837	326,597	(44,240)	-11.9%
Maintenance & Alterations	1,869,068	1,920,401	51,333	2.7%
Interest	707,501	601,043	(106,458)	-15.0%
Depreciation	6,502,555	6,781,045	278,490	4.3%
Other Expenses & Transfers	4,962,893	5,578,621	615,728	12.4%
Total Operating Expenses & Transfers	117,892,426	124,043,172	6,150,746	5.2%
Operating Increase (Decrease)	\$ (4,221,550)	\$ (4,708,717)	\$ (487,167)	11.5%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (4,221,550)	\$ (4,708,717)	\$ (487,167)	11.5%
Add Back Depreciation	6,502,555	6,781,045	278,490	4.3%
Less Capital Expenditures	(1,800,556)	(1,700,556)	100,000	-5.6%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(1,673,895)	(1,296,772)	377,123	-22.5%
Net Change Before Other Adjustments & Transfers	(1,193,446)	(925,000)	268,446	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	500,000	-	(500,000)	
Net Change Subtotal	(693,446)	(925,000)	(231,554)	
Other Strategic Transfers from/(to) Reserves	693,446	425,000	(268,446)	
Net Change in Cash & Reserve Transfers	\$ -	\$ (500,000)	\$ (500,000)	

University of Southern Maine
FY20 PROPOSED BUDGET
Unrestricted E&G
Excludes Law School Depts

	FY19 BASE	FY20 BASE	CHANGE	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 70,180,235	\$ 75,324,733	\$ 5,144,498	7.3%
Dining & Residence Revenue	-	-	-	-%
Tuition Waivers/Scholarships	(15,993,874)	(16,321,251)	(327,377)	2.0%
Net Student Charges Revenue	54,186,361	59,003,482	4,817,121	8.9%
State Appropriation	47,775,142	48,098,693	323,551	0.7%
Indirect Cost Recovery	3,500,000	3,525,000	25,000	0.7%
Investment Income/Gifts	120,000	120,000	-	0.0%
Sales/Services/Auxiliary	3,621,293	3,819,146	197,853	5.5%
Total Revenue	109,202,796	114,566,321	5,363,525	4.9%
<u>Expenses</u>				
Personnel	76,319,390	80,552,098	4,232,708	5.5%
Fuel & Electricity	2,543,465	3,066,649	523,184	20.6%
Supplies & Services	5,305,991	5,653,710	347,719	6.6%
Shared Services	12,374,359	12,610,098	235,739	1.9%
Travel	1,123,188	1,145,894	22,706	2.0%
Memberships, Contributions & Sponsorships	344,137	299,897	(44,240)	-12.9%
Maintenance & Alterations	1,865,818	1,917,151	51,333	2.8%
Interest	707,501	601,043	(106,458)	-15.0%
Depreciation	6,502,555	6,781,045	278,490	4.3%
Other Expenses & Transfers	5,106,726	5,722,453	615,727	12.1%
Pooled Costs - Benefits	-	-	-	-%
Pooled Costs - Insurance	-	-	-	-%
Total Other Expenses & Transfers	35,873,740	37,797,940	1,924,200	5.4%
Total Operating Expenses & Transfers	112,193,130	118,350,038	6,156,908	5.5%
Operating Increase (Decrease)	\$ (2,990,334)	\$ (3,783,717)	\$ (793,383)	26.5%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (2,990,334)	\$ (3,783,717)	\$ (793,383)	26.5%
Add Back Depreciation	6,502,555	6,781,045	278,490	4.3%
Less Capital Expenditures	(1,800,556)	(1,700,556)	100,000	-5.6%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(1,673,895)	(1,296,772)	377,123	-22.5%
Net Change Before Other Adjustments & Transfers	37,770	-	(37,770)	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	37,770	-	(37,770)	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	\$ 37,770	\$ -	\$ (37,770)	

University of Southern Maine
FY20 PROPOSED BUDGET
Unrestricted E&G
Law School

	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 6,368,080	\$ 6,248,048	\$ (120,032)	-1.9%
Dining & Residence Revenue	-	-	-	-%
Tuition Waivers/Scholarships	(1,900,000)	(1,479,914)	420,086	-22.1%
Net Student Charges Revenue	4,468,080	4,768,134	300,054	6.7%
State Appropriation	-	-	-	-%
Indirect Cost Recovery	-	-	-	-%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	-	-	-	-%
Total Revenue	4,468,080	4,768,134	300,054	6.7%
<u>Expenses</u>				
Personnel	5,541,968	5,535,805	(6,163)	-0.1%
Fuel & Electricity	-	-	-	-%
Supplies & Services	236,290	236,290	-	0.0%
Shared Services	-	-	-	-%
Travel	34,921	34,921	-	0.0%
Memberships, Contributions & Sponsorships	26,700	26,700	-	0.0%
Maintenance & Alterations	3,250	3,250	-	0.0%
Interest	-	-	-	-%
Depreciation	-	-	-	-%
Other Expenses & Transfers	(143,833)	(143,832)	1	0.0%
Total Operating Expenses & Transfers	5,699,296	5,693,134	(6,162)	-0.1%
Operating Increase (Decrease)	\$ (1,231,216)	\$ (925,000)	\$ 306,216	-24.9%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (1,231,216)	\$ (925,000)	\$ 306,216	-24.9%
Add Back Depreciation	-	-	-	-%
Less Capital Expenditures	-	-	-	-%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	-	-	-	-%
Net Change Before Other Adjustments & Transfers	(1,231,216)	(925,000)	306,216	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	500,000	-	(500,000)	
Net Change Subtotal	(731,216)	(925,000)	(193,784)	
Other Strategic Transfers from/(to) Reserves	693,446	425,000	(268,446)	
Net Change in Cash & Reserve Transfers	\$ (37,770)	\$ (500,000)	\$ (462,230)	

University of Southern Maine
FY20 PROPOSED BUDGET
Unrestricted Auxiliary

	FY19 BASE	FY20 BASE	CHANGE	
Revenues				
Tuition & Fee Revenue	\$ 1,227,714	\$ 1,227,714	\$ -	0.0%
Dining & Residence Revenue	11,788,418	12,783,470	995,052	8.4%
Tuition Waivers/Scholarships	(345,800)	(400,000)	(54,200)	15.7%
Net Student Charges Revenue	12,670,332	13,611,184	940,852	7.4%
State Appropriation	-	-	-	-%
Indirect Cost Recovery	-	-	-	-%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	2,364,064	641,800	(1,722,264)	-72.9%
Total Revenue	15,034,396	14,252,984	(781,412)	-5.2%
Expenses				
Personnel	2,405,505	2,467,727	62,222	2.6%
Fuel & Electricity	1,028,630	1,010,372	(18,258)	-1.8%
Supplies & Services	5,422,044	4,643,282	(778,762)	-14.4%
Shared Services	-	-	-	-%
Travel	15,100	16,600	1,500	9.9%
Memberships, Contributions & Sponsorships	3,100	2,500	(600)	-19.4%
Maintenance & Alterations	687,818	932,218	244,400	35.5%
Interest	1,096,513	1,020,884	(75,629)	-6.9%
Depreciation	1,117,016	1,174,780	57,764	5.2%
Other Expenses & Transfers	2,518,025	2,327,342	(190,683)	-7.6%
Total Operating Expenses & Transfers	14,293,751	13,595,705	(698,046)	-4.9%
Operating Increase (Decrease)	\$ 740,645	\$ 657,279	\$ (83,366)	-11.3%
Modified Cash Flow				
Operating Increase (Decrease)	\$ 740,645	\$ 657,279	\$ (83,366)	-11.3%
Add Back Depreciation	1,117,016	1,174,780	57,764	5.2%
Less Capital Expenditures	(22,850)	(22,850)	-	0.0%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	(1,676,600)	(1,748,810)	(72,210)	4.3%
Net Change Before Other Adjustments & Transfers	158,211	60,399	(97,812)	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	158,211	60,399	(97,812)	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	\$ 158,211	\$ 60,399	\$ (97,812)	

University of Southern Maine
FY20 PROPOSED BUDGET
Unrestricted E&G and Auxiliary

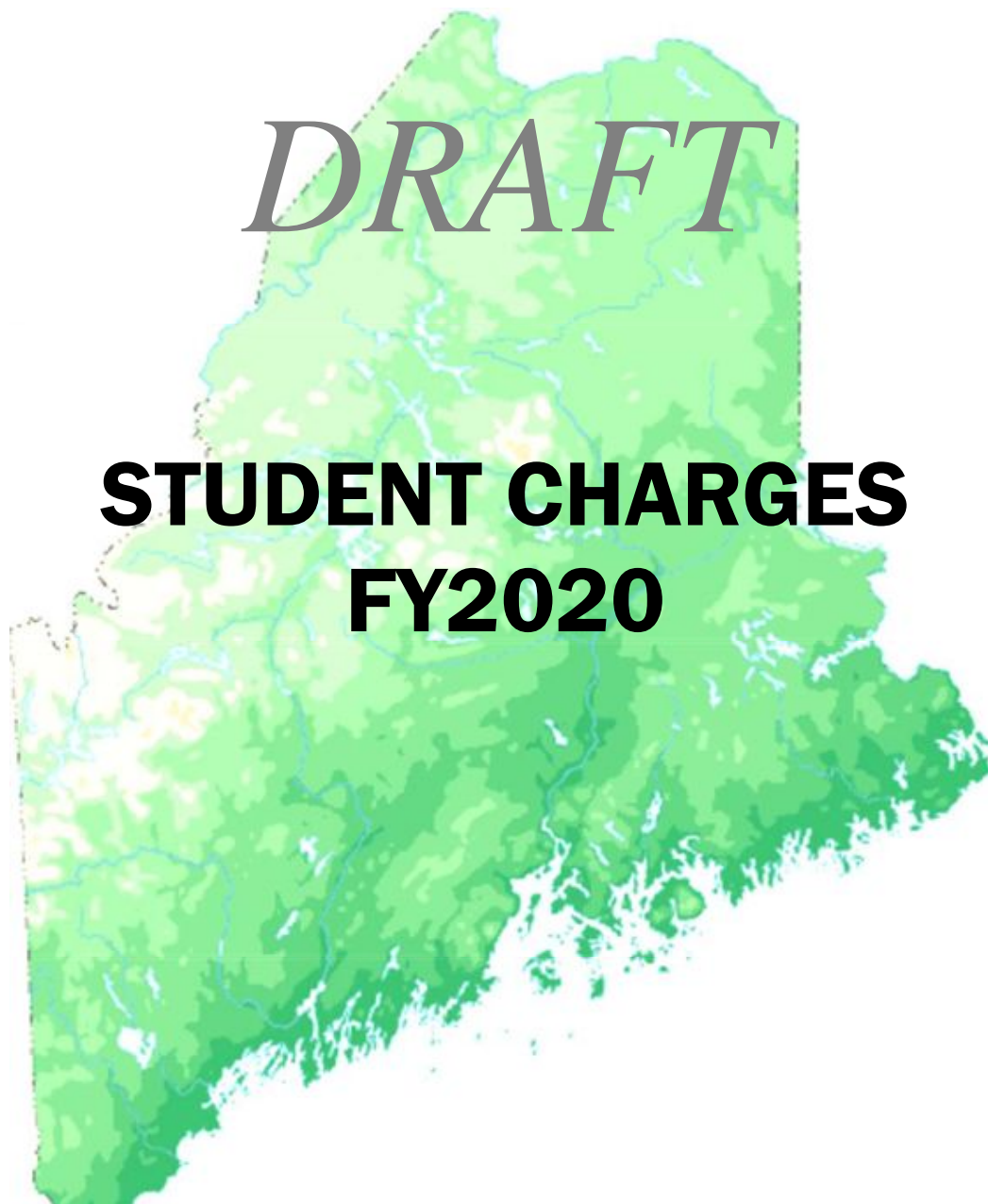
	<u>FY19 BASE</u>	<u>FY20 BASE</u>	<u>CHANGE</u>	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ 77,776,029	\$ 82,800,495.00	\$ 5,024,466	6.5%
Dining & Residence Revenue	11,788,418	\$ 12,783,470.00	995,052	8.4%
Tuition Waivers/Scholarships	(18,239,674)	\$ (18,201,165.00)	38,509	-0.2%
Net Student Charges Revenue	71,324,773	\$ 77,382,800.00	6,058,027	8.5%
State Appropriation	47,775,142	\$ 48,098,693.00	323,551	0.7%
Indirect Cost Recovery	3,500,000	\$ 3,525,000.00	25,000	0.7%
Investment Income/Gifts	120,000	\$ 120,000.00	-	0.0%
Sales/Services/Auxiliary	5,985,357	\$ 4,460,946.00	(1,524,411)	-25.5%
Total Revenue	128,705,272	\$ 133,587,439.00	4,882,167	3.8%
<u>Expenses</u>				
Personnel	84,266,863	\$ 88,555,630.00	4,288,767	5.1%
Fuel & Electricity	3,572,095	\$ 4,077,021.00	504,926	14.1%
Supplies & Services	10,964,325	\$ 10,533,282.00	(431,043)	-3.9%
Shared Services	12,374,359	\$ 12,610,098.00	235,739	1.9%
Travel	1,173,209	\$ 1,197,415.00	24,206	2.1%
Memberships, Contributions & Sponsorships	373,937	\$ 329,097.00	(44,840)	-12.0%
Maintenance & Alterations	2,556,886	\$ 2,852,619.00	295,733	11.6%
Interest	1,804,014	\$ 1,621,927.00	(182,087)	-10.1%
Depreciation	7,619,571	\$ 7,955,825.00	336,254	4.4%
Other Expenses & Transfers	7,480,918	\$ 7,905,963.00	425,045	5.7%
Total Operating Expenses & Transfers	132,186,177	\$ 137,638,877.00	5,452,700	4.1%
Operating Increase (Decrease)	\$ (3,480,905)	\$ (4,051,438.00)	\$ (570,533)	16.4%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ (3,480,905)	\$ (4,051,438.00)	\$ (570,533)	16.4%
Add Back Depreciation	7,619,571	\$ 7,955,825.00	336,254	4.4%
Less Capital Expenditures	(1,823,406)	\$ (1,723,406.00)	100,000	-5.5%
Less Capital Reserve Funding	-	\$ -	-	-%
Less Debt Service Principal	(3,350,495)	\$ (3,045,582.00)	304,913	-9.1%
Net Change Before Other Adjustments & Transfers	(1,035,235)	\$ (864,601.00)	170,634	
Transfer from/(to) Administrative Savings Rsrv	-	\$ -	-	
Transfer from/(to) Budget Stabilization	500,000	\$ -	(500,000)	
Net Change Subtotal	(535,235)	\$ (864,601.00)	(329,366)	
Other Strategic Transfers from/(to) Reserves	693,446	\$ 425,000.00	(268,446)	
Net Change in Cash & Reserve Transfers	\$ 158,211	\$ (439,601.00)	\$ (597,812)	

GOVERNANCE
FY20 PROPOSED BUDGET
Unrestricted E&G

	FY19 BASE	FY20 BASE	CHANGE	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ -	\$ -	\$ -	-%
Dining & Residence Revenue	-	-	-	-%
Tuition Waivers/Scholarships	-	-	-	-%
Net Student Charges Revenue	-	-	-	-%
State Appropriation	4,351,193	4,368,473	17,280	0.4%
Indirect Cost Recovery	-	-	-	-%
Investment Income/Gifts	-	-	-	-%
Sales/Services/Auxiliary	-	-	-	-%
Total Revenue	4,351,193	4,368,473	17,280	0.4%
<u>Expenses</u>				
Personnel	3,948,002	3,979,122	31,120	0.8%
Fuel & Electricity	3,200	3,200	-	0.0%
Supplies & Services	81,709	81,709	-	0.0%
Shared Services	580,337	594,540	14,203	2.4%
Travel	127,449	128,279	830	0.7%
Memberships, Contributions & Sponsorships	24,325	24,325	-	0.0%
Maintenance & Alterations	1,200	800	(400)	-33.3%
Interest	-	-	-	-%
Depreciation	-	-	-	-%
Other Expenses & Transfers	(415,029)	(443,502)	(28,473)	6.9%
Total Operating Expenses & Transfers	4,351,193	4,368,473	17,280	0.4%
Operating Increase (Decrease)	\$ -	\$ -	\$ -	-%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ -	\$ -	\$ -	-%
Add Back Depreciation	-	-	-	-%
Less Capital Expenditures	-	-	-	-%
Less Capital Reserve Funding	-	-	-	-%
Less Debt Service Principal	-	-	-	-%
Net Change Before Other Adjustments & Transfers	-	-	-	
Transfer from/(to) Administrative Savings Rsrv	-	-	-	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	-	-	-	
Other Strategic Transfers from/(to) Reserves	-	-	-	
Net Change in Cash & Reserve Transfers	\$ -	\$ -	\$ -	

UNIVERSITY SERVICES
FY20 PROPOSED BUDGET
Unrestricted E&G

	FY19 BASE	FY20 BASE	CHANGE	
<u>Revenues</u>				
Tuition & Fee Revenue	\$ -	\$ -	\$ -	-%
Dining & Residence Revenue	-	-	-	-%
Tuition Waivers/Scholarships	-	-	-	-%
Net Student Charges Revenue	-	-	-	-%
State Appropriation	3,801,740	9,073,575	5,271,835	138.7%
Indirect Cost Recovery	189,658	189,658	-	0.0%
Investment Income/Gifts	4,424,337	3,408,771	(1,015,566)	-23.0%
Sales/Services/Auxiliary	676,904	763,904	87,000	12.9%
Total Revenue	9,092,639	13,435,908	4,343,269	47.8%
<u>Expenses</u>				
Personnel	35,260,941	36,375,929	1,114,988	3.2%
Fuel & Electricity	9,410	9,410	-	0.0%
Supplies & Services	3,968,659	4,177,428	208,769	5.3%
Shared Services	(45,668,701)	(47,041,668)	(1,372,967)	3.0%
Travel	382,241	375,377	(6,864)	-1.8%
Memberships, Contributions & Sponsorships	382,891	380,141	(2,750)	-0.7%
Maintenance & Alterations	4,026,318	4,015,362	(10,956)	-0.3%
Interest	35,912	53,495	17,583	49.0%
Depreciation	4,835,520	4,024,716	(810,804)	-16.8%
Other Expenses & Transfers	3,049,656	6,083,693	3,034,037	99.5%
Total Operating Expenses & Transfers	6,282,847	8,453,883	2,171,036	34.6%
Operating Increase (Decrease)	\$ 2,809,792	\$ 4,982,025	\$ 2,172,233	77.3%
<u>Modified Cash Flow</u>				
Operating Increase (Decrease)	\$ 2,809,792	\$ 4,982,025	\$ 2,172,233	77.3%
Add Back Depreciation	4,835,520	4,024,716	(810,804)	-16.8%
Less Capital Expenditures	(473,800)	(459,800)	14,000	-3.0%
Less Capital Reserve Funding	(4,387,337)	(3,371,771)	1,015,566	-23.1%
Less Debt Service Principal	(7,868)	(173,145)	(165,277)	2100.6%
Net Change Before Other Adjustments & Transfers	2,776,307	5,002,025	2,225,718	
Transfer from/(to) Administrative Savings Rsrv	(3,301,740)	(5,002,025)	(1,700,285)	
Transfer from/(to) Budget Stabilization	-	-	-	
Net Change Subtotal	(525,433)	-	525,433	
Other Strategic Transfers from/(to) Reserves	525,433	-	(525,433)	
Net Change in Cash & Reserve Transfers	\$ -	\$ -	\$ -	



DRAFT

STUDENT CHARGES FY2020



March 19, 2019



UNIVERSITY OF MAINE SYSTEM

STUDENT CHARGES

FY20

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UNIVERSITY OF MAINE SYSTEM

FY20 TOTAL STUDENT CHARGES

	Annual Tuition	Mandatory Fees	Tuition & Mandatory Fees ¹	Room & Board ²	Total
I. Undergraduate					
In-State					
UM	\$9,000	\$2,438	\$11,438	\$10,666	\$22,104
UMA	7,170	998	8,168	9,050	17,218
UMF	8,992	915	9,907	9,902	19,809
UMFK	7,170	1,125	8,295	8,360	16,655
UMM	7,170	886	8,056	9,180	17,236
UMPI	7,170	1,070	8,240	8,496	16,736
USM	8,430	1,040	9,470	8,785	18,255
Average	7,872	1,210	9,082	9,232	18,314
Out-of-State					
UM	\$29,310	\$2,438	\$31,748	\$10,666	\$42,414
UMA ³	17,340	998	18,338	9,050	27,388
UMF	19,840	915	20,755	9,902	30,657
UMFK	11,460	1,125	12,585	8,360	20,945
UMM	14,250	886	15,136	9,180	24,316
UMPI	11,460	1,070	12,530	8,496	21,026
USM	22,170	1,040	23,210	8,785	31,995
Average	17,976	1,210	19,186	9,232	28,418
NEBHE					
UM	\$14,850	\$2,438	\$17,288	\$10,666	\$27,954
UMA	11,460	998	12,458	9,050	\$21,508
UMF	14,848	915	15,763	9,902	25,665
UMFK	11,460	1,125	12,585	8,360	20,945
UMM	11,460	886	12,346	9,180	21,526
UMPI	11,460	1,070	12,530	8,496	21,026
USM	13,920	1,040	14,960	8,785	23,745
Average	12,780	1,210	13,990	9,232	23,222
Canadian					
UM	\$14,850	\$2,438	\$17,288	\$10,666	\$27,954
UMA	11,460	998	12,458	9,050	\$21,508
UMF	14,848	915	15,763	9,902	25,665
UMFK	11,460	1,125	12,585	8,360	20,945
UMM	11,460	886	12,346	9,180	21,526
UMPI	11,460	1,070	12,530	8,496	21,026
USM	13,920	1,040	14,960	8,785	23,745
Average	12,780	1,210	13,990	9,232	23,222

¹Annual tuition & mandatory fees are based on 15 credit hours per semester for two semesters for undergraduate and law students (except UMF based on 16 credit hours per semester beginning in FY07) and 9 credit hours per semester for two semesters for graduate students.

²Rates shown are based on the meal plan and room type with the greatest projected number of students. Several meal plans and room types are available. Beginning in FY20, UMA has limited housing but no dining.

³UMA's out-of-state online annual tuition is 125% of the in-state rate.

**UNIVERSITY OF MAINE SYSTEM
FY20 TOTAL STUDENT CHARGES**

	Annual Tuition	Mandatory Fees	Tuition & Mandatory Fees ¹	Room & Board ²	Total
II. Graduate					
In-State					
UM	\$8,100	\$1,232	\$9,332	\$10,666	\$19,998
UMF	7,578	359	7,937	9,902	17,839
USM	7,578	558	8,136	8,785	16,921
Average	7,752	716	8,468	9,784	18,252
Out-of-State					
UM	\$26,388	\$1,232	\$27,620	\$10,666	\$38,286
UMF	11,250	359	11,609	9,902	21,511
USM	20,538	558	21,096	8,785	29,881
Average	19,392	716	20,108	9,784	29,892
NEBHE					
UM	\$13,374	\$1,232	\$14,606	\$10,666	\$25,272
USM	12,510	558	13,068	8,785	21,853
Average	12,942	895	13,837	9,726	23,563
Canadian					
UM	\$13,374	\$1,232	\$14,606	\$10,666	\$25,272
USM	12,510	558	13,068	8,785	21,853
Average	12,942	895	13,837	9,726	23,563

III. Law School

In-State	\$23,190	\$1,030	\$24,220	\$8,785	\$33,005
Out-of-State	\$34,680	\$1,030	\$35,710	\$8,785	\$44,495
NEBHE/Canadian	\$31,650	\$1,030	\$32,680	\$8,785	\$41,465

¹Annual tuition & mandatory fees are based on 15 credit hours per semester for two semesters for undergraduate and law students (except UMF based on 16 credit hours per semester beginning in FY07) and 9 credit hours per semester for two semesters for graduate students.

²Rates shown are based on the meal plan and room type with the greatest projected number of students. Several meal plans and room types are available. Beginning in FY20, UMA has limited housing but no dining.

**UNIVERSITY OF MAINE SYSTEM
FY20 TUITION RATES - PER CREDIT HOUR**

	FY19 Rate	FY20 Rate	FY20 Increases	
			\$	%
In-State				
Undergraduate				
UM	\$293	\$300	7	2.4
UMA/UMFK/UMM/UMPI	233	239	6	2.6
UMF	274	281	7	2.6
USM	271	281	10	3.7
Graduate				
UM	439	450	11	2.5
UMF/USM	407	421	14	3.4
Law	743	773	30	4.0
Out-of-State				
Undergraduate				
UM	953	977	24	2.5
UMA ¹	564	578	14	2.5
UMF	590	620	30	5.1
UMFK	373	382	9	2.4
UMM	475	475	-	-
UMPI	373	382	9	2.4
USM	713	739	26	3.6
Graduate				
UM	1,430	1,466	36	2.5
UMF	595	625	30	5.0
USM	1,100	1,141	41	3.7
Law	1,112	1,156	44	4.0

¹The majority of UMA Out-of-State Undergraduate students are enrolled in Online programs = \$125% of in-state rate.

Academic Partnership rates vary by program.

UNIVERSITY OF MAINE SYSTEM
FY20 TUITION RATES - PER CREDIT HOUR

	FY19 Rate	FY20 Rate	FY20 Increases	
			\$	%
NEBHE				
Undergraduate				
UM	\$469	\$495	26	5.5
UMA/UMFK/UMM/UMPI	373	382	9	2.4
UMF	439	464	25	5.7
USM	434	464	30	6.9
Graduate				
UM	702	743	41	5.8
USM	651	695	44	6.8
Law	1,014	1,055	41	4.0
Canadian				
Undergraduate				
UM	469	495	26	5.5
UMA/UMFK/UMM/UMPI	373	382	9	2.4
UMF	439	464	25	5.7
USM	434	464	30	6.9
Graduate				
UM	702	743	41	5.8
USM	651	695	44	6.8
Law	1,014	1,055	41	4.0

NOTE: In FY20, NEBHE rates are 160% or 165% the in-state rate. NEBHE rate can be up to 175% the in-state rate.

**UNIVERSITY OF MAINE SYSTEM
ANNUAL TUITION RATES**

						FY19 to FY20	
						Annual Increase	
<u>In-State</u>	<u>FY16</u>	<u>FY17</u>	<u>FY18</u>	<u>FY19</u>	<u>FY20</u>	<u>\$</u>	<u>%</u>
UM	\$8,370	\$8,370	\$8,580	\$8,790	\$9,000	210	2.4
UMA	6,510	6,510	6,840	6,990	7,170	180	2.6
UMF	8,352	8,352	8,576	8,768	8,992	224	2.6
UMFK	6,600	6,600	6,840	6,990	7,170	180	2.6
UMM	6,660	6,660	6,840	6,990	7,170	180	2.6
UMPI	6,600	6,600	6,840	6,990	7,170	180	2.6
USM	7,590	7,590	7,860	8,130	8,430	300	3.7
Average	7,240	7,240	7,482	7,664	7,872	208	2.7
<u>Out-of-State</u>							
UM	\$26,640	\$27,240	\$27,960	\$28,590	\$29,310	720	2.5
UMA	15,750	16,110	16,530	16,920	17,340	420	2.5
UMF	17,440	17,440	18,144	18,880	19,840	960	5.1
UMFK	9,900	10,230	10,950	11,190	11,460	270	2.4
UMM	18,480	18,480	18,480	14,250	14,250	-	-
UMPI	9,900	10,230	10,950	11,190	11,460	270	2.4
USM	19,950	19,950	20,670	21,390	22,170	780	3.6
Average	16,866	17,097	17,669	17,487	17,976	489	2.8
<u>NEBHE</u>							
UM	\$12,570	\$12,960	\$13,740	\$14,070	\$14,850	780	5.5
UMA	9,750	10,080	10,950	11,190	11,460	270	2.4
UMF	12,544	12,960	13,728	14,048	14,848	800	5.7
UMFK	9,900	10,230	10,950	11,190	11,460	270	2.4
UMM	9,990	10,320	10,950	11,190	11,460	270	2.4
UMPI	9,900	10,230	10,950	11,190	11,460	270	2.4
USM	11,400	11,760	12,570	13,020	13,920	900	6.9
Average	10,865	11,220	11,977	12,271	12,780	509	4.1
<u>Canadian</u>							
UM	\$12,570	\$12,960	\$13,740	\$14,070	\$14,850	780	5.5
UMA	9,750	10,080	10,950	11,190	11,460	270	2.4
UMF	12,544	12,960	13,728	14,048	14,848	800	5.7
UMFK	9,900	10,230	10,950	11,190	11,460	270	2.4
UMM	10,530	10,530	11,160	11,190	11,460	270	2.4
UMPI	9,900	10,230	10,950	11,190	11,460	270	2.4
USM	11,400	11,760	12,570	13,020	13,920	900	6.9
Average	10,942	11,250	12,007	12,271	12,780	509	4.1

NOTE: Based on 15 credit hours per semester for two semesters for undergraduate and law students (except UMF based on 16 credit hours per semester beginning in FY07 & UMFK based on "Block" rate for 12-18 credit hours per semester in FY13 - FY17) and 9 credit hours per semester for two semesters for graduate students.

**UNIVERSITY OF MAINE SYSTEM
ANNUAL TUITION RATES**

						FY19 to FY20	
						Annual Increase	
GRADUATE							
<u>In-State</u>	<u>FY16</u>	<u>FY17</u>	<u>FY18</u>	<u>FY19</u>	<u>FY20</u>	<u>\$</u>	<u>%</u>
UM	\$7,524	\$7,524	\$7,722	\$7,902	\$8,100	198	2.5
UMF	6,822	6,822	7,002	7,326	7,578	252	3.4
USM	6,840	6,840	7,074	7,326	7,578	252	3.4
Average	7,062	7,062	7,266	7,518	7,752	234	3.1
<u>Out-of-State</u>							
UM	\$23,940	\$24,498	\$25,146	\$25,740	\$26,388	648	2.5
UMF	9,900	9,900	10,296	10,710	11,250	540	5.0
USM	18,468	18,468	19,134	19,800	20,538	738	3.7
Average	17,436	17,622	18,192	18,750	19,392	642	3.4
<u>NEBHE</u>							
UM	\$11,286	\$11,664	\$12,348	\$12,636	\$13,374	738	5.8
USM	10,260	10,602	11,322	11,718	12,510	792	6.8
Average	10,773	11,133	11,835	12,177	12,942	765	6.3
<u>Canadian</u>							
UM	\$11,286	\$11,664	\$12,348	\$12,636	\$13,374	738	5.8
USM	10,260	10,602	11,322	11,718	12,510	792	6.8
Average	10,773	11,133	11,835	12,177	12,942	765	6.3
LAW							
<u>In-State</u>	\$22,290	\$22,290	\$22,290	\$22,290	\$23,190	900	4.0
<u>Out-of-State</u>	33,360	33,360	33,360	33,360	34,680	1,320	4.0
<u>NEBHE/Canadian</u>	30,420	30,420	30,420	30,420	31,650	1,230	4.0

NOTE: Based on 15 credit hours per semester for two semesters for undergraduate and law students (except UMF based on 16 credit hours per semester beginning in FY07 & UMF based on "Block" rate for 12-18 credit hours per semester in FY13 - FY17) and 9 credit hours per semester for two semesters for graduate students.

UNIVERSITY OF MAINE SYSTEM
ANNUAL MANDATORY FEES¹

University	Fee	Credit Hours	FY19	FY20	\$ Increase
UM	Graduate Student Activity Fee	1 or More Credit Hours	\$90.00	\$90.00	-
	Undergraduate Student Activity Fee	6 or More Credit Hours	106.00	106.00	-
	Communications Fee	6 or More Credit Hours	30.00	30.00	-
	Recreation Center Fee	0 to 5 Credit Hours	170.00	174.00	4.00
		6 or More Credit Hours	284.00	292.00	8.00
	Unified Fee	0 to 5 Credit Hours	262.00	268.00	6.00
		6 to 11 Credit Hours	800.00	820.00	20.00
		12 to 15 Credit Hours	1,960.00	2,010.00	50.00
		16 or More Credit Hours	2,012.00	2,062.00	50.00
UMA	Student Activity Fee	Per Credit Hour, up to 14	\$2.25	\$2.25	-
		15 or More Credit Hours	67.50	67.50	-
	Unified Fee	Per Credit Hour	31.00	31.00	-
	Unified Fee - University College	Per Credit Hour	13.00	13.00	-
UMF	Undergraduate Student Activity Fee	1 to 5 1/2 Credit Hours	\$80.00	\$80.00	-
		6 to 11 1/2 Credit Hours	120.00	120.00	-
		12 or More Credit Hours	160.00	160.00	-
	Student Health & Wellness Fee	4 or More Credit Hours	50.00	50.00	-
	Unified Fee	6 or less Credit Hours	176.00	180.00	4.00
		7 to 11 Credit Hours	350.00	359.00	9.00
		12 or More Credit Hours	688.00	705.00	17.00
UMFK	Student Activity Fee	Per Credit Hour	\$7.50	\$7.50	-
	Unified Fee	Per Credit Hour	30.00	30.00	-
UMM	Student Activity Fee	Per Credit Hour, up to 11	\$11.00	\$11.00	-
		12 or More Credit Hours	240.00	240.00	-
	Green Fee	Flat Fee	0.00	20.00	20.00
	Unified Fee	Flat Fee + Per Credit Hour	610.00	626.00	16.00
UMPI	Student Activity Fee	6 or less Credit Hours	\$85.00	\$85.00	-
		7 or More Credit Hours	170.00	170.00	-
	Unified Fee - Campus	Per Credit Hour	25.00	30.00	5.00
	Unified Fee - Outreach	Per Credit Hour	20.00	20.00	-
USM	Undergraduate Student Activity Fee	1 to 5 Credit Hours	\$38.00	\$38.00	-
		6 to 11 Credit Hours	74.00	74.00	-
		12 or More Credit Hours	110.00	110.00	-
	Law Student Activity Fee	6 or More Credit Hours	100.00	100.00	-
	Unified Fee	Per Credit Hour	30.00	31.00	1.00

¹ Annual unless listed as per credit hour.

UNIVERSITY OF MAINE SYSTEM

ANNUAL MANDATORY FEES

							FY20 Increases	
Undergraduate		FY16	FY17	FY18	FY19	FY20	\$	%
UM	Communications	\$30	\$30	\$30	\$30	\$30		
	Recreation Center Fee	252	270	270	284	292		
	Unified Fee	1,868	1,868	1,916	1,960	2,010		
	Student Activity	90	90	106	106	106		
	Total	\$2,240	\$2,258	\$2,322	\$2,380	\$2,438	58	2.4
UMA	Unified Fee	\$870	\$870	\$900	\$930	\$930		
	Student Activity	68	68	68	68	68		
	Total	\$938	\$938	\$968	\$998	\$998	-	-
UMF	Student Health & Fitness Fee	\$50	\$50	\$50	\$50	\$50		
	Unified Fee	655	655	672	688	705		
	Student Activity	160	160	160	160	160		
	Total	\$865	\$865	\$882	\$898	\$915	17	1.9
UMFK	Unified Fee	\$750	\$750	\$900	\$900	\$900		
	Student Activity	225	225	225	225	225		
	Total	\$975	\$975	\$1,125	\$1,125	\$1,125	-	-
UMM	Unified Fee	\$580	\$580	\$596	\$610	\$626		
	Green Fee	0	0	0	0	20		
	Student Activity	240	240	240	240	240		
	Total	\$820	\$820	\$836	\$850	\$886	36	4.2
UMPI	Unified Fee	\$540	\$540	\$750	\$750	\$900		
	Student Activity	160	160	170	170	170		
	Total	\$700	\$700	\$920	\$920	\$1,070	150	16.3
USM	Unified Fee	\$840	\$840	\$870	\$900	\$930		
	Student Activity	110	110	110	110	110		
	Total	\$950	\$950	\$980	\$1,010	\$1,040	30	3.0
Average		\$1,070	\$1,072	\$1,148	\$1,169	\$1,210	41	3.5
Graduate								
UM	Communications	\$30	\$30	\$30	\$30	\$30		
	Recreation Center Fee	252	270	270	284	292		
	Unified Fee	762	762	782	800	820		
	Student Activity	80	80	80	90	90		
	Total	\$1,124	\$1,142	\$1,162	\$1,204	\$1,232	28	2.3
UMF	Unified Fee	\$333	\$333	\$342	\$350	\$359	9	2.6
USM	Unified Fee	\$504	\$504	\$522	\$540	\$558	18	3.3
Average		\$654	\$660	\$675	\$698	\$716	18	2.6
Law								
USM	Unified Fee	\$840	\$840	\$870	\$900	\$930		
	Student Activity	100	100	100	100	100		
Average		\$940	\$940	\$970	\$1,000	\$1,030	30	3.0

NOTE: Based on 15 credit hours per semester for two semesters for undergraduate and law students (except UMF based on 16 credit hours per semester beginning in FY07 & UMFK based on "Block" rate for 12-18 credit hours per semester in FY13 - FY17) and 9 credit hours per semester for two semesters for graduate students.

UNIVERSITY OF MAINE SYSTEM
ANNUAL TUITION AND MANDATORY FEES

UNDERGRADUATE		FY19	FY20	FY20 Increases	
<u>In-State</u>		Rate	Rate	\$	%
UM		\$11,170	\$11,438	268	2.4
UMA		7,988	8,168	180	2.3
UMF		9,666	9,907	241	2.5
UMFK		8,115	8,295	180	2.2
UMM		7,840	8,056	216	2.8
UMPI		7,910	8,240	330	4.2
USM		9,140	9,470	330	3.6
Average		8,833	9,082	249	2.8
<u>Out-of-State</u>					
UM		\$30,970	\$31,748	778	2.5
UMA		17,918	18,338	420	2.3
UMF		19,778	20,755	977	4.9
UMFK		12,315	12,585	270	2.2
UMM		15,100	15,136	36	0.2
UMPI		12,110	12,530	420	3.5
USM		22,400	23,210	810	3.6
Average		18,656	19,186	530	2.8
<u>NEBHE</u>					
UM		\$16,450	\$17,288	838	5.1
UMA		12,188	12,458	270	2.2
UMF		14,946	15,763	817	5.5
UMFK		12,315	12,585	270	2.2
UMM		12,040	12,346	306	2.5
UMPI		12,110	12,530	420	3.5
USM		14,030	14,960	930	6.6
Average		13,440	13,990	550	4.1
<u>Canadian</u>					
UM		\$16,450	\$17,288	838	5.1
UMA		12,188	12,458	270	2.2
UMF		14,946	15,763	817	5.5
UMFK		12,315	12,585	270	2.2
UMM		12,040	12,346	306	2.5
UMPI		12,110	12,530	420	3.5
USM		14,030	14,960	930	6.6
Average		13,440	13,990	550	4.1

UNIVERSITY OF MAINE SYSTEM
ANNUAL TUITION AND MANDATORY FEES

GRADUATE		FY19	FY20	FY20 Increases	
<u>In-State</u>		<u>Rate</u>	<u>Rate</u>	<u>\$</u>	<u>%</u>
	UM	\$9,106	\$9,332	226	2.5
	UMF	7,676	7,937	261	3.4
	USM	7,866	8,136	270	3.4
	Average	8,216	8,468	252	3.1
	<u>Out-of-State</u>				
	UM	\$26,944	\$27,620	676	2.5
	UMF	11,060	11,609	549	5.0
	USM	20,340	21,096	756	3.7
	Average	19,448	20,108	660	3.4
	<u>NEBHE</u>				
	UM	\$13,840	\$14,606	766	5.5
	USM	12,258	13,068	810	6.6
	Average	13,049	13,837	788	6.0
	<u>Canadian</u>				
	UM	\$13,840	\$14,606	766	5.5
	USM	12,258	13,068	810	6.6
	Average	13,049	13,837	788	6.0
LAW					
	In-State	\$23,290	\$24,220	930	4.0
	Out-of-State	34,360	35,710	1,350	3.9
	NEBHE/Canadian	31,420	32,680	1,260	4.0

**UNIVERSITY OF MAINE SYSTEM
ANNUAL ROOM & BOARD CHARGES¹**

	ROOM CHARGES					FY20 Increases	
	FY16	FY17	FY18	FY19	FY20	\$	%
UM	\$5,004	\$5,154	\$5,270	\$5,396	\$5,518	122	2.3
UMF	4,750	4,892	5,038	5,280	5,356	76	1.4
UMFK	4,250	4,250	4,250	4,250	4,460	210	4.9
UMM	4,326	4,326	4,326	4,460	4,600	140	3.1
UMPI	4,488	4,588 ²	4,708	4,850	4,850	-	-
USM	4,900	5,000	5,000	4,000 ³	4,160	160	4.0
Average	4,620	4,702 ²	4,765	4,706	4,824	118	2.5
UMA	\$9,050						
	BOARD CHARGES						
	FY16	FY17	FY18	FY19	FY20		
UM	\$4,571	\$4,710	\$4,875	\$5,022	\$5,148	126	2.5
UMF	4,220	4,220	4,296	4,446	4,546	100	2.2
UMFK	3,660	3,660	3,660	3,870	3,900	30	0.8
UMM	4,160	4,160	4,160	4,335	4,580	245	5.7
UMPI	3,356 ²	3,356	3,556 ²	3,556	3,646	90	2.5
USM	4,500	4,200	4,200	4,450	4,625	175	3.9
Average	4,078 ²	4,051	4,125	4,280	4,408	128	3.0
	TOTAL ROOM & BOARD CHARGES						
	FY16	FY17	FY18	FY19	FY20		
UM	\$9,575	\$9,864	\$10,145	\$10,418	\$10,666	248	2.4
UMF	8,970	9,112	9,334	9,726	9,902	176	1.8
UMFK	7,910	7,910	7,910	8,120	8,360	240	3.0
UMM	8,486	8,486	8,486	8,795	9,180	385	4.4
UMPI	7,856	7,944	8,264	8,406	8,496	90	1.1
USM	9,400	9,200	9,200	8,450	8,785	335	4.0
Average	8,698	8,753	8,890	8,986	9,232	246	2.7

¹Rates shown are based on the meal plan and room type with the greatest projected number of students. Several meal plans and room types are available. Beginning in FY20, UMA has limited housing but no dining.

²UMPI's FY16 board rate, FY17 room rate and FY18 board rate restated.

³USM's FY19 room rate restated to reflect Triples Rate.

UNIVERSITY OF MAINE SYSTEM
ANNUAL COMPREHENSIVE STUDENT CHARGES
(Includes Tuition, Mandatory Fees, Room and Board)

UNDERGRADUATE		FY19	FY20	FY20 Increases	
<u>In-State</u>		Rate	Rate	\$	%
UM		\$21,588	\$22,104	516	2.4
UMA		7,988	17,218	9,230	115.5
UMF		19,392	19,809	417	2.2
UMFK		16,235	16,655	420	2.6
UMM		16,635	17,236	601	3.6
UMPI		16,316	16,736	420	2.6
USM		17,590	18,255	665	3.8
Average		17,819	18,314	495	2.8
<u>Out-of-State</u>					
UM		\$41,388	\$42,414	1,026	2.5
UMA		17,918	27,388	9,470	52.9
UMF		29,504	30,657	1,153	3.9
UMFK		20,435	20,945	510	2.5
UMM		23,895	24,316	421	1.8
UMPI		20,516	21,026	510	2.5
USM		31,850	31,995	145	0.5
Average		27,809	28,418	609	2.2
<u>NEBHE</u>					
UM		\$26,868	\$27,954	1,086	4.0
UMA		12,188	21,508	9,320	76.5
UMF		24,672	25,665	993	4.0
UMFK		20,435	20,945	510	2.5
UMM		20,835	21,526	691	3.3
UMPI		20,516	21,026	510	2.5
USM		23,480	23,745	265	1.1
Average		22,593	23,222	629	2.8
<u>Canadian</u>					
UM		\$26,868	\$27,954	1,086	4.0
UMA		12,188	21,508	9,320	76.5
UMF		24,672	25,665	993	4.0
UMFK		20,435	20,945	510	2.5
UMM		20,835	21,526	691	3.3
UMPI		20,516	21,026	510	2.5
USM		23,480	23,745	265	1.1
Average		22,593	23,222	629	2.8

NOTE: Tuition and Fees based on 15 credit hours per semester for two semesters for undergraduate and law students (except UMF based on 16 credit hours per semester beginning in FY07 & UMFK based on "Block" rates for 12-18 hours per semester in FY13 - FY17) and 9 credit hours per semester for two semesters for graduate students. Room and board rates are based on the meal plan and room type with the greatest projected number of students. Several meal plans and room types are available. Beginning in FY20, UMA has limited housing but no dining.

The majority of UMA Out-of-State Undergraduate students are enrolled in Online programs = \$125% of in-state rate.

UNIVERSITY OF MAINE SYSTEM
ANNUAL COMPREHENSIVE STUDENT CHARGES
(Includes Tuition, Mandatory Fees, Room and Board)

GRADUATE	FY19 Rate	FY20 Rate	FY20 Increases	
			\$	%
<u>In-State</u>				
UM	\$19,524	\$19,998	474	2.4
UMF	17,402	17,839	437	2.5
USM	17,316	16,921	(395)	(2.3)
Average	18,081	18,252	171	0.9
<u>Out-of-State</u>				
UM	\$37,362	\$38,286	924	2.5
UMF	20,786	21,511	725	3.5
USM	29,790	29,881	91	0.3
Average	29,313	29,892	579	2.0
<u>NEBHE</u>				
UM	\$24,258	\$25,272	1,014	4.2
USM	21,708	21,853	145	0.7
Average	22,983	23,563	580	2.5
<u>Canadian</u>				
UM	\$24,258	\$25,272	1,014	4.2
USM	21,708	21,853	145	0.7
Average	22,983	23,563	580	2.5
LAW				
In-State	\$32,740	\$33,005	265	0.8
Out-of-State	43,810	44,495	685	1.6
NEBHE/Canadian	40,870	41,465	595	1.5

NOTE: Tuition and Fees based on 15 credit hours per semester for two semesters for undergraduate and law students (except UMF based on 16 credit hours per semester beginning in FY07 & UMF based on "Block" rates for 12-18 hours per semester in FY13 - FY17) and 9 credit hours per semester for two semesters for graduate students. Room and board rates are based on the meal plan and room type with the greatest projected number of students. Several meal plans and room types are available. Beginning in FY20, UMA has limited housing but no dining.

The majority of UMA Out-of-State Undergraduate students are enrolled in Online programs = \$125% of in-state rate.

UNIVERSITY OF MAINE SYSTEM STUDENT FEES

OVERVIEW

The procedures for establishing student fees throughout the University of Maine System are contained in the Board of Trustees Policy Manual in Section 703 and 704 as follows:

The **BOARD OF TRUSTEES** will establish those fees that are analogous to tuition, i.e., those that must be paid by all students as a condition of attendance. In addition, changes to the amount of the Student Activity Fee shall be requested by the recognized student governing body at each University and authorized after (a) a referendum approved by the student body, (b) approval of the President and, (c) approval of the Chancellor for presentation and approval by the Board of Trustees. Board approved fees include the Student Activity Fee, the Communications Fee, the Unified Fee, the Recreation Fee and the Student Health & Wellness Fee.

The **CHANCELLOR** will establish those fees impacting services and operations within the System. These include maximum levels for financial service fees (non-negotiable check fees) and fees principally affecting prospective students, such as application fees.

The **UNIVERSITY PRESIDENTS** are responsible to the maximum extent possible for establishing most university-specific fees, which include:

- all course fees
- all deposits
- all fees for optional university services and activities

Fee changes planned for the fall semester should ordinarily be adopted no later than May; those to become effective in the spring semester should be adopted by November 15. Universities should establish procedures for timely review of and comment on fee changes. The Chancellor should be informed in advance of the formal adoption of any fee changes.

Adjustments to Student Activity Fees will be considered by the Board at its May meeting in order to allow sufficient time for student governments to conduct spring referendums on any changes recommended to the fees.

**UNIVERSITY OF MAINE SYSTEM
NARRATIVE DESCRIPTION OF EACH MANDATORY FEE**

<u>Name</u>	<u>University Charging Fee</u>
<u>Student Activity Fee</u> A student approved mandatory fee that is administered by the students for educational, cultural, social, and recreational purposes. Changes to this fee require the approval of the student body, University President, Chancellor, and Board of Trustees.	ALL
<u>Communications Fee</u> A student approved mandatory fee that is administered by the students to support WMEB-FM, the Maine Channel, “The Maine Campus”, and ASAP, a media and internet technologies laboratory.	UM
<u>Unified Fee</u> This fee is used to cover fixed costs of providing educational services that may not be directly related to the number of credit hours for which a student is enrolled. This fee supports activities such as student services, the operation of facilities such as student and fitness centers, and student-utilized, instruction-related technologies.	ALL
<u>Recreation Center Fee</u> This fee is assessed to pay for the construction of the Center and provides students with access to the state-of-the-art facility, including a leisure pool and sauna. Many aerobic classes and other programs and services are also provided for no additional fee.	UM
<u>Student Health & Wellness Fee</u> This fee is charged to students registered for 4 or more credit hours of classes held at UMF. It covers all health center office visits, counseling and fees associated with Mainely Outdoors.	UMF
<u>Green Fee</u> A student approved mandatory fee used to re-start the recycling program on campus and to work on sustainable practices (refill stations, led lighting, planting more trees, etc.).	UMM



March 19, 2019

FY20 Preliminary Budget Review

with Finance, Facilities, & Technology Committee of BOT

Claire Strickland
Chief Business Officer

Joan Ferrini-Mundy
President

Andrew Egan
Vice President & Head of Campus

Robert Dana
Vice President for Student Life and Dean of Students

1





Our Strategic Values Drive our Budget



**Fostering
Learner
Success**

**Growing and
Stewarding
Partnerships**

**Creating and
Innovating for
Maine and Beyond**





Our Process Aligns with UMS BOT Strategic Priorities



Advancing Workforce
Readiness and Economic
Development

Increasing Maine
Educational Attainment

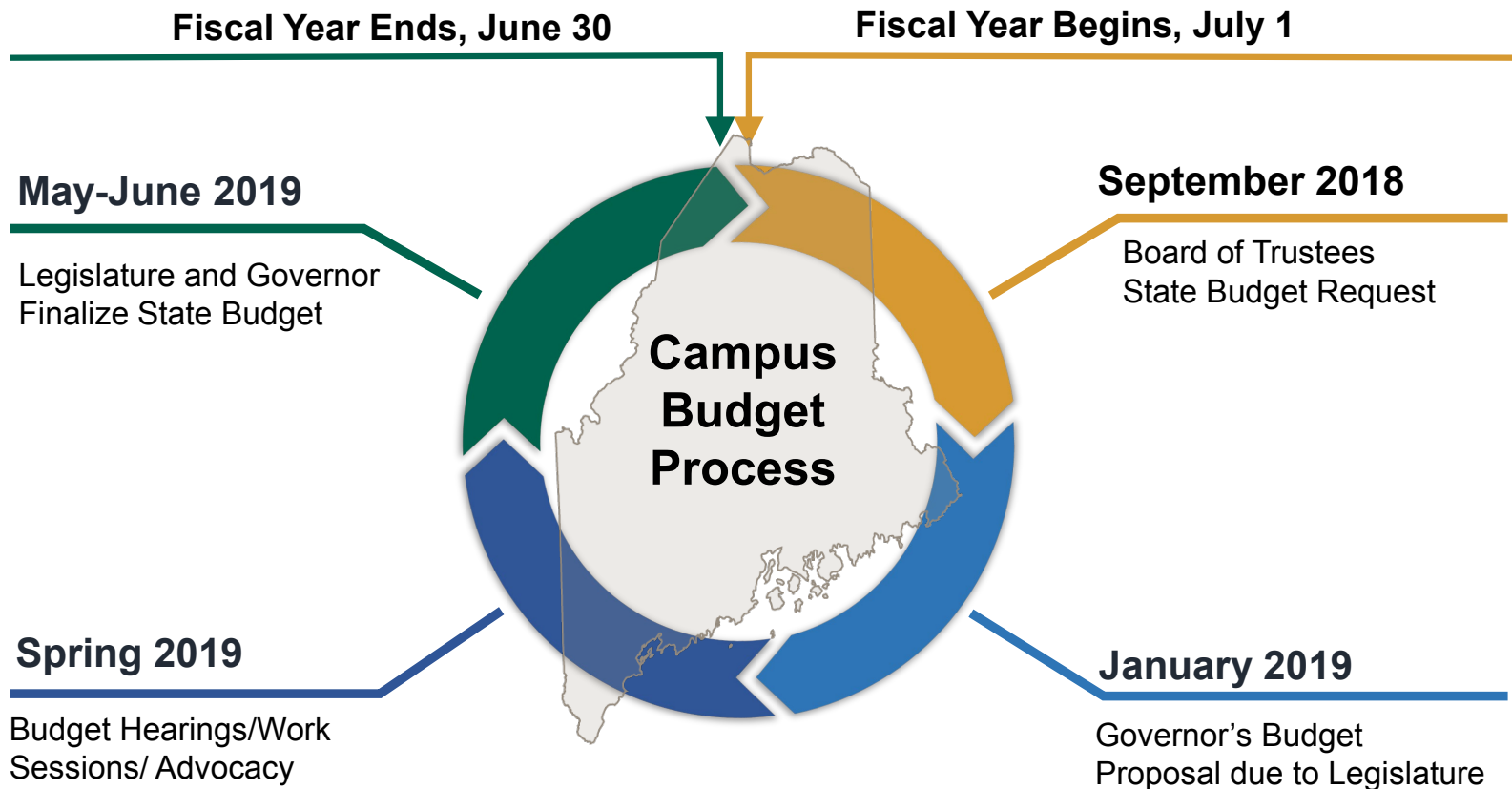
Aligning Academic
Programs and Innovation
to Drive Student Success
and Employer
Responsiveness

Maintaining
Competitiveness and
Sustainability to Meet
Critical State Needs

4

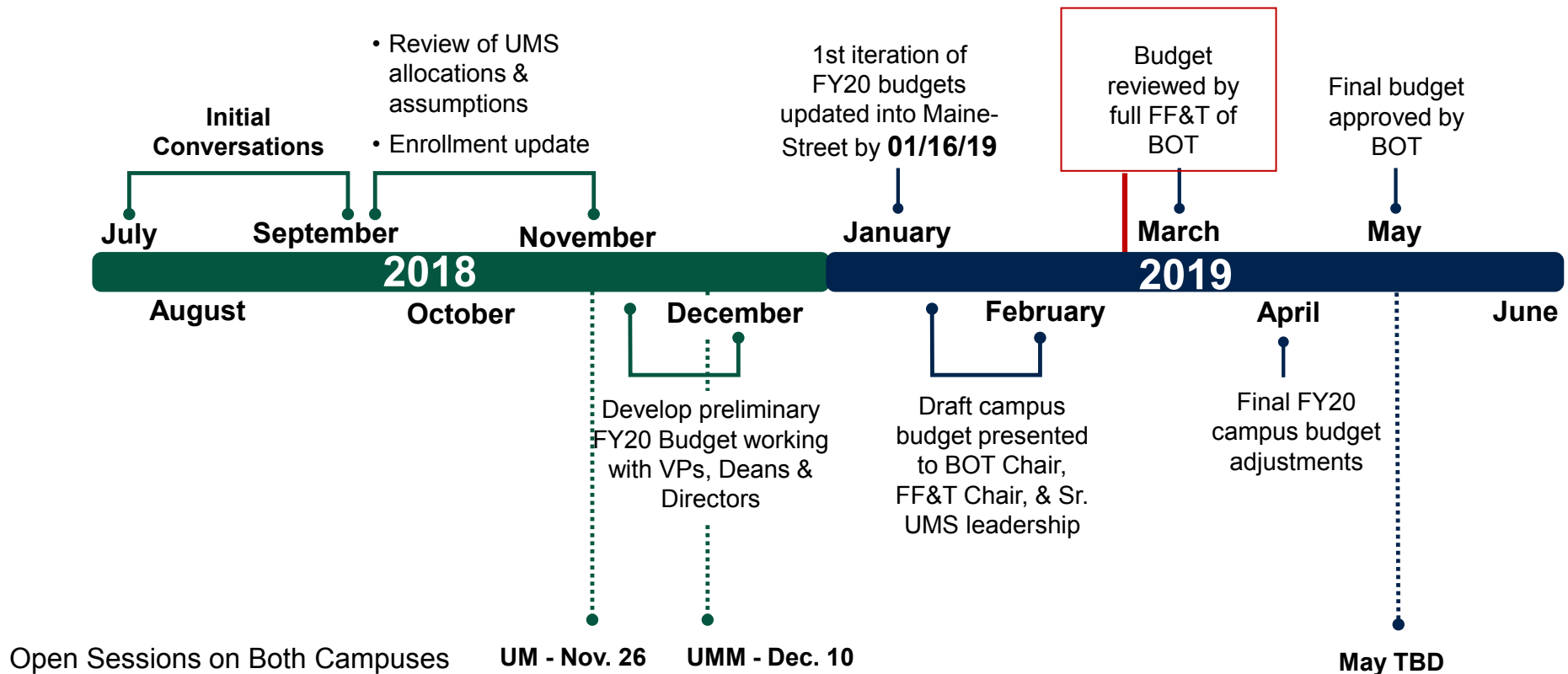


UMaine/UMM Budget Process within State of Maine Budget Cycle



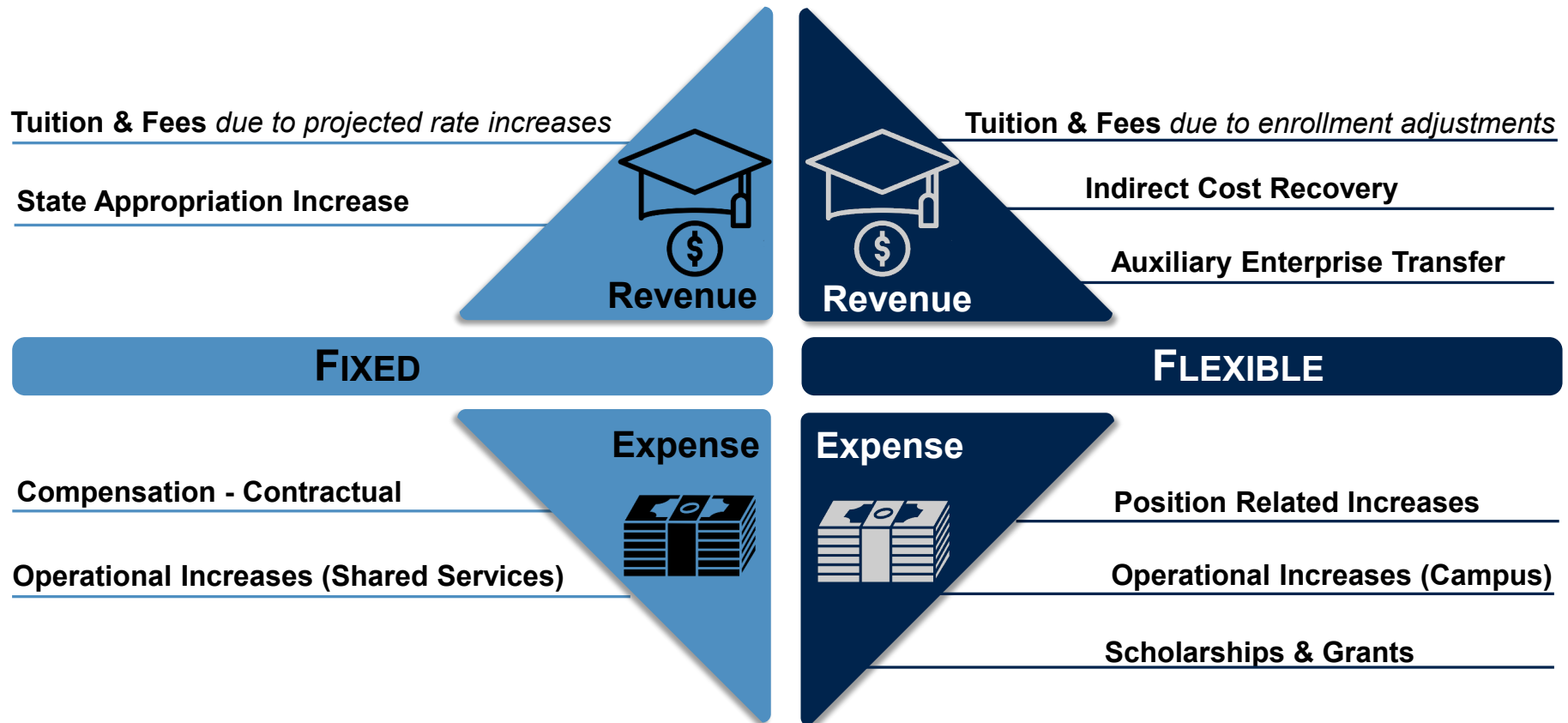


We Engage the Campuses: Involvement and Transparency



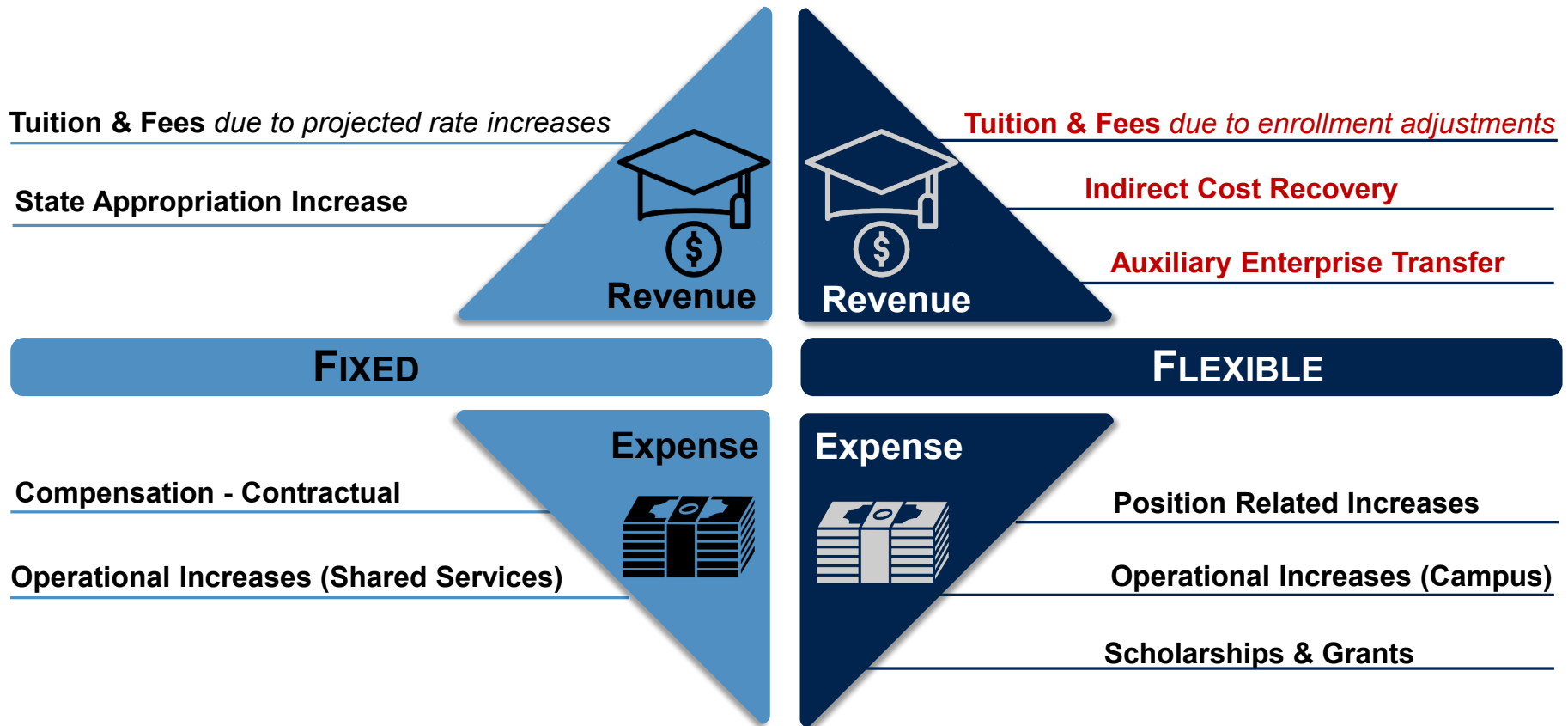


UM Budget Levers





UM Budget Levers





University of Maine - FY20

March, 19 2019

Proposed Educational and General (E&G)

Total Revenue	\$ 233,432,815
Total Expense*	<u>(242,426,035)</u>
Net Operating	(8,993,220)
Modified Cash Flow	
Add Back Depreciation	15,946,215
Less Capital & Debt Service	<u>(6,952,995)</u>
	<u>8,993,220</u>
FY20 Total Net:	\$ 0

Proposed Auxiliary (AUX)

Total Revenue	\$ 52,384,808
Total Expense	<u>(50,834,386)</u>
Net Operating	1,550,422
Modified Cash Flow	
Add Back Depreciation	3,657,981
Less Capital & Debt Service	<u>(5,208,403)</u>
	<u>(1,550,422)</u>
FY20 Total Net:	\$ 0

* Includes unresolved base compensation attrition of \$475K



University of Maine at Machias - FY20

March, 19 2019

Proposed Educational and General (E&G)

Total Revenue	\$ 8,645,311
Total Expense	<u>(9,503,021)</u>
Net Operating	(857,710)
Modified Cash Flow	
Add Back Depreciation	490,258
Less Capital & Debt Service	<u>(126,825)</u>
	<u>363,433</u>
FY20 Total Net:	\$ (494,277)

Proposed Auxiliary (AUX)

Total Revenue	\$ 1,627,453
Total Expense	<u>(1,650,208)</u>
Net Operating	(22,755)
Modified Cash Flow	
Add Back Depreciation	241,339
Less Capital & Debt Service	<u>(218,584)</u>
	<u>22,755</u>
FY20 Total Net:	\$ 0

Advancing Workforce Readiness and Economic Development



Investments in Engineering at UMaine

- Increase in faculty lines
- Investment in Engineering, Education & Design Center (EEDC)
- Ongoing facilities upgrades (Machine Tool Lab)
- Advanced Structures & Composite Center related (ASCC)



Advancing
Workforce
Readiness
and Economic
Development



UMaine at Machias

- Engineering Pathways
- Nursing Outreach to Rural Maine
- Upgrades to Science Labs



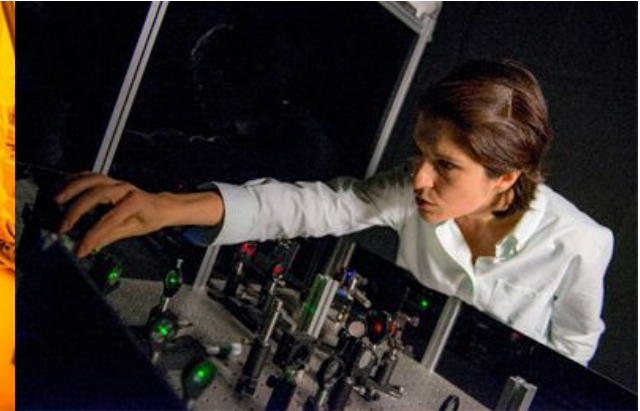
Advancing Workforce Readiness and Economic Development



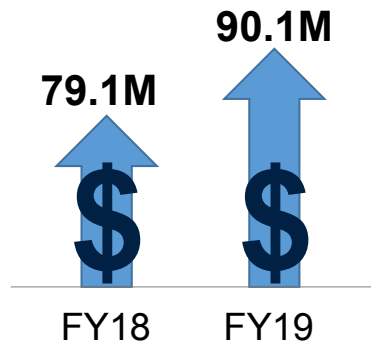
Maine Center for Graduate and Professional Studies

- Expanding Graduate School of Business
- Maintaining Maine School of Business E&G budget
- Defining partnerships with USM
- Providing “smart” learning spaces

Advancing Workforce Readiness and Economic Development

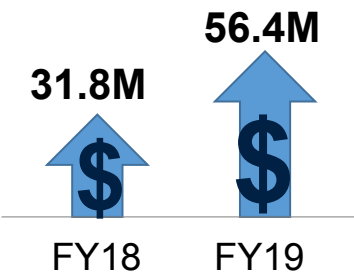


Requested Dollars are Up



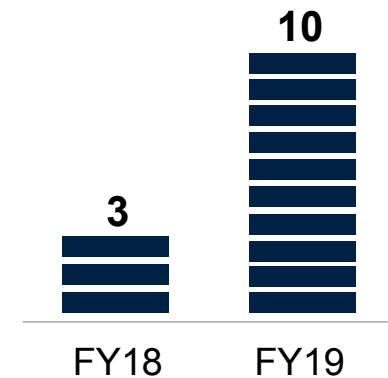
Dollar Value of External
Funding Submissions
July-December

Award Dollars are Up



Number of External
Awards Received
July-December

Large Dollar Value Awards (\$1M+)



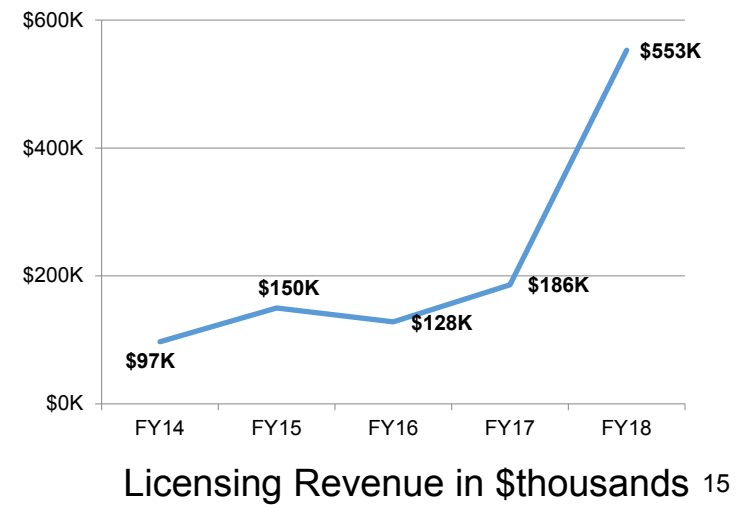
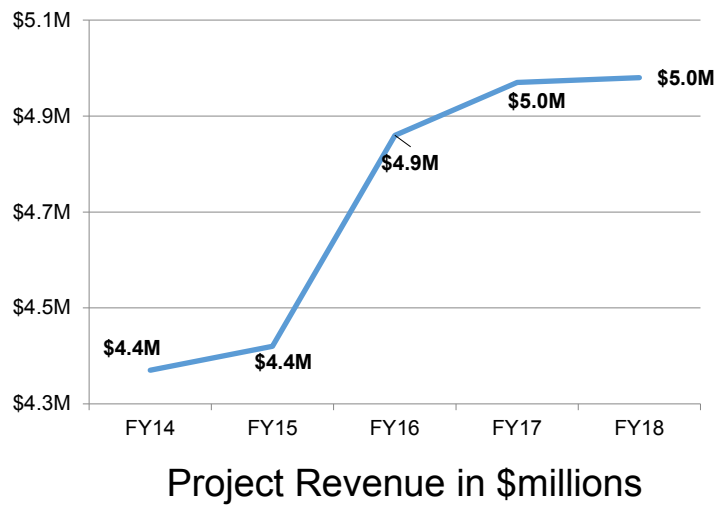
Awards Received
July-December



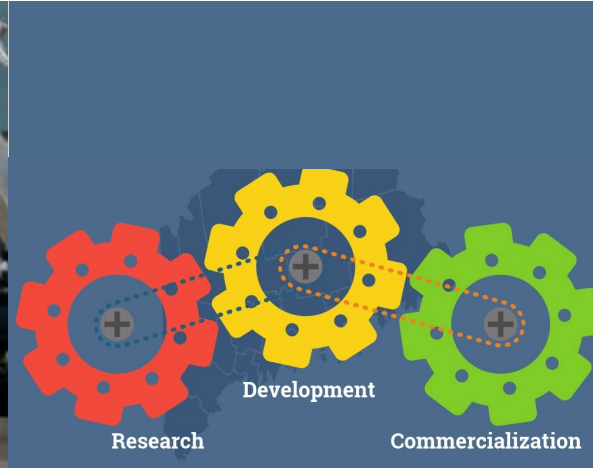
Advancing Workforce Readiness and Economic Development



Innovation and Economic Development



Advancing Workforce Readiness and Economic Development



Research, Development and Commercialization

- Maintaining Office of Innovation & Economic Development budget
- Implementing Coordinated Operating Research Entities (CORE)
- Implementing initial R&D plan on UMaine campus
- Supporting essential infrastructure for funded research growth
- Increasing return of indirect cost recovery to Principal Investigators



Increasing Maine Educational Attainment



UMaine: First Year Student Success Initiative

Goals

- Improve first-year student retention by 5%
- Close retention gaps between first-generation, Pell eligible, and under-represented students by 2022

Methods

- Ten working groups investigating best practices
- Faculty in all bachelors programs reviewing first year curricula

Increasing Maine Educational Attainment



Early College at UMaine

- Expand enrollment in existing programs
 - Doubled enrollment in past two years
- Develop new programs
 - Waldo County – STEM preparation at Hutchinson Center
 - Oxford County – experiential learning at Bryant Pond Learning Center
 - Statewide – Precalculus

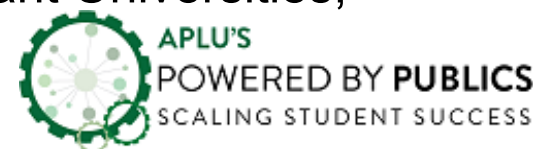


Increasing Maine Educational Attainment



Student Debt

- Think 30
- Four-year graduation rate (40%) all time high
- First-year student success
- Association of Public & Land-grant Universities,
"Powered by Publics"



Increasing Maine Educational Attainment



Enrollment Management

- Maine Top Scholars
- “Inspire Maine Scholarship”
- Collaboration with UMA on Foundations and UMM on 2+2
- “Pathways to Engineering” collaboration with NROTC



Increasing Maine Educational Attainment



UMaine at Machias

- Early College
- Supplemental Instruction
- Downeast Promise
- Family Futures Downeast

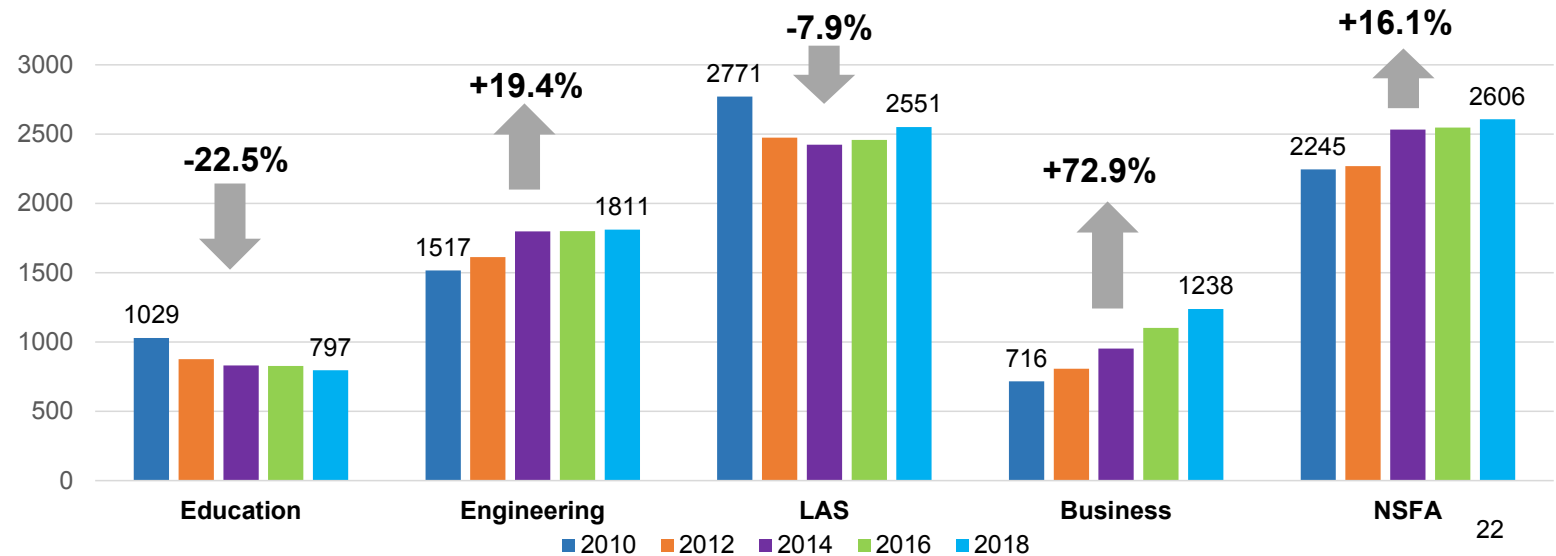


Aligning
Academic
Programs and
Innovation to
Drive Student
Success and
Employer
Responsiveness

47% undergraduate students are STEM majors



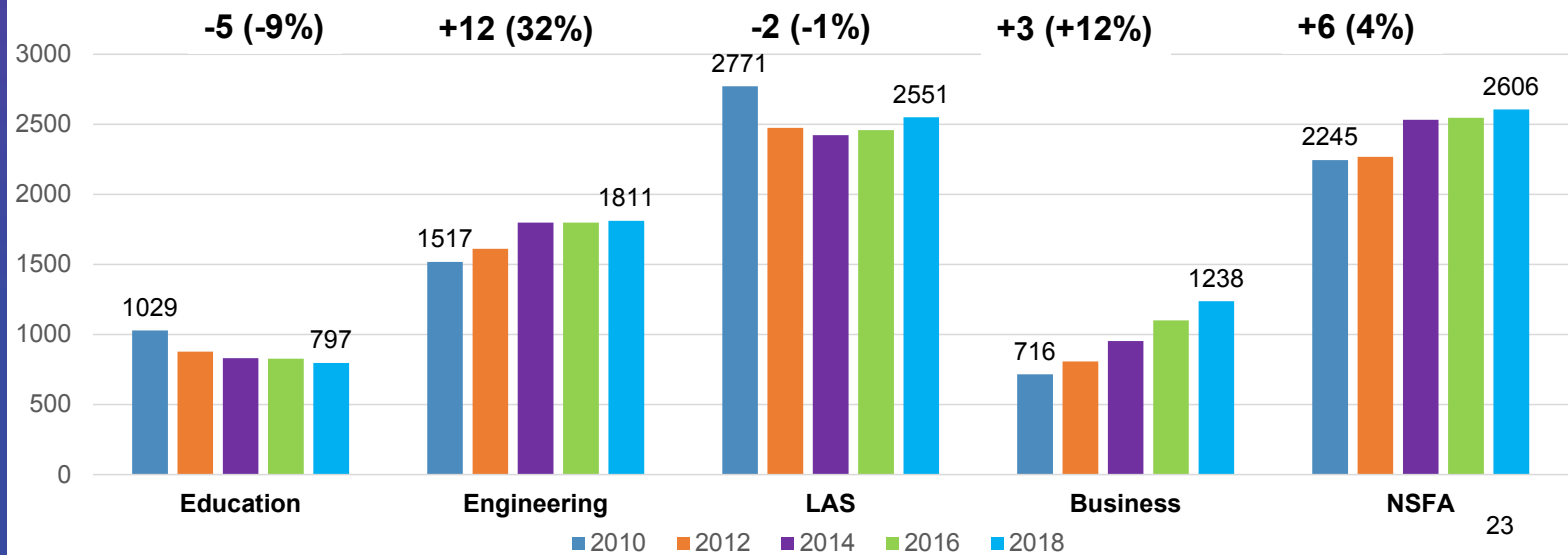
UMaine Undergraduate Enrollment by College



Aligning
Academic
Programs and
Innovation to
Drive Student
Success and
Employer
Responsiveness



UMaine Faculty FTE Change by College



Aligning Academic Programs and Innovation to Drive Student Success and Employer Responsiveness



Academic Program Transformation

- Task force to develop novel program changes and enhancements related to space and digital engineering and health sciences
- Bachelors in Statistics in development
- Expansion of Flagship Internship
- System-wide expansion of Engaged Black Bear credentials
 - Co-chair system-wide taskforce, Claire Sullivan



Aligning
Academic
Programs and
Innovation to
Drive Student
Success and
Employer
Responsiveness



FY2020 Graduate Enrollment and Realignment

- Increase Graduate Stipends
- Revenue sharing for online graduate professional programs
- Collaborative efforts with graduate students in professional development
- Graduate Education Summit held on March 8, 2019



Aligning Academic Programs and Innovation to Drive Student Success and Employer Responsiveness



Undergraduate Student Participation in Research

- 51 undergraduate fellowship awards (170% increase in past five years)
- 756 undergraduate students presented at UMaine Student Symposium (500% increase in past five years)
- Increase Center for Undergraduate Research Budget by \$50K



Aligning
Academic
Programs and
Innovation to
Drive Student
Success and
Employer
Responsiveness



UMaine at Machias

- Undergraduate research, internships, and community engagement
- Certificates -- e.g., Mental Health & Rehabilitation Technician, Geographic Information Systems, Special Education



Maintaining Competitiveness and Sustainability to Meet Critical State Needs



- Defining “mutualism” for UMaine and UMM
- Moving to Phase II of partnership
 - Phase I – administrative integration completed
 - Phase II – continuing to modify
- UMM a regional campus of UMaine for 2019
NECHE accreditation

UMaine is Statewide



Maintaining
Competitiveness
and
Sustainability to
Meet Critical
State Needs



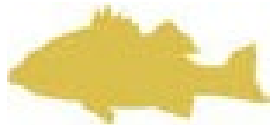
**Cooperative Extension
County Offices**



**Farms & Research
Facilities**



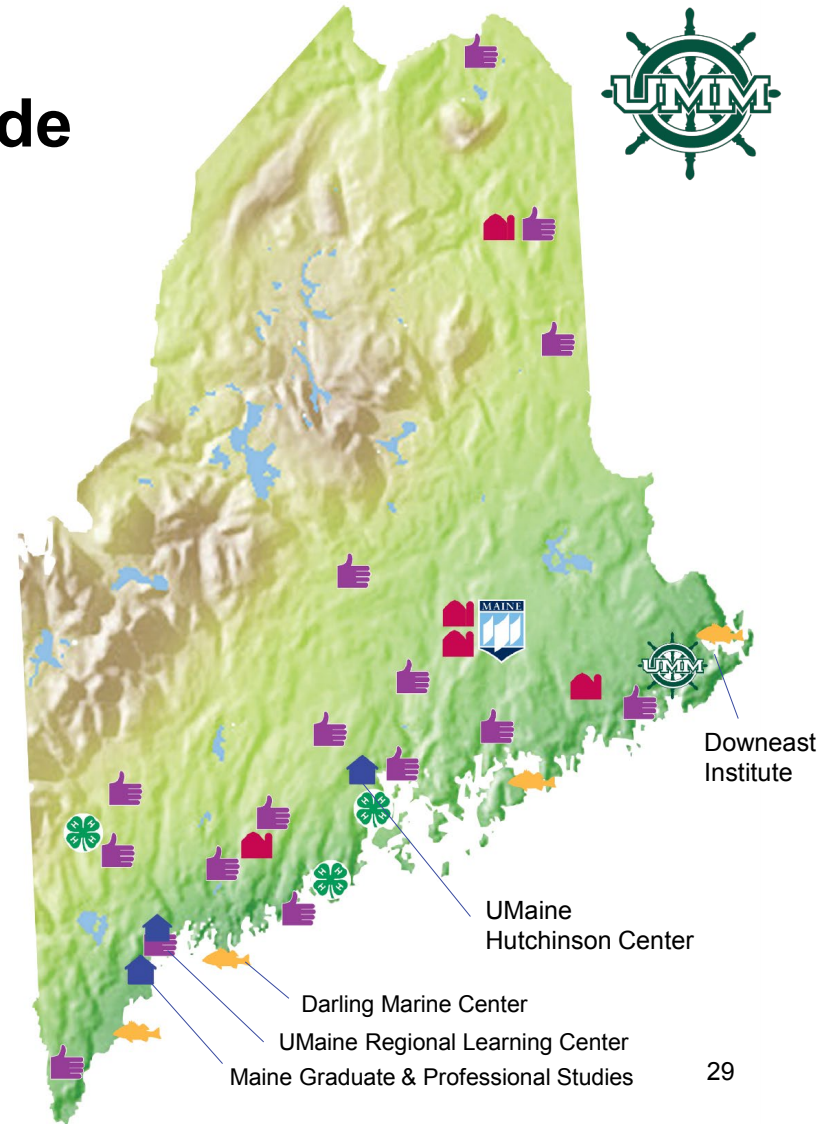
4-H Camps



**Marine Research
Facilities**



Academic / Outreach



Maintaining
Competitiveness
and
Sustainability to
Meet Critical
State Needs



UMaine Partnerships with UMS Campuses

Research &
Administration Support

Masters of Education in
Instructional Technology

UNIVERSITY OF MAINE
FARMINGTON

UMA
UNIVERSITY OF MAINE
AT AUGUSTA

UNIVERSITY OF
SOUTHERN MAINE

UNIVERSITY OF MAINE
FORT KENT
LIFE
at UMFK

University of Maine at
PRESQUE ISLE
North of Ordinary

Two Shared Faculty Positions

Regional Partnership

THE UNIVERSITY OF MAINE AT
MACHIAS

Foundations Program

Graduate School of Business

BOT Strategic Priorities

Advancing Workforce Readiness and Economic Development

Increasing Maine Educational Attainment

Aligning Academic Programs and Innovation to Drive Student Success and Employer Responsiveness

Maintaining Competitiveness and Sustainability to Meet Critical State Needs

**Fostering
Learner
Success**

**Creating and
Innovating
for Maine
and Beyond**

**Growing and
Stewarding
Partnerships**





FY20 Forms & Information



UMaine FY20 Budget: E&G

		<u>FY19</u>	<u>FY20</u>	<u>\$ Change</u>	<u>% Change</u>
Revenue	Tuition & Fees	\$172,126,005	\$183,354,836	\$11,228,831	6.5%
	Less: Waivers/Scholarships	(54,516,538)	(60,045,276)	(5,528,738)	10.1%
	Appropriation	83,592,496	84,071,731	479,235	0.6%
	Indirect Cost Recovery	8,371,276	8,971,276	600,000	7.2%
	Sales/Services/Other	16,945,840	17,080,248	134,408	0.8%
	Total E&G Revenue	\$226,519,079	\$233,432,815	\$6,913,736	3.1%
Expense	Personnel Expense	144,817,888	150,087,751	5,269,863	3.6%
	Fuel/Electricity	10,139,804	10,380,876	241,072	2.4%
	Supplies/Services	16,375,080	16,252,086	(122,994)	-0.8%
	Shared Services	18,888,449	19,772,773	884,324	4.7%
	Travel	2,807,728	2,861,147	53,419	1.9%
	Maintenance & Alterations	4,542,256	4,861,237	318,981	7.0%
	Depreciation	13,788,287	15,946,215	2,157,928	15.7%
	Other Expense	22,681,893	22,263,950	(417,943)	-1.8%
	Total E&G Expense	\$234,041,385	\$242,426,035	\$8,384,650	3.6%
	Operating Increase (Decrease)	\$(7,522,306)	\$(8,993,220)	\$(1,470,914)	19.6%
Modified CashFlow	Add back Depreciation	13,788,287	15,946,215	2,157,928	15.7%
	Less Capital Expenditures	(5,186,064)	(5,691,193)	(505,129)	9.7%
	Less Debt Service	(1,079,917)	(1,261,802)	(181,885)	16.8%
	Net Change:	0	0	0	



UMaine FY20 Budget: Auxiliary

		<u>FY19</u>	<u>FY20</u>	<u>\$ Change</u>	<u>% Change</u>
Revenue	Dining & Residence	\$39,188,740	\$40,459,908	\$1,271,168	3.2%
	Less: Waivers/Scholarships	(1,212,967)	(1,297,114)	(84,147)	6.9%
	Sales/Services/Other	13,204,381	13,222,014	17,633	0.1%
	Total Auxiliary Revenue	\$51,180,154	\$52,384,808	\$1,204,654	2.4%
Expense	Personnel Expense	17,581,341	18,661,888	1,080,547	6.1%
	Fuel/Electricity	3,731,834	3,882,185	150,351	4.0%
	Supplies/Services	13,204,351	12,359,239	(845,112)	-6.4%
	Travel	102,455	97,995	(4,460)	-4.4%
	Maintenance & Alterations	3,225,576	3,633,383	407,807	12.6%
	Depreciation	3,999,166	3,657,981	(341,185)	-8.5%
	Other Expense	7,384,637	8,541,715	1,157,078	15.7%
	Total Auxiliary Expense	\$49,229,360	\$50,834,386	\$1,605,026	3.3%
	Operating Increase (Decrease)	\$1,950,794	\$1,550,422	\$(400,372)	-20.5%
Modified CashFlow	Add back Depreciation	3,999,166	3,657,981	(341,185)	-8.5%
	Less Capital Expenditures	(1,978,747)	(1,282,700)	696,047	-35.2%
	Less Capital Reserve Funding	(1,368,313)	(1,137,951)	230,362	-16.8%
	Less Debt Service	(2,602,900)	(2,787,752)	(184,852)	7.1%
	Net Change:	0	0	0	



UMaine Comprehensive FY20 Budget: E&G and Auxiliary

		<u>FY19</u>	<u>FY20</u>	<u>\$ Change</u>	<u>% Change</u>
Revenue	Tuition & Fees	\$172,126,005	\$183,354,836	\$11,228,831	6.5%
	Dining & Residence	\$39,188,740	\$40,459,908	1,271,168	3.2%
	Less: Waivers/Scholarships	(55,729,505)	(61,342,390)	(5,612,885)	10.1%
	Appropriation	83,592,496	84,071,731	479,235	0.6%
	Indirect Cost Recovery	8,371,276	8,971,276	600,000	7.2%
	Sales/Services/Other	30,150,221	30,302,262	152,041	0.5%
	Total E&G_AUX Revenue	\$277,699,233	\$285,817,623	\$8,118,390	2.9%
Expense	Personnel Expense	162,399,229	168,749,639	6,350,410	3.9%
	Fuel/Electricity	13,871,638	14,226,306	391,423	2.8%
	Supplies/Services	29,579,431	28,611,325	(968,106)	-3.3%
	Shared Services	18,888,449	19,772,773	884,324	4.7%
	Travel	2,910,183	2,959,142	48,959	1.7%
	Maintenance & Alterations	7,767,832	8,494,620	726,788	9.4%
	Depreciation	17,787,453	19,604,196	1,816,743	10.2%
	Other Expense	30,066,530	30,805,665	739,135	2.5%
	Total E&G_AUX Expense	\$283,270,745	\$293,260,421	\$9,989,676	3.5%
	Operating Increase (Decrease)	\$(5,571,512)	\$(7,442,798)	\$(1,871,286)	33.6%
Modified CashFlow	Add back Depreciation	17,787,453	19,604,196	1,816,743	10.2%
	Less Capital Expenditures	(7,164,811)	(6,973,893)	190,918	-2.7%
	Less Capital Reserve Funding	(1,368,313)	(1,137,951)	230,362	-16.8%
	Less Debt Service	(3,682,817)	(4,049,554)	(366,737)	10.0%
	Net Change:	0	0	0	



UMaine at Machias FY20 Budget: E&G

		<u>FY19</u>	<u>FY20</u>	<u>\$ Change</u>	<u>% Change</u>
Revenue	Tuition & Fees	\$4,621,822	\$4,102,676	\$(519,146)	-11.2%
	Less: Waivers/Scholarships	(1,168,193)	(1,168,193)	0	0.0%
	Appropriation	5,205,449	5,366,231	160,782	3.1%
	Indirect Cost Recovery	60,000	60,000	0	0.0%
	Sales/Services/Other	298,667	284,597	(14,070)	-4.7%
	Total E&G Revenue	\$9,017,745	\$8,645,311	\$(372,434)	-4.1%
Expense	Personnel Expense	5,660,015	5,707,184	47,169	0.8%
	Fuel/Electricity	364,200	373,200	9,000	2.5%
	Supplies/Services	629,729	647,175	17,446	2.8%
	Shared Services	1,250,590	1,261,736	11,146	0.9%
	Travel	245,642	253,008	7,366	3.0%
	Maintenance & Alterations	142,804	152,632	9,828	6.9%
	Depreciation	493,173	490,258	(2,915)	-0.6%
	Other Expense	612,593	617,828	5,235	0.9%
	Total E&G Expense	\$9,398,746	\$9,503,021	\$104,275	1.1%
	Operating Increase (Decrease)	\$(381,001)	\$(857,710)	\$(476,709)	125.1%
Modified CashFlow	Add back Depreciation	493,173	490,258	(2,915)	-0.6%
	Less Capital Expenditures	(6,500)	(11,408)	(4,908)	75.5%
	Less Debt Service	(105,672)	(115,417)	(9,745)	9.2%
	Net Change:	0	\$(494,277)	\$(494,277)	



UMaine at Machias FY20 Budget: Auxiliary

		<u>FY19</u>	<u>FY20</u>	<u>\$ Change</u>	<u>% Change</u>
Revenue	Dining & Residence	\$1,718,766	\$1,623,388	(95,378)	-5.5%
	Less: Waivers/Scholarships	(62,440)	(45,250)	17,190	-27.5%
	Sales/Services/Other	47,500	49,315	1,815	3.8%
	Total Auxiliary Revenue	\$1,703,826	\$1,627,453	(76,373)	-4.5%
Expense	Personnel Expense	243,893	250,402	6,509	2.7%
	Fuel/Electricity	203,656	207,580	3,924	1.9%
	Supplies/Services	767,077	735,405	(31,672)	-4.1%
	Travel	700	500	(200)	-28.6%
	Maintenance & Alterations	98,475	68,450	(30,025)	-30.5%
	Depreciation	255,919	241,339	(14,580)	-5.7%
	Other Expense	172,952	146,532	(26,420)	-15.3%
	Total Auxiliary Expense	\$1,742,672	\$1,650,208	(92,464)	-5.3%
	Operating Increase (Decrease)	\$(38,846)	\$(22,755)	\$16,091	-41.4%
Modified CashFlow	Add back Depreciation	255,919	241,339	(14,580)	-5.7%
	Less Capital Expenditures	0	0	0	
	Less Capital Reserve Funding	0	0	0	
	Less Debt Service	(217,073)	(218,584)	(1,511)	0.7%
	Net Change:	0	0	0	

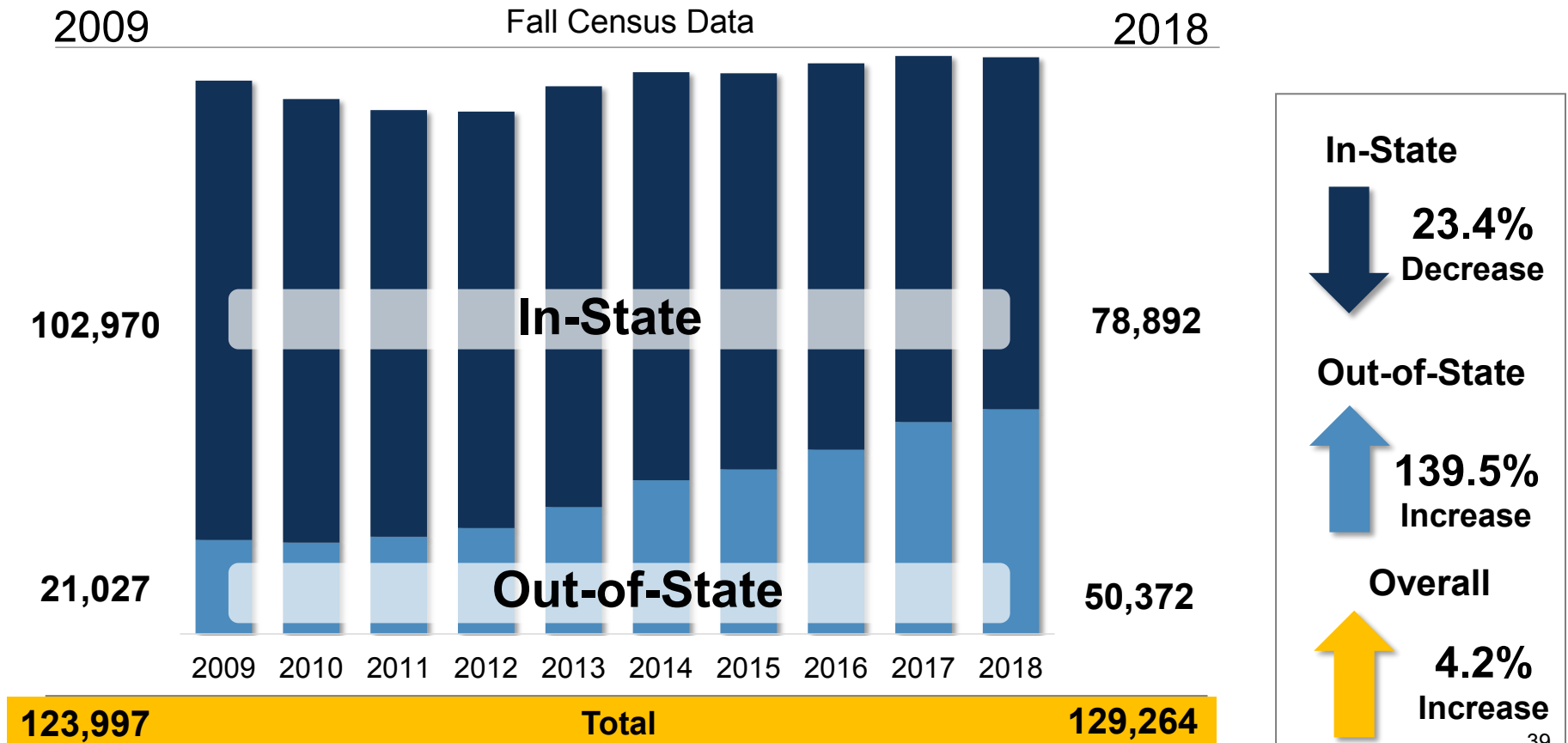


UMaine at Machias Comprehensive FY20 Budget: E&G and Auxiliary

		<u>FY19</u>	<u>FY20</u>	<u>\$ Change</u>	<u>% Change</u>
Revenue	Tuition & Fees	\$4,621,822	\$4,102,676	\$(519,146)	-11.2%
	Dining & Residence	1,718,766	1,623,388	(95,378)	-5.5%
	Less: Waivers/Scholarships	(1,230,633)	(1,213,443)	17,190	-1.4%
	Appropriation	5,205,449	5,366,231	160,782	3.1%
	Indirect Cost Recovery	60,000	60,000	0	0.0%
	Sales/Services/Other	346,167	333,912	(12,255)	-3.5%
	Total E&G_AUX Revenue	\$10,721,571	\$10,272,764	\$(448,807)	-4.2%
Expense	Personnel Expense	5,903,908	5,957,586	53,678	0.9%
	Fuel/Electricity	567,856	580,780	12,924	2.3%
	Supplies/Services	1,396,806	1,382,580	(14,226)	-1.0%
	Shared Services	1,250,590	1,261,736	11,146	0.9%
	Travel	246,342	253,508	7,166	2.9%
	Maintenance & Alterations	241,279	221,082	(20,197)	-8.4%
	Depreciation	749,092	731,597	(17,495)	-2.3%
	Other Expense	785,545	764,360	(21,185)	-2.7%
	Total E&G_AUX Expense	\$11,141,418	\$11,153,229	\$11,811	0.1%
	Operating Increase (Decrease)	\$(419,847)	\$(880,465)	\$(460,618)	109.7%
Modified CashFlow	Add back Depreciation	749,092	731,597	(17,495)	-2.3%
	Less Capital Expenditures	(6,500)	(11,408)	(4,908)	75.5%
	Less Capital Reserve Funding	0	0	0	
	Less Debt Service	(322,745)	(334,001)	(11,256)	3.5%
	Net Change:	0	\$(494,277)	\$(494,277)	

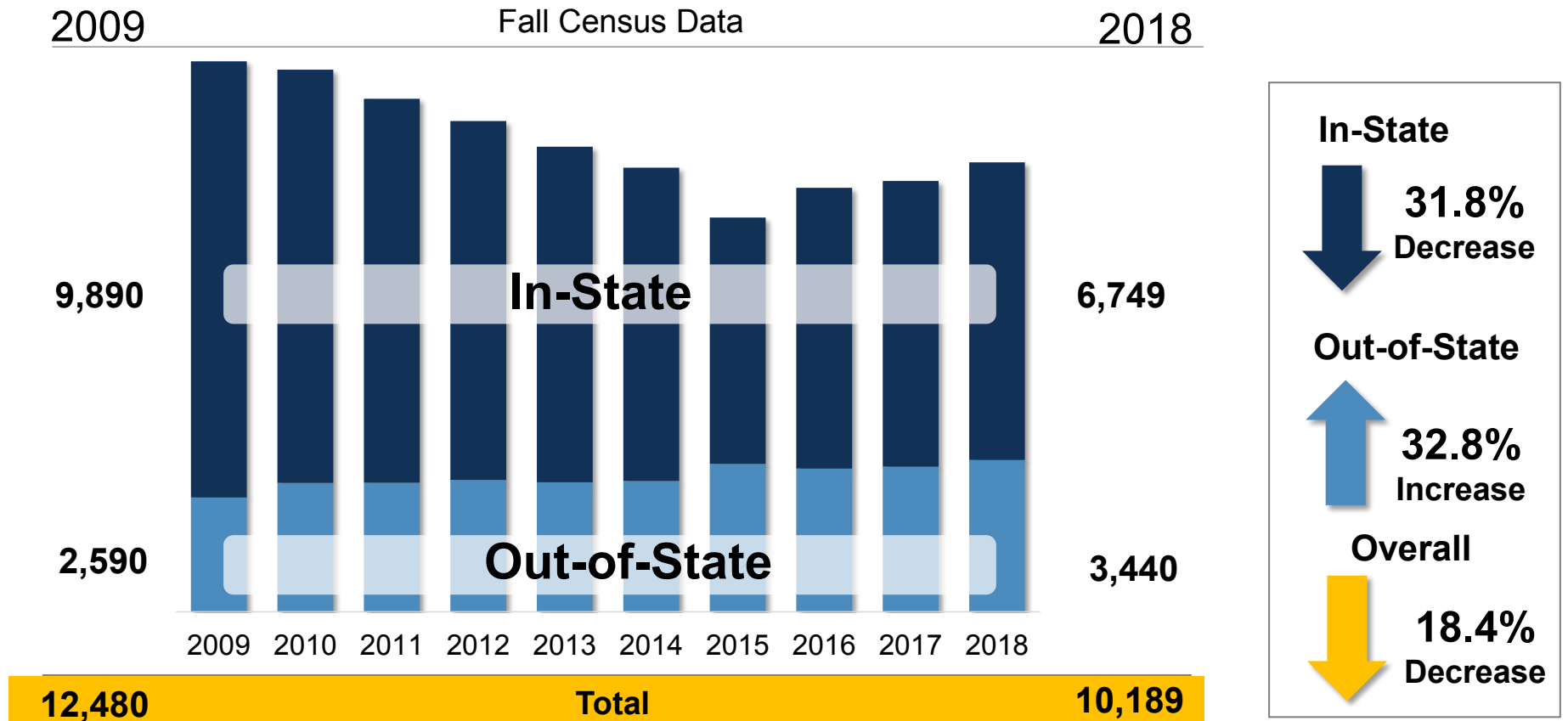


10-yr Undergraduate Credit Hour Comparison





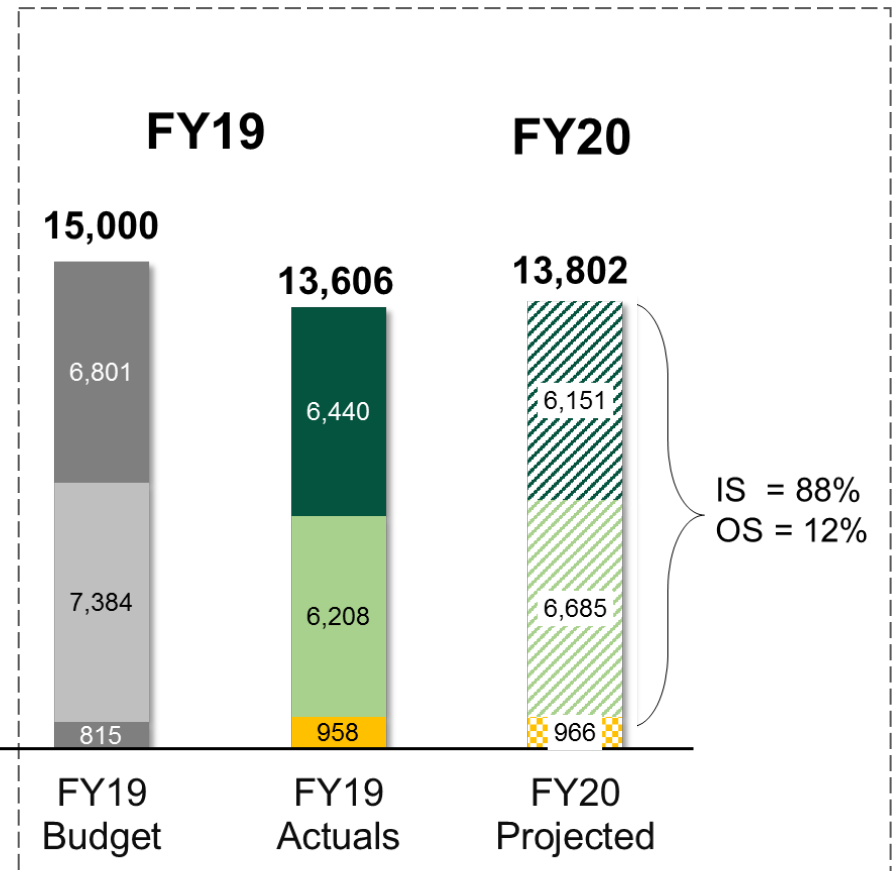
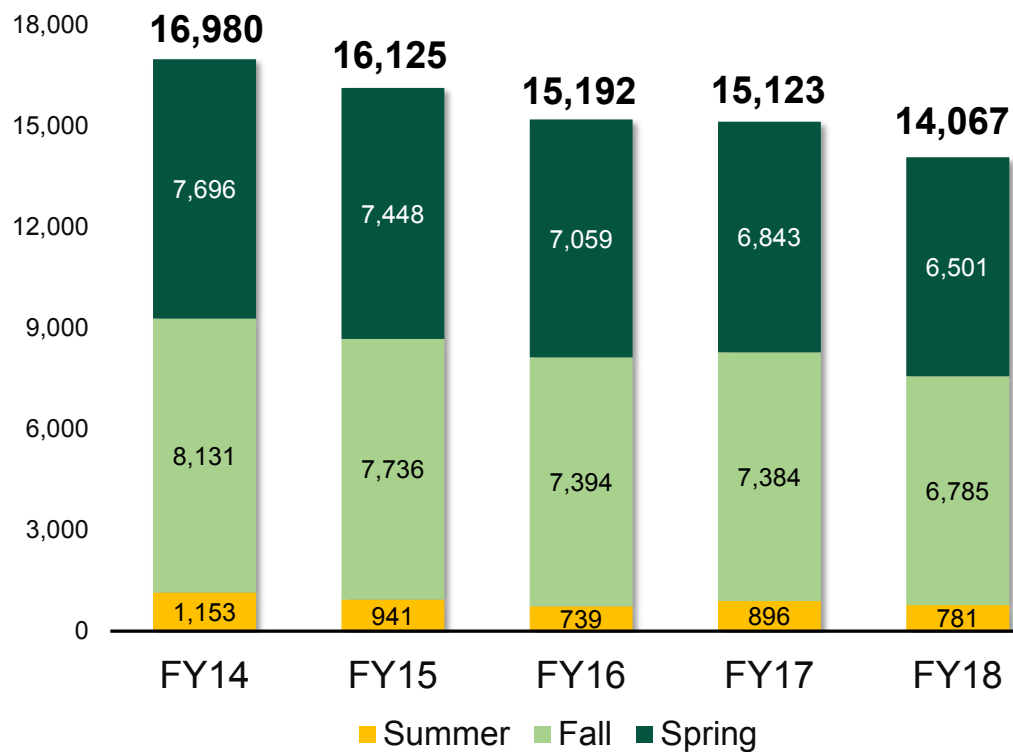
10-yr Graduate Credit Hour Comparison





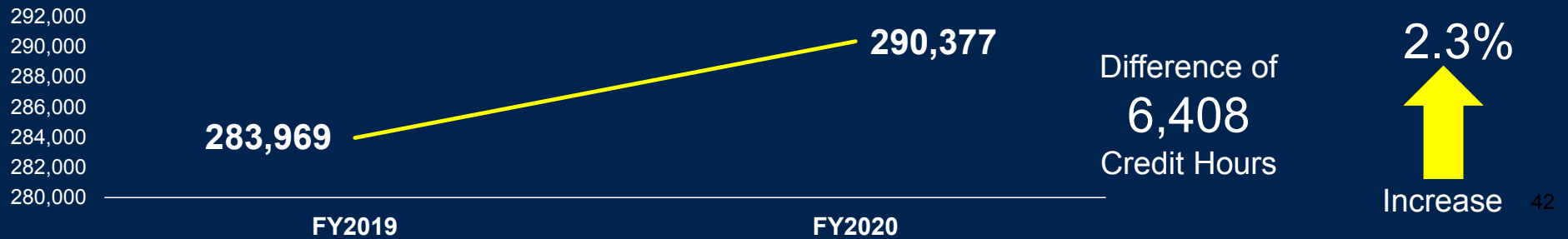
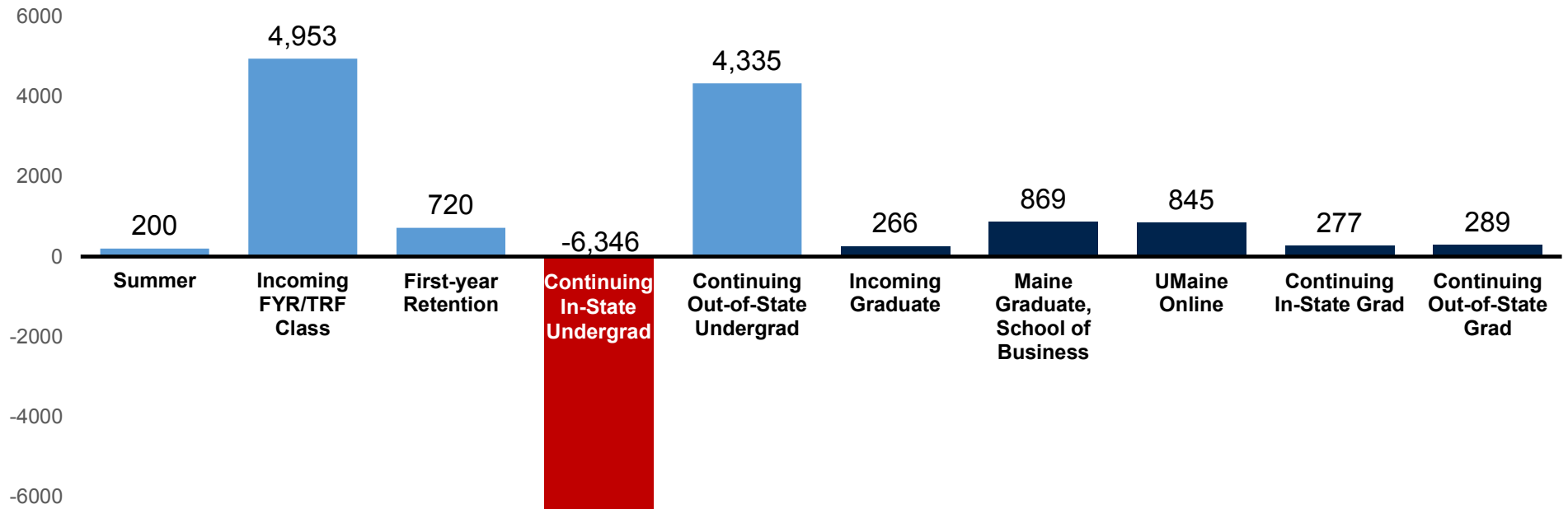
Comparing Credit Hours Over the Years

Actual Credit Hours at Census



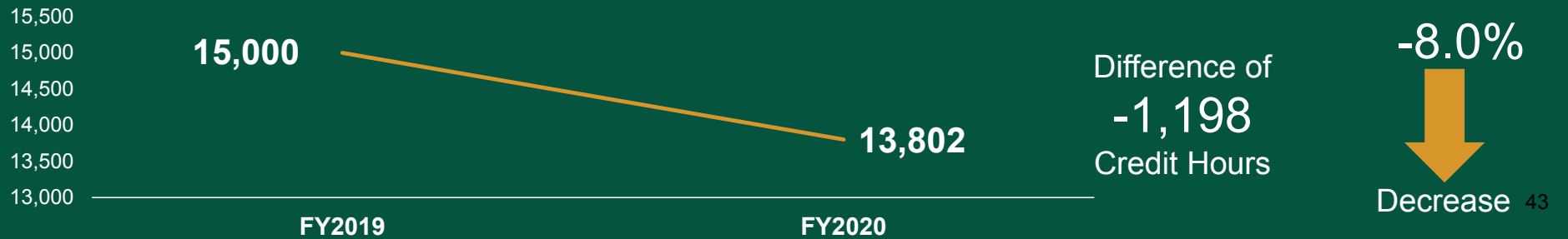
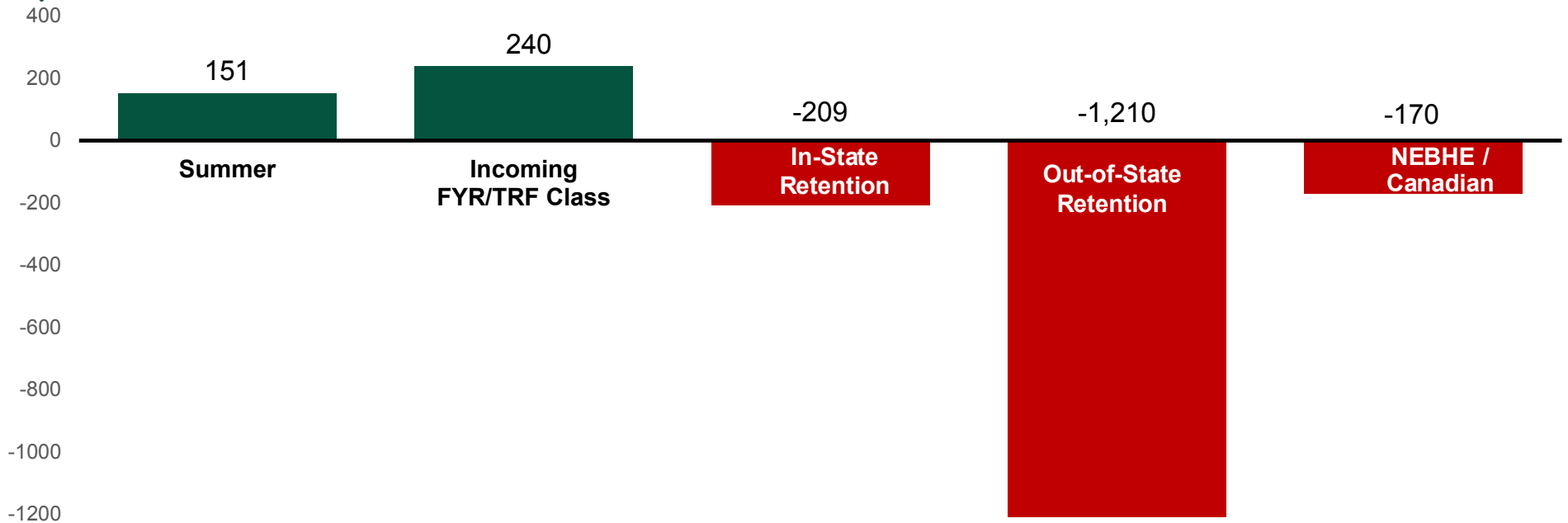


UMaine Credit Hour Changes FY2019 – FY2020



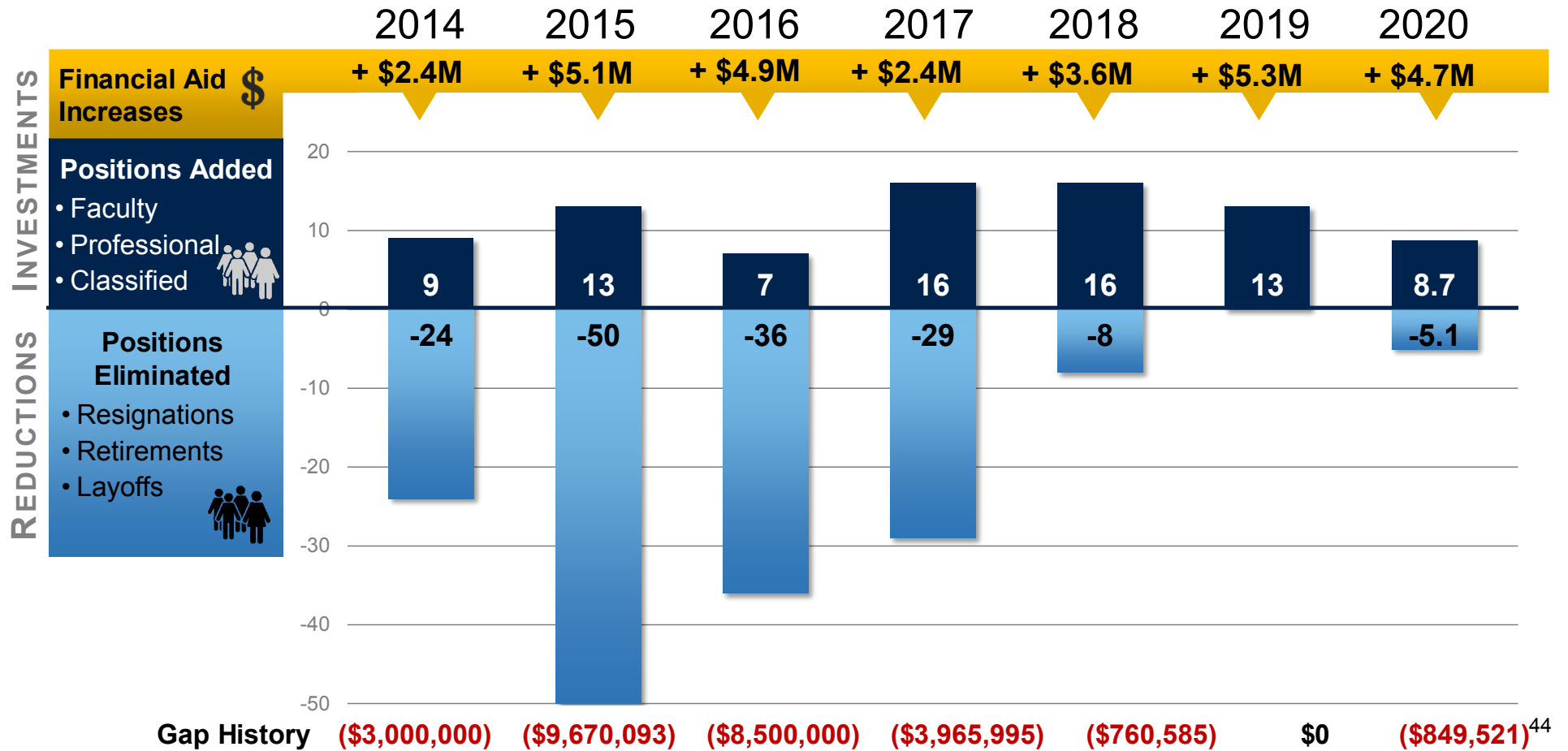


UMaine at Machias Credit Hour Changes FY2019 – FY2020





7-Year Strategic Realignment History





FY20 FTE Summary (E&G)

	Vacancies	Resignations /Retirements	Move to Other Funding	Investments	Total
Faculty/Staff	FTE	FTE	FTE	FTE	FTE
Faculty	(1.00)	(0.52)	-	6.27	4.75
Adjunct	(0.76)	-	-	0.68	(0.09)
Professional	(2.34)	-	(0.47)	1.50	(1.31)
Classified/Service	-	-	-	0.25	0.25
Total	(4.10)	(0.52)	(0.47)	8.69	3.60



What will Students Pay for Tuition, Room & Board?



University of Maine

	FY19	FY20	\$	%
Tuition - per Credit Hour	Current	Proposed	Increase	Increase
In-State Undergraduate	293	300	7	2.4%
In-State Graduate	439	450	11	2.5%
Out-of-State Undergrad	953	977	24	2.5%
Out-of-State Graduate	1,430	1,466	36	2.5%
NEBHE/Canadian (165% of In-State)				
Undergraduate	469	495	26	5.5%
Graduate	702	743	41	5.8%
Room & Board Rates				
	FY19	FY20	\$	%
	Current	Proposed	Increase	Increase
Room	5,396	5,518	122	2.3%
Board	5,022	5,148	126	2.5%
Average % R&B Increase				2.4%
Occupancy Rate				94%

UMaine at Machias

	FY19	FY20	\$	%
Tuition - per Credit Hour	Current	Proposed	Increase	Increase
In-State Undergraduate	233	239	6	2.6%
Out-of-State Undergrad	475	475	0	0.0%
NEBHE/Canadian (160% of In-State)				
Undergraduate	373	382	9	2.4%
Room & Board Rates				
	FY19	FY20	\$	%
	Current	Proposed	Increase	Increase
Room	4,460	4,600	140	3.1%
Board	4,335	4,580	245	5.7%
Average % R&B Increase				4.4%
Occupancy Rate				60%



What will be the Cost of Mandatory Fees?



University of Maine

		FY19 Current	(Annual) FY20 Proposed	Increase	
				\$	%
Graduate Student Activity Fee*	1 or More Credit Hours	90	90	0	-
Undergraduate Student Activity Fee*	6 or More Credit Hours	106	106	0	-
Communication Fee*	6 or More Credit Hours	30	30	0	-
Recreation Center Fee	0 to 5 Credit Hours	170	174	4	2.4%
	6 or More Credit Hours	284	292	8	2.8%
Unified Fee	0 to 5 Credit Hours	262	268	6	2.3%
	6 to 11 Credit Hours	800	820	20	2.5%
	12 to 15 Credit Hours	1,960	2,010	50	2.6%
	16 or More Credit hours	2,012	2,062	50	2.5%

*Student Voted Fee

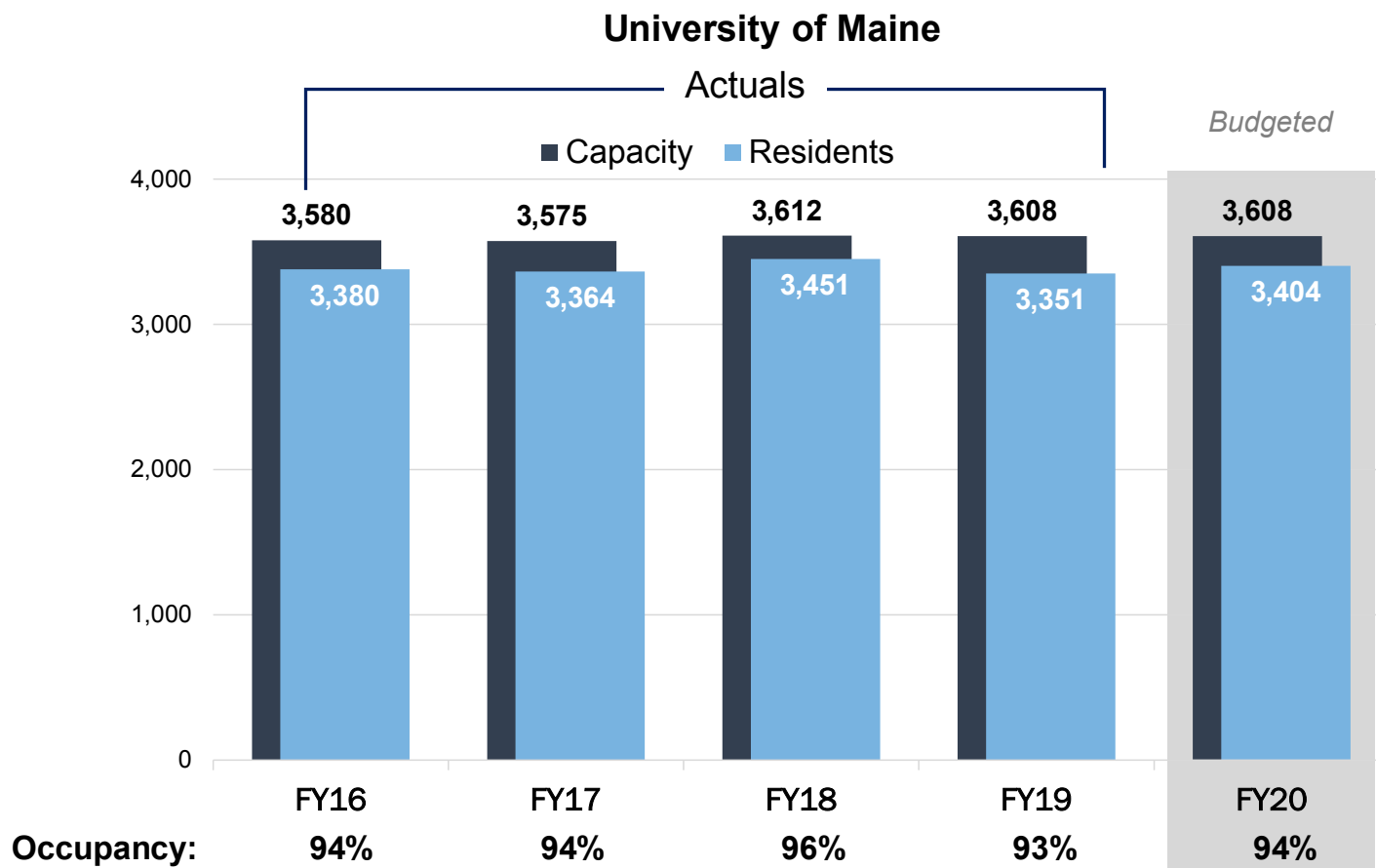
University of Maine at Machias

		FY19 Current	(Annual) FY20 Proposed	Increase	
				\$	%
Undergraduate Student Activity Fee*	Per Credit Hour, up to 11	11	11	0	-
	12 or More Credit Hours	240	240	0	-
Green Fee*	Flat Fee	0	20	20	New
Unified Fee	Flat Fee + Per Credit Hour	610	626	16	2.6%

*Student Voted Fee



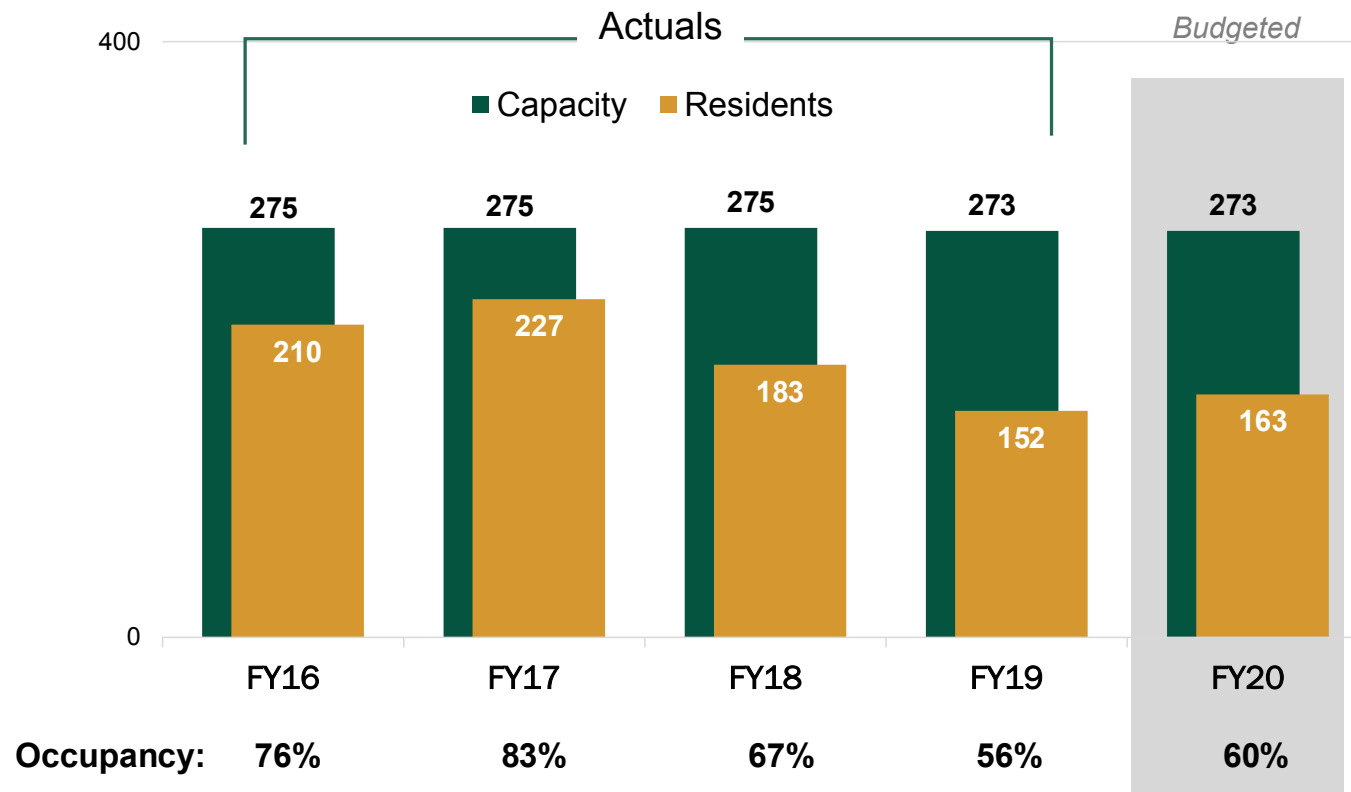
Residence Hall Capacity





Residence Hall Capacity

University of Maine at Machias





FY20 E&G and Auxiliary Depreciation Calculations

University of Maine

	FY19	FY20	% Change
E&G Depreciation Expense	13,788,287	15,946,215	15.7%
Less Capital Equipment & Transfers to Plant & Reserve	(5,186,064)	(5,691,193)	9.7%
Less Debt Service Principal Charges	(1,406,497)	(1,261,802)	-10.3%
Funded E&G Depreciation:	(6,592,561)	(6,952,995)	5.5%
Funded E&G Depreciation %:	47.8%	43.6%	
Auxiliary Depreciation Expense	3,999,166	3,657,981	-8.5%
Less Capital Equipment & Transfers to Plant & Reserve	(3,347,060)	(2,420,651)	-27.7%
Less Debt Service Principal Charges	(2,602,900)	(2,787,752)	7.1%
Funded Auxiliary Depreciation:	(5,949,960)	(5,208,403)	-12.5%
Funded Auxiliary Depreciation %:	148.8%	142.4%	
Combined Funded E&G and Auxiliary %:	70.5%	62.0%	



FY20 E&G and Auxiliary Depreciation Calculations

University of Maine at Machias

	FY19	FY20	% Change
E&G Depreciation Expense	493,173	490,258	-0.6%
Less Capital Equipment & Transfers to Plant & Reserve	(6,500)	(11,408)	75.5%
Less Debt Service Principal Charges	(105,672)	(115,417)	9.2%
Funded E&G Depreciation:	(112,172)	(126,825)	13.1%
Funded E&G Depreciation %:	22.7%	25.9%	
Auxiliary Depreciation Expense	255,919	241,339	-5.7%
Less Capital Equipment & Transfers to Plant & Reserve	0	0	-
Less Debt Service Principal Charges	(217,073)	(218,584)	0.7%
Funded Auxiliary Depreciation:	(217,073)	(218,584)	0.7%
Funded Auxiliary Depreciation %:	84.8%	90.6%	
Combined Funded E&G and Auxiliary %:	44.0%	47.2%	



Preliminary Base FY20 Facility Capital Investments



University of Maine

	<u>E&G</u>	<u>Auxiliary</u>
Various Projects; annual funded depreciation	\$2,841,972	
Engineering Education Design Center	500,000	
Projects that come up on an annual basis	487,582	
Memorial Gym funded depreciation	140,000	
Alfond Arena funded depreciation	48,500	
Installation of Cat 6 ethernet cable in various residence halls		\$ 832,889
Capital reserve deposit (to be utilized in FY21 or after)		1,137,951
Total:	\$4,018,054	\$1,970,840

University of Maine at Machias

	<u>E&G</u>	<u>Auxiliary</u>
Projects that come up on an annual basis	11,000	0
Total:	\$11,000	0



Reserves



(Excerpt from FY18 Composition of Unrestricted Net Position)

University of Maine

<u>Educational & General</u>	<u>FY18</u>	<u>FY17</u>
E&G Operations	22,683,619	20,901,518
Capital Equipment	978,844	978,844
Compensation	1,266,042	1,266,042
Capital Project Bridge Loans	5,300,683	4,501,581
Sub-Total:	30,229,188	27,647,984
Facilities Capital Planning (E&G)	7,807,939	7,411,187
<u>Auxiliaries</u>	<u>FY18</u>	<u>FY17</u>
Residence Operations	7,204,115	6,294,107
Dining Services	5,300,818	4,951,369
Campus Rec Center	1,549,901	1,484,076
Bookstore	781,389	599,946
University Printing Services	141,663	88,258
Memorial Union	132,176	121,200
Motor Pool	12,420	18,708
Forestry Motor Pool	29,937	20,520
Aircraft	9,176	(805)
Sub-Total:	15,161,593	13,577,378
Facilities Capital Planning (AUX)	3,808,916	4,927,593

University of Maine at Machias

<u>Educational & General</u>	<u>FY18</u>	<u>FY17</u>
E&G Operations	1,202,762	750,768
E&G Maintenance	191,645	191,645
Departmental Initiatives	137,157	116,786
Sub-Total:	1,531,564	1,059,200
Facilities Capital Planning (E&G)	227,457	789,870
<u>Auxiliaries</u>	<u>FY18</u>	<u>FY17</u>
Bookstore	(4,182)	(9,576)
Dining & Residence Halls	(810,497)	(710,222)
Motor Pool	42,984	49,450
Sub-Total:	(771,695)	(670,347)
Facilities Capital Planning (AUX)	0	0



FY20 Budget Presentation

March 19, 2019





Health Sciences with Professional Programs

- ✦ Nursing
- ✦ Behavioral Science
- ✦ Business
- ✦ Criminal Justice
- ✦ Forestry
- ✦ Biology/Environmental Science





Planning for the Future

- ✦ Academic Program Review
- ✦ Revitalizing and Reimagining Curricula & Faculty Positions
- ✦ Using Market Data
- ✦ State & Regional Needs
- ✦ Interests of Students
- ✦ Careers of the Future
- ✦ Focus on Strategic Priorities





Academic & Budget Priorities for 2019 & 2020

Fill Critical Vacant Positions:

- █ Criminal Justice
- █ Business
- █ Behavioral Science
- █ Biology

Grow Nursing

Implement Innovative Marketing Initiatives

Strengthen UMFK/UMPI Collaborations

Discussions Including Possible Shared Positions

Second Year Investments





Academic Programs for Examination & Curricular Alignment

- Process
- Programs
- Overall Curricular Review
- Collaboration & the Future





Investment Priorities for New Funds

Academic Partnerships

1.0 New Positions

Leverage Collaborations with UMPI

0.5 New Positions

Infrastructure and Equipment

Student Services

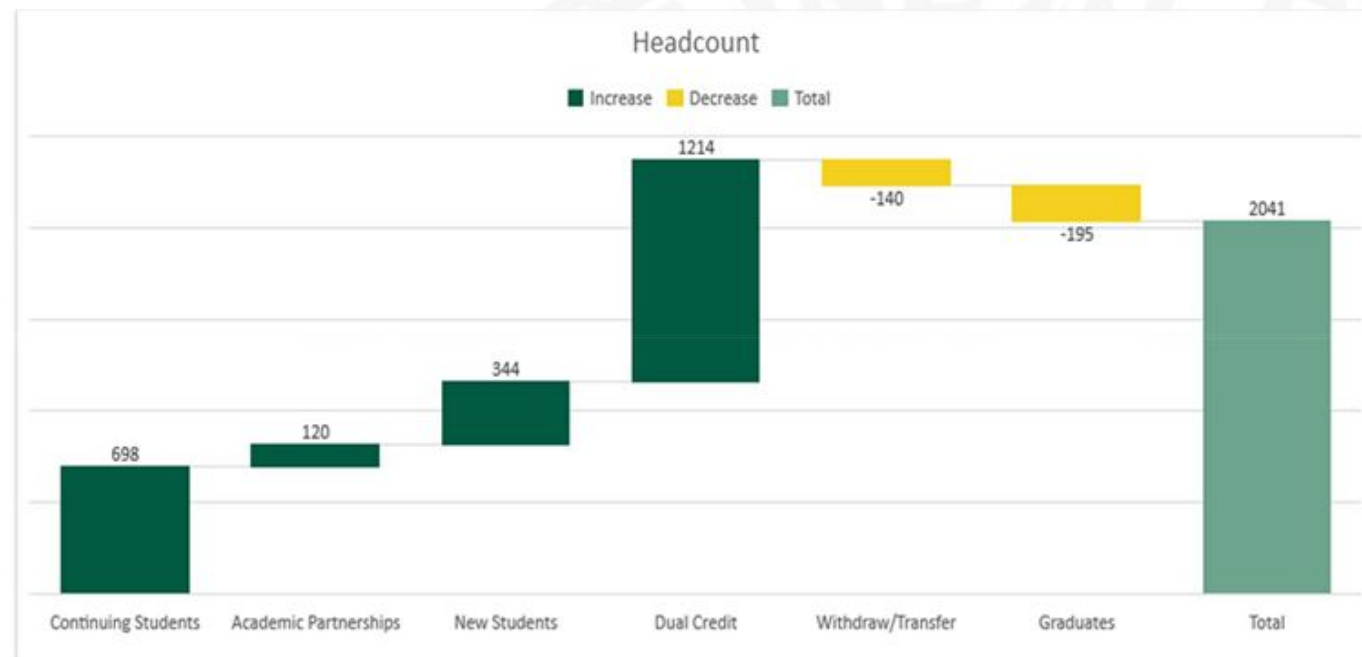
Early College

Financial Aid Increases



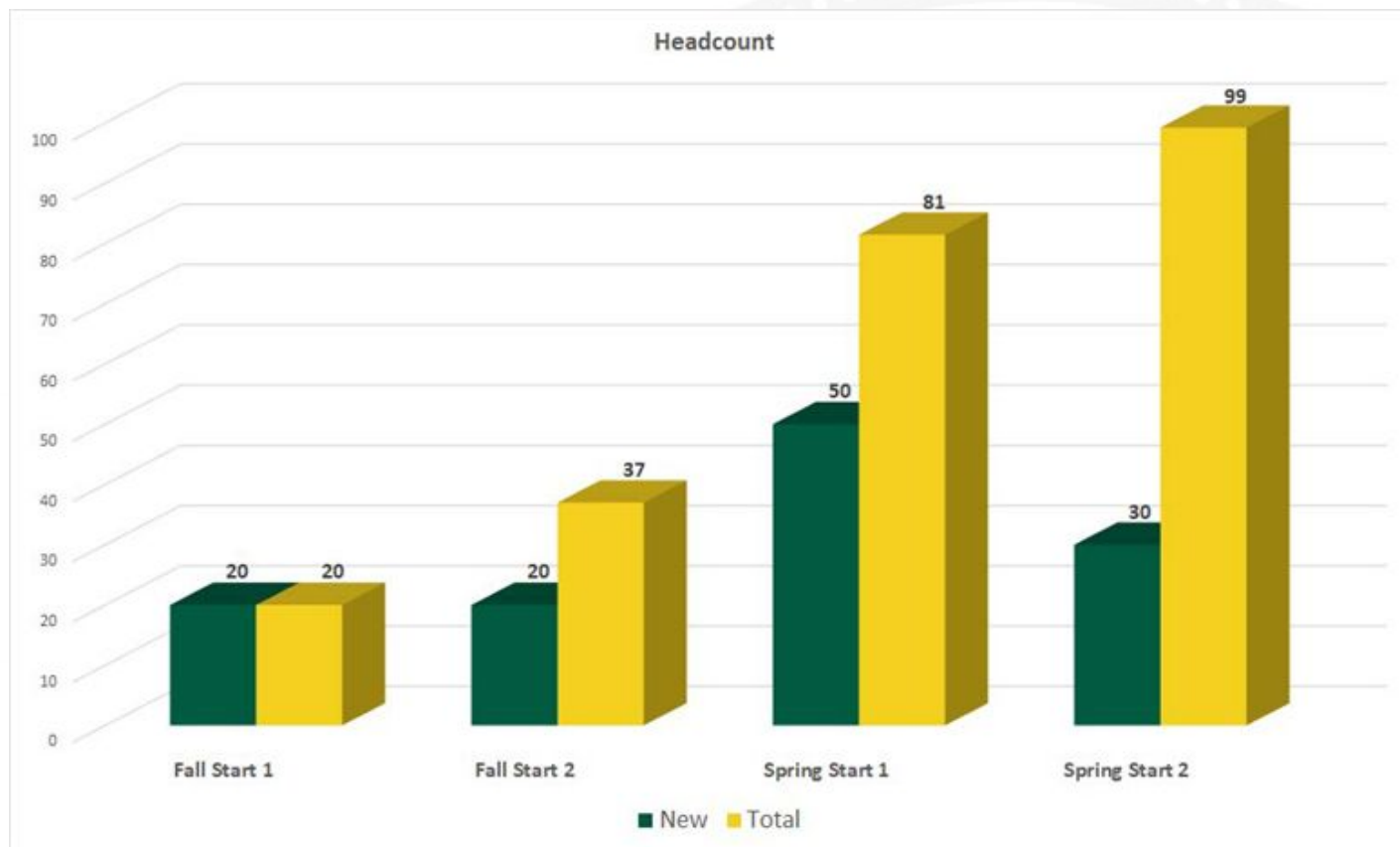


2019 – 2020 Enrollment Projections



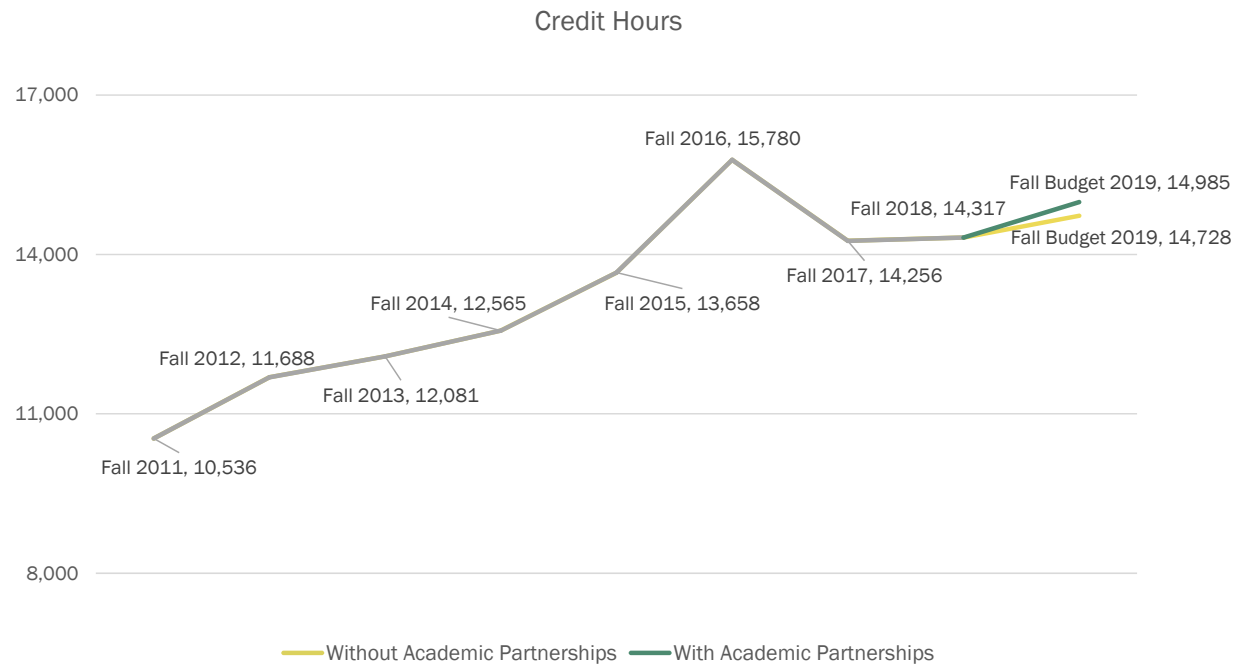


RN to BSN & Academic Partnerships





Comparing Fall Credit Hours & Academic Partnerships



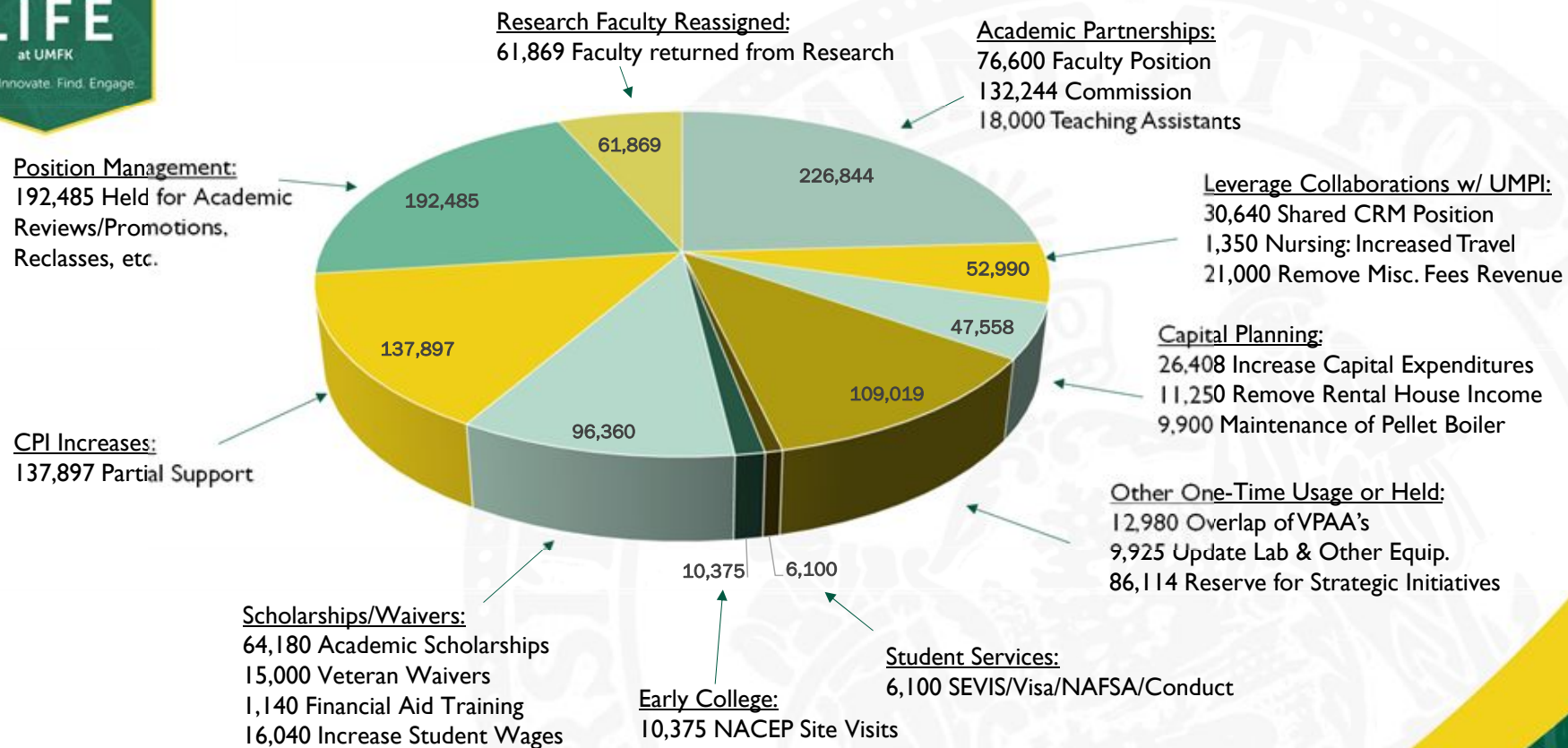


Changes in Tuition & Fees

	FY19	FY20	Increase/ Decrease	Impact on Revenue
In-State Tuition	233	239	6	117,966
Out-of-State Tuition	373	382	9	49,509
Unified Fee	30	30	0	0
Graduation Fee	50	0	-50	-10,000
Transcript Fee	3	0	-3	-4,000
Orientation Fee	50	0	-50	-5,000
Late Registration Fee	50	0	-50	-2,000
Room	4,250	4,460	210	36,540
Board	3,870	3,900	30	0

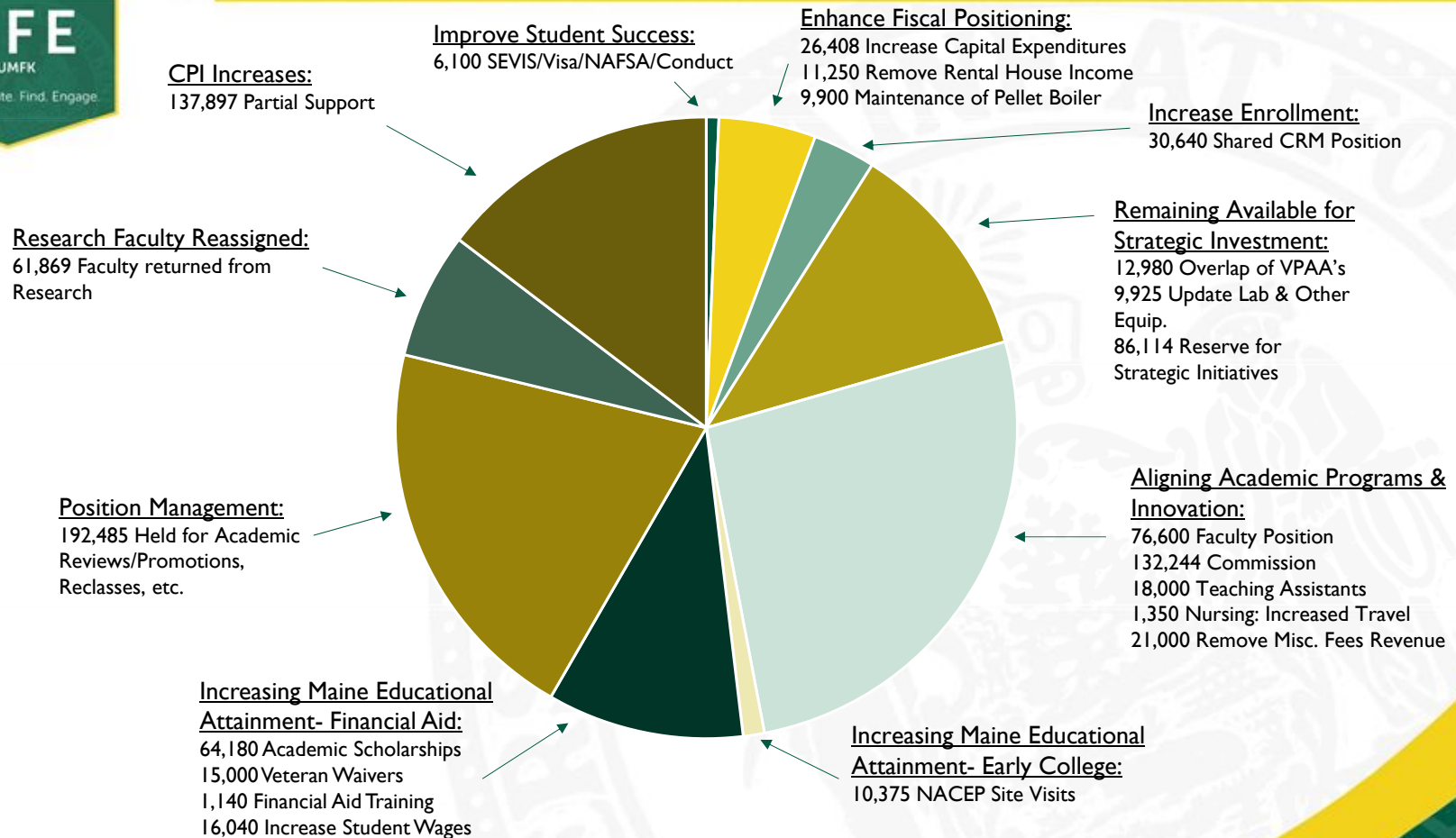


Investment of Appropriation Increase by Projects





Investment of Appropriation Increase by Goals/Outcomes





Position Management

Changes:	Faculty	Staff
Placeholder in anticipation of A.P. needs	1.00	—
Reallocated clinical Supervisor to Nursing Faculty	1.00	-1.00
Shared w/UMPI- CRM & Communications Manager	—	0.50
Removed West Coast Recruiter (through attrition)	—	-0.75
Removed Proposed Tennis Coach/SID Position	—	-1.00
Removed Proposed Admin. Asst./Operations Manager	—	-1.00
TOTAL FTE CHANGES	2.00	-3.25



Financials Page 1

	ACTUALS			FORECAST	BUDGET	Δ FY19 TO FY20
	<u>FY16</u>	<u>FY17</u>	<u>FY18</u>	<u>FY19</u>	<u>FY20</u>	
Tuition & Fee Revenue	8,189,806	8,782,839	8,674,237	8,857,649	8,978,774	121,125
Dining & Residence Rev	1,653,276	1,512,141	1,297,601	1,351,345	1,407,995	56,650
Waivers/Scholarships	<u>-948,992</u>	<u>-1,036,163</u>	<u>-1,501,463</u>	<u>-1,626,594</u>	<u>-1,693,171</u>	<u>-66,577</u>
Net Student Charges	8,894,090	9,258,817	8,470,375	8,582,400	8,693,598	111,198
State Appropriation	4,622,357	5,308,503	6,513,346	6,877,413	7,818,910	941,497 ★
Indirect Cost Recovery	37,167	49,376	43,369	32,500	37,500	5,000
Sales/Services/Auxiliary	468,945	535,021	470,090	323,782	288,100	-35,682
Total Revenue	14,022,559	15,151,717	15,497,180	15,816,095	16,838,108	1,022,013



Financials Page 2

	<u>FY16</u>	<u>FY17</u>	<u>FY18</u>	<u>FY19</u>	<u>BUDGET FY20</u>	<u>Δ FY19 TO FY20</u>	
Personnel Expense	8,910,552	9,179,647	9,484,524	9,625,706	10,247,077	621,371	★
Fuel & Electricity	634,115	611,357	568,240	631,346	635,937	4,591	
Supplies & Services	1,617,082	1,302,311	1,272,433	1,215,883	1,348,241	132,358	★
Shared Services	1,343,448	1,514,685	1,677,758	1,879,146	1,949,296	70,150	
Interdept'l charges & credits		-3,001	-27,904	500		-500	
Travel	311,165	303,866	347,921	382,750	401,100	18,350	
Membership/Contrib./Sponsorship	44,145	60,043	59,944	35,620	69,690	34,070	
Maintenance & Alt	277,649	294,985	262,827	306,624	304,941	-1,683	
Library Acquisitions		49,771	53,941	61,200		-61,200	
Interest Expense	277,984	273,798	253,702	242,406	226,866	-15,540	
Depreciation	856,020	882,480	847,527	941,104	946,429	5,325	
Other	1,498,631	948,665	526,024	675,391	832,513	157,122	★
Net transfers		537,074	-124,238	-19,166		19,166	
Total Operating Expenses	15,770,791	15,955,681	15,202,699	15,978,510	16,962,090	983,580	
						0	
Operating Increase/Decrease	-1,748,232	-803,964	294,481	-162,415	-123,982	38,433	
						0	
Plus depreciation	856,020	882,480	847,527	941,104	946,429	5,325	
Less Capital Expenditures	-219,968	-471,098	-289,688	-220,000	-246,408	-26,408	
less Debt Service Principal	-387,300	-579,973	-541,167	-555,488	-576,039	-20,551	
Less Capital Reserve		-27,445				0	
Net Change Before Adj. & Transfers	-1,499,480	-1,000,000	311,153	3,201	0	-3,201	



Financials Footnotes

Personnel Expense Increase:

A.P. Faculty	76,600
Faculty Returned	61,869
Shared CRM Position	30,640
Reserve for ATB increase	243,737
Student Wages	16,040
Reserve for Merit/Reclasses	192,485
TOTAL	621,371

Supplies & Services Increase:

- Includes 132,244 commission to Academic Partnerships

Other Increases:

- Includes 86,114 Reserve for Strategic Initiatives; 9,925 lab equip.

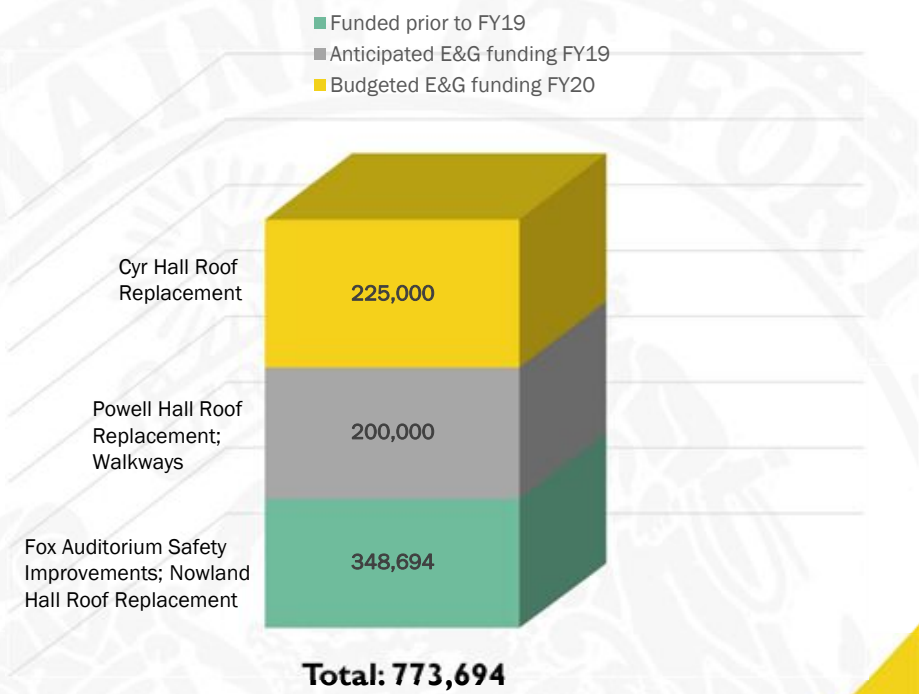
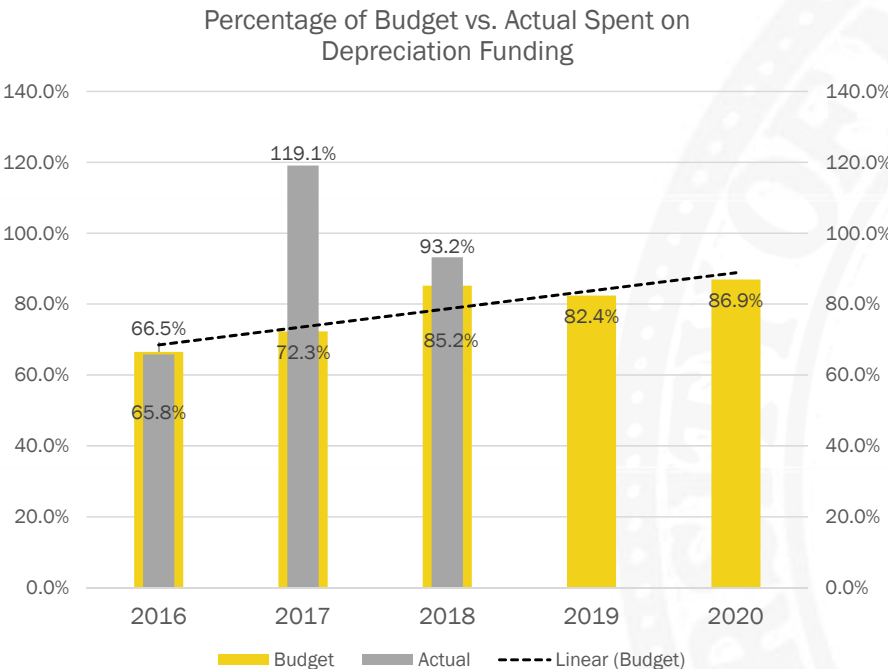


E&G and Auxiliary

	E&G	Auxiliary	Combined
Net Student Charges	7,345,603	1,347,995	8,693,598
State Appropriation	7,818,910		7,818,910
Indirect Cost Recovery	37,500		37,500
Sales/Services/Auxiliary	184,200	103,900	288,100
Total Revenue	15,386,213	1,451,895	16,838,108
Total Operating Expenses	15,228,185	1,733,905	16,962,090
Operating Increase/Decrease	158,028	-282,010	-123,982
Plus Depreciation	713,898	232,531	946,429
Less Capital Expenditures	-225,000	-21,408	-246,408
Less Debt Service Principal	-346,039	-230,000	-576,039
Net Change	300,887	-300,887	0



Depreciation Funding





Renovation through Replacement

Property	Square Footage	Deferred Maintenance
Cyr House	2,514	\$118,066
Madawaska House	4,457	\$434,224
Madawaska Garage	288	\$28,508
St. David House	3,160	\$148,404
<i>Gross Reduction</i>	<i>10,419</i>	<i>\$729,202</i>
Increase- Enrollment/Advancement Center	8,400	\$0
Net Reductions ↓	2,019	\$729,202



Investment Matters

April 15, 2018 Concept Estimate	\$2,678,100	
Bond Proceeds	\$2,990,000	
July 27, 2018 Concept Estimate	\$3,848,600	
<i>Total to Fund:</i>		\$858,600
Per Sightlines – Elimination of deferred maintenance		\$729,202
Per Sightlines – Reduction in annual operating costs:		
Operating Costs		\$38,001
Materials		\$4,610
Hourly Staffing		\$596
Ongoing annual savings (in “today’s dollars”)		\$43,207

NET ASSET VALUE:
Before 59% After 61%



Space Reduction

	Square Footage	Deferred Maintenance	
Renovation through Replacement (from previous slide)	10,419	\$729,202	Space Reduction Initiative Request
Kelly House	N/A	N/A	Space Reduction Initiative Request
Haenssler Honors Center Garage	440	\$42,867	Space Reduction Initiative Request
Gagne House	2,066	\$201,281	Propose to add to Space Reduction Initiative Request
Blier Garage	1,820	\$177,314	Propose to sell
Total Reductions	14,745	\$1,150,664	
Renovation through Replacement Increase	-8,400	\$0	
Net Reductions (Proposed)	6,345	\$1,150,664	

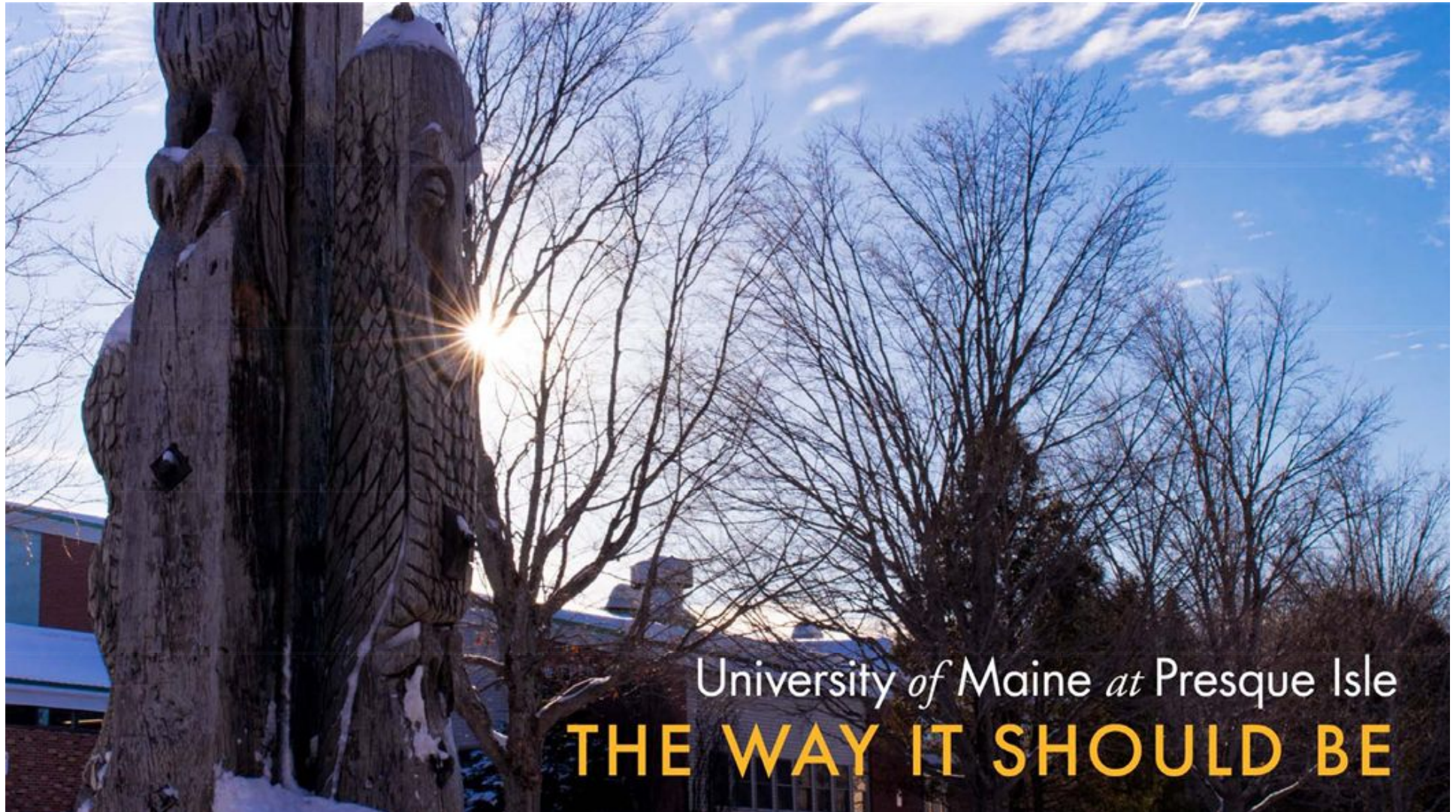
2.3% of UMFK Square Footage



SUMMARY: Health Sciences Campus with Professional Programs: Implementing the Vision

- Alignment of Academic Programs
- New Marketing Initiatives including LIFE
- Continuing Engagement in the recruitment Cycle
- Academic Partnerships
- Use of Ruffalo Noel Levitz Data
- Academic Program Review & Curricular Revision
- UMFK/UMPI and System-wide Collaborations
- Focus on Strategic Priorities

Thank you!



FY2020 Headlines

- **UMPI submitting a balanced budget for FY2020**
 - Continue to have a deficit in E&G with Auxiliary contributing to an overall balanced position
- **“Right-sized” credit hour projections to match actuals as well as demographic trends**
 - Reduced overall credit hour projection by 2,676 from FY2019
- **New Funding Model provides an additional \$508,682 to base appropriation**
 - Investments into CBE curriculum development and staffing
 - Assisted in reaching balanced budget; while appropriately adjusting credit hour projections
- **Expecting new enrollments in Fall 2019 due to new agreement with Academic Partnerships**

THE WAY IT SHOULD BE



UMPI & Academic Partnerships

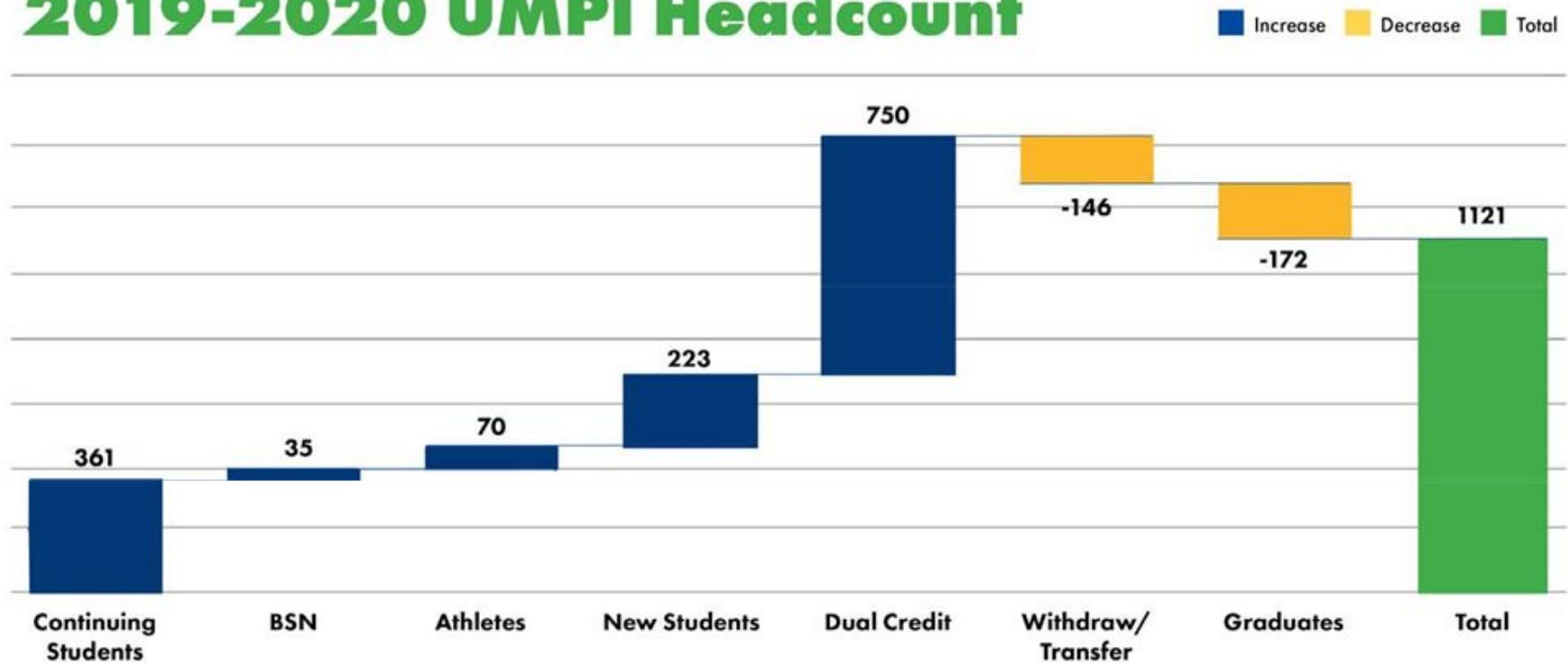
- **UMPI rolling out in Phase I with Your Pace (CBE) programming**
 - Enrollments from partnerships expected in Fall semester
- **Offering six 8-week sessions**
- **Flat \$1,400 cost per session**
 - Actual credits taken does not affect revenue
 - Budget set accordingly to use # of sessions versus credit hours
- **Multiple implementation meetings held to ensure solid start**



THE WAY IT SHOULD BE



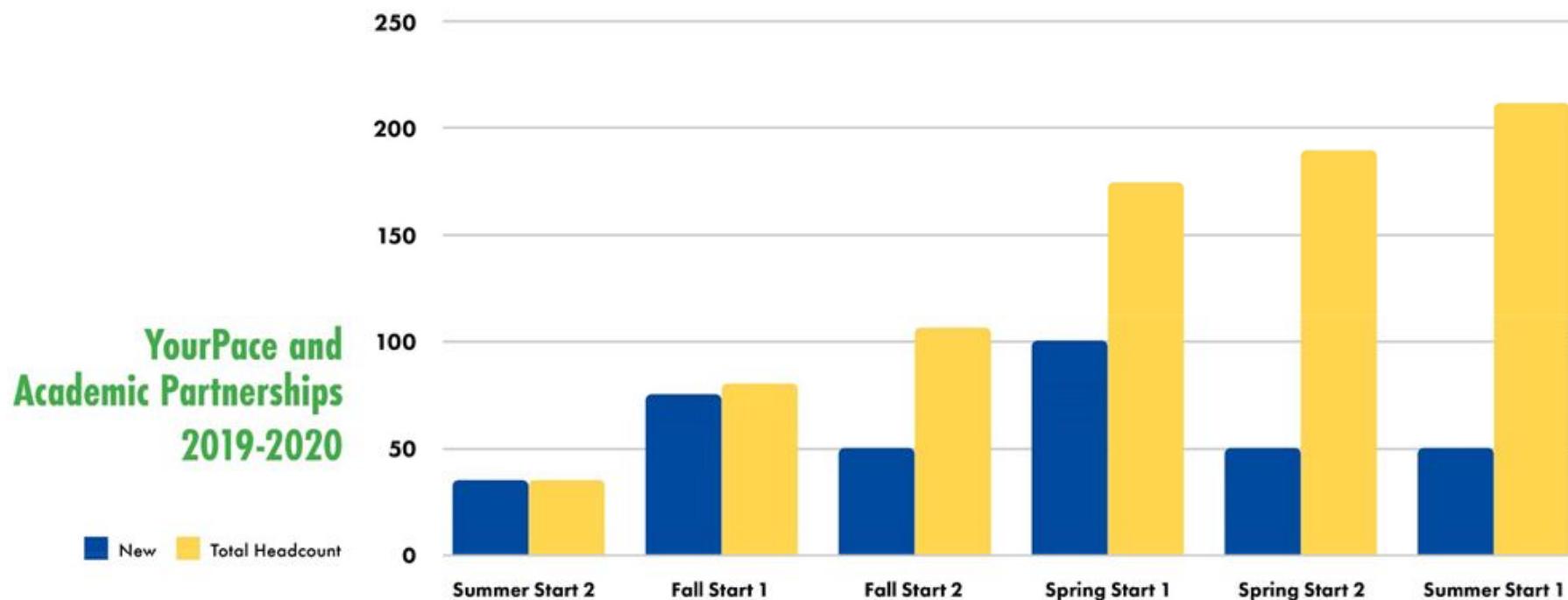
2019-2020 UMPI Headcount



THE WAY IT SHOULD BE



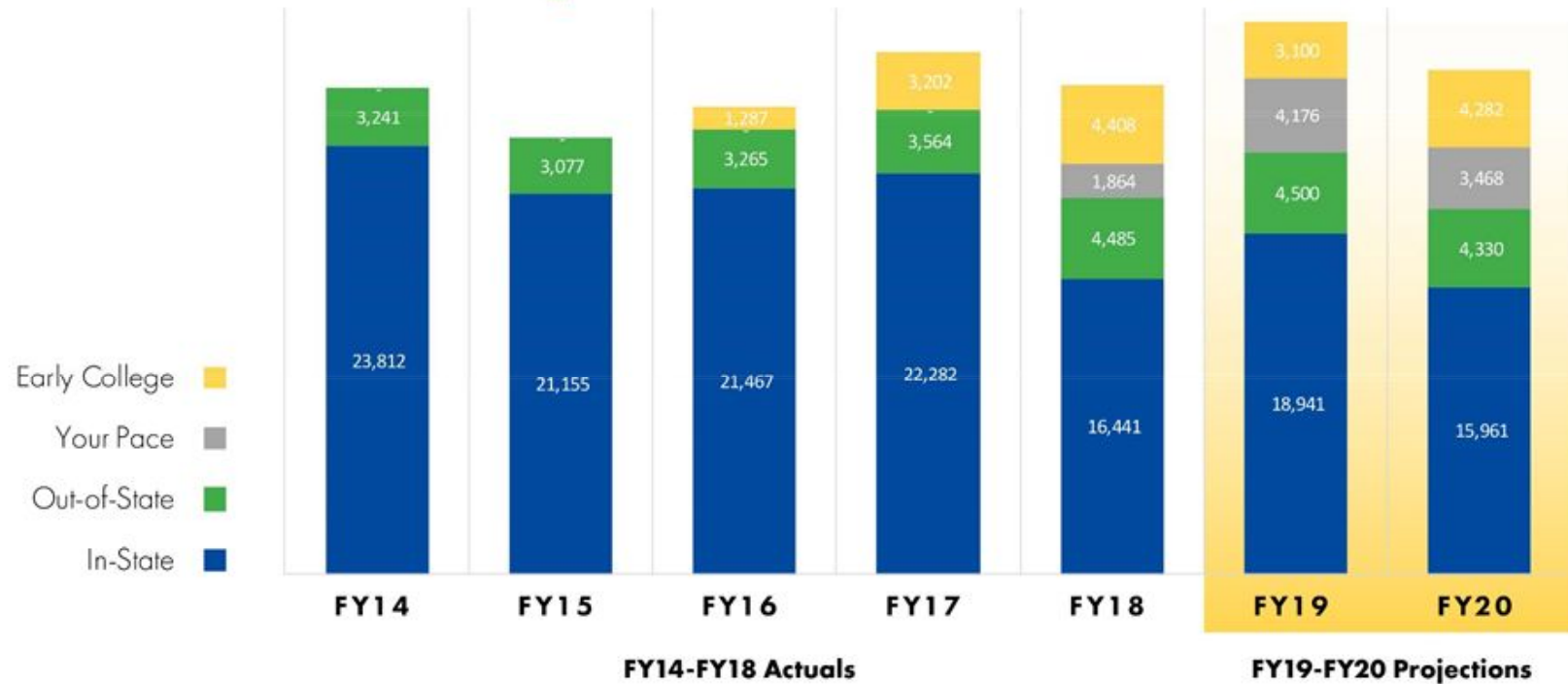
Academic Partnerships Enrollment Projections



THE WAY IT SHOULD BE



Credit Hour Projections



THE WAY IT SHOULD BE





Tuition & Rate Adjustments

Rate Type		Current	Proposed	Change	
Tuition	In-state	\$233	\$239	\$6	2.6%
	Out-of-State	\$373	\$382	\$9	2.4%
Your Pace (CBE)		n/a	\$1,400	n/a	n/a
Unified Fee	Regular	\$25	\$30	\$5	20%
	Outreach	\$20	\$20	\$0	0%
Room	Double Room	\$4,850	\$4,850	\$0	0%
Board	14 Meal Plan	\$3,556	\$3,646	\$90	2.5%

- **In-State Tuition** remains consistent with other campuses in Unified Budget Tier
- **Your Pace** rate coordinated with Academic Partnerships
- **Unified fee** increase part of effort to align with UMFK
 - Creates consistency for students in program shared between campuses

THE WAY IT SHOULD BE



Revenue - E&G

	Tuition & Fees		
	FY2019	FY2020	Change
Tuition	\$7,120,057	\$6,492,137	-\$627,920
Your Pace (CBE)	\$696,000	\$1,474,000	\$778,000
Unified Fee	\$625,000	\$737,190	\$112,190
Online Fee	\$160,000	\$125,000	-\$35,000
Other Fees	\$178,840	\$161,097	-\$17,743
Total	\$8,779,897	\$8,989,424	\$209,057

- **Represents Non-AP Tuition revenue**
 - Does include Early College
- **Decreases due to adjustment of projected traditional credits**
- **In-State non-early college primary source of reduction**
 - 2,980 credit hour reduction or \$694,340



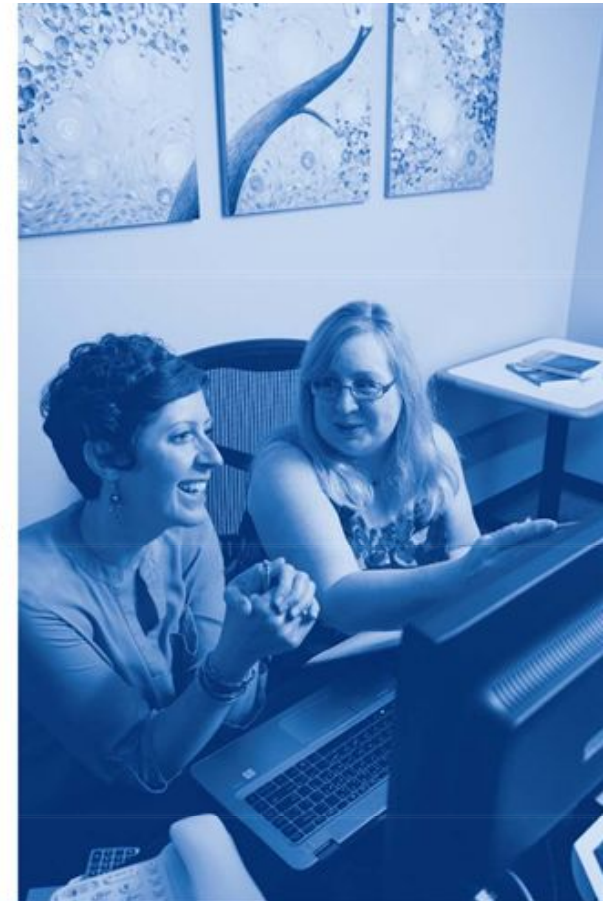
THE WAY IT SHOULD BE



Revenue - E&G

	Tuition & Fees		
	FY2019	FY2020	Change
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Online Fee	\$160,000	\$125,000	-\$35,000
Other Fees	\$178,840	\$161,097	-\$17,743
Total	\$8,779,897	\$8,989,424	\$209,057

- **Represents revenue/enrollment in Your Pace program**
 - \$1,113,000 from new AP agreement (795 subscriptions)
 - \$361,000 from remaining Non-AP Your Pace students (361 subscriptions)
- **Budget includes expense of AP commission – 50% (\$565,500)**



THE WAY IT SHOULD BE



Revenue - E&G

Tuition & Fees			
	FY2019	FY2020	Change
Tuition	\$7,120,057	\$6,492,137	-\$627,920
Your Pace (CBE)	\$696,000	\$1,474,000	\$778,000
Unified Fee	\$625,000	\$737,190	\$112,190
Online Fee	\$160,000	\$125,000	-\$35,000
Other Fees	\$178,840	\$161,097	-\$17,743
Total	\$8,779,897	\$8,989,424	\$209,057

- Unified Fee raised by \$5.00
- Total revenue represents increase of fee as well as reduction of credits



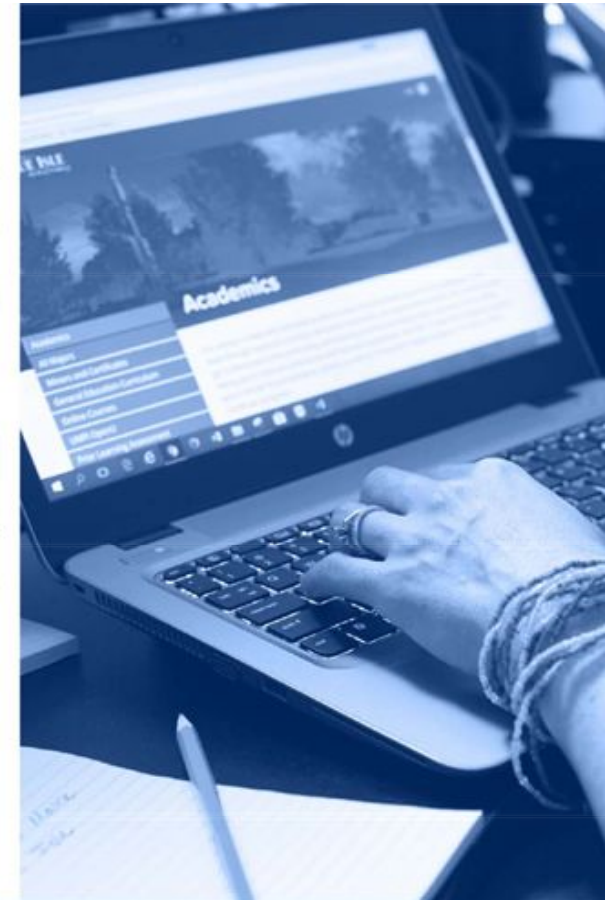
THE WAY IT SHOULD BE



Revenue - E&G

	Tuition & Fees		
	FY2019	FY2020	Change
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Online Fee	\$160,000	\$125,000	-\$35,000
Other Fees	\$178,840	\$161,097	-\$17,743
Total	\$8,779,897	\$8,989,424	\$209,057

- **Online Fee - \$25.00 per online credit**
- **Reduced total revenue projections to match actuals from last two fiscal years**



THE WAY IT SHOULD BE



Revenue - E&G

	Tuition & Fees		
	FY2019	FY2020	Change
Tuition	\$7,120,057	\$6,492,137	-\$627,920
Your Pace (CBE)	\$696,000	\$1,474,000	\$778,000
Unified Fee	\$625,000	\$737,190	\$112,190
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Other Fees	\$178,840	\$161,097	-\$17,743
Total	\$8,779,897	\$8,989,424	\$209,057

- **2.3% increase to total revenue**



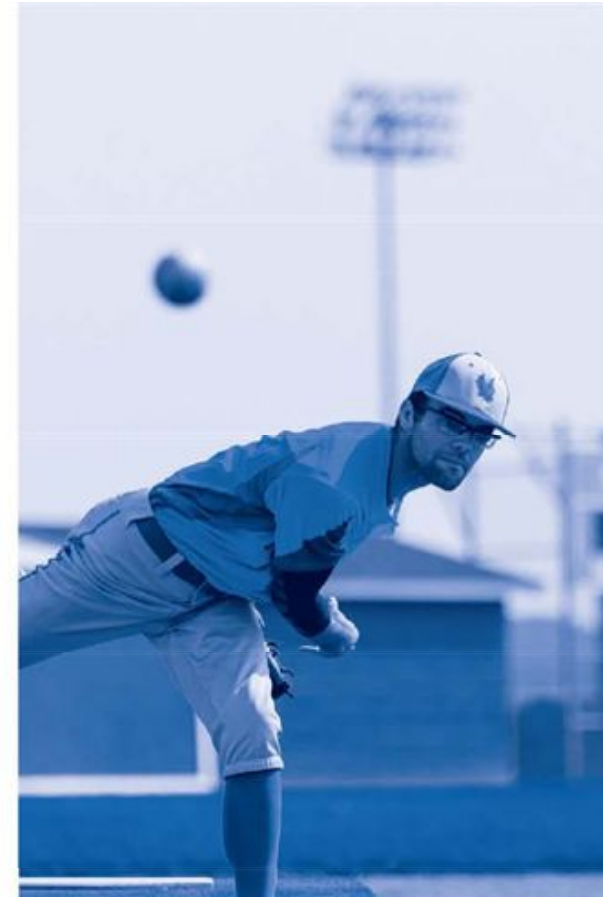
THE WAY IT SHOULD BE



Revenue - E&G

	State Appropriation		
	FY2019	FY2020	
Appropriation (Base)	\$7,508,452	\$7,508,452	\$0
Appropriation (New)	\$0	\$508,682	\$508,682
Total	\$7,508,452	\$8,017,134	\$508,682

- **New Funding Model provides \$508,682 in new appropriation**
- **UMPI's percentage, based on the model was 12.88% of new money available for distribution to campuses**
- **New money assists in ability to right-size credit hour projections while still balancing**
 - Also allows for critical investments to ensure continued progress
 - \$244,000 added for Academic Support to Your Pace programming
 - Curriculum Development, Faculty and Staff additions



THE WAY IT SHOULD BE





Expenses - E&G

	Expenses		
	FY2019	FY2020	Change
Personnel	\$10,144,854	\$10,348,986	\$204,132
Fuel/Electricity	\$557,375	\$478,200	-\$79,175
Supplies/Services	\$841,141	\$1,396,500	\$555,359
Shared Service	\$2,091,157	\$2,131,683	\$40,526
Other Expenses	\$2,369,700	\$2,421,080	\$51,380
Total	\$16,004,227	\$16,776,449	\$772,222

- Increase in salary and benefits includes a projected 3.0% ATB increase
- Includes additions to Your Pace program staffing

THE WAY IT SHOULD BE





Expenses - E&G

	Expenses		
	FY2019	FY2020	Change
Personnel	\$10,144,854	\$10,348,986	\$204,132
Fuel/Electricity	\$557,375	\$478,200	-\$79,175
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Other Expenses	\$2,369,700	\$2,421,080	\$51,380
Total	\$16,004,227	\$16,776,449	\$772,222

- **#2 Heating Oil - Locked pricing for FY2020 in December**
 - \$2.17 per gallon
 - Average Annual Total Campus Usage – 180,000 gallons
- **Lowest price seen over last 12 months**
- **Provides stability in expected costs**

THE WAY IT SHOULD BE



Expenses - E&G

	Expenses		
	FY2019	FY2020	Change
Personnel	\$10,144,854	\$10,348,986	\$204,132
Fuel/Electricity	\$557,375	\$478,200	-\$79,175
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Other Expenses	\$2,369,700	\$2,421,080	\$51,380
Total	\$16,004,227	\$16,776,449	\$772,222

- Includes added cost of AP Commission - \$565,500
- Reductions made in other areas to minimize impact

THE WAY IT SHOULD BE





Expenses - E&G

	Expenses		
	FY2019	FY2020	Change
Personnel	\$10,144,854	\$10,348,986	\$204,132
Fuel/Electricity	\$557,375	\$478,200	-\$79,175
Supplies/Services	\$841,141	\$1,396,500	\$555,359
Shared Service	\$2,091,157	\$2,131,683	\$40,526
Other Expenses	\$2,369,700	\$2,421,080	\$51,380
Total	\$16,004,227	\$16,776,449	\$772,222

- Modest increase to Shared Service – 1.9%
- Less than ATB increase

THE WAY IT SHOULD BE



Expenses - E&G

	Expenses		
	FY2019	FY2020	Change
Personnel	\$10,144,854	\$10,348,986	\$204,132
Fuel/Electricity	\$557,375	\$478,200	-\$79,175
Supplies/Services	\$841,141	\$1,396,500	\$555,359
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Other Expenses	\$2,369,700	\$2,421,080	\$51,380
Total	\$16,004,227	\$16,776,449	\$772,222

- **Other Expenses include:**

- Travel..... \$361,375
- Depreciation..... \$847,590
- Maintenance/Alterations..... \$335,650

- **Minimal year-over-year change - \$51,380**

THE WAY IT SHOULD BE





Expenses - E&G

	Expenses		
	FY2019	FY2020	Change
Personnel	\$10,144,854	\$10,348,986	\$204,132
Fuel/Electricity	\$557,375	\$478,200	-\$79,175
Supplies/Services	\$841,141	\$1,396,500	\$555,359
Shared Service	\$2,091,157	\$2,131,683	\$40,526
Other Expenses	\$2,369,700	\$2,421,080	\$51,380
Total	\$16,004,227	\$16,776,449	\$772,222

- **4.8% increase to total expenses**
- **73% of increase due to added expense for Academic Partnerships**

THE WAY IT SHOULD BE





Revenue - Auxiliary

	Revenue		
	FY2019	FY2020	Change
Dining	\$865,064	\$943,624	\$78,560
Residence	\$1,405,902	\$1,405,902	\$0
Sales/Services	\$111,075	\$94,000	-\$17,075
Total	\$2,043,366	\$2,121,926	\$61,485

- **2.6% increase in meal plan rates**
 - First increase in multiple years
- **Residence rates remain unchanged; Changes made in FY2019**

THE WAY IT SHOULD BE





Expenses - Auxiliary

	Expenses		
	FY2019	FY2020	Change
Personnel	\$281,321	\$287,605	\$6,284
Fuel/Electricity	\$333,000	\$325,400	-\$7,600
Supplies/Services	\$849,142	\$820,442	-\$28,700
Other Expenses	\$483,412	\$494,377	\$10,965
Total	\$1,946,875	\$1,927,824	-\$19,051

- Minimal changes to expenses in Auxiliary departments
- Costs kept in line to ensure ability to assist E&G
- Goal to begin to reinvest surplus back into Residence Halls

THE WAY IT SHOULD BE



Measures taken to balance

Holding vacant positions vacant for FY20 Prepared to re-evaluate as enrollment takes shape	\$481,125
Reduced Overload/Adjunct budget Will require careful scheduling and assessment of courses and sections	\$130,000
Reduced Travel budgets down to FY18 actual levels	\$67,825

- **No impact to any current Faculty or Staff**
- **Prepared to make prioritized changes if enrollment revenue exceeds targets**

THE WAY IT SHOULD BE



Comprehensive Budget Outlook

E&G

Tuition & Fees	\$8,989,424
Waivers	(\$1,682,900)
State Appropriation	\$8,017,134
Other Sales/Serv	\$665,644

\$15,989,302 } -\$182,679 → **\$45,569** ← \$228,248 { \$2,215,926
 \$16,171,981 }

Compensation	\$10,348,986
Supplies/Services	\$1,396,500
Shared Service	\$2,131,683
Fuel/Electricity	\$478,200
Travel	\$361,375
Maintenance	\$335,650
Other Expense	\$1,119,587

E&G Depreciation \$847,590

AUXILIARY

Meal Plan	\$943,624
Room	\$1,405,902
Waivers	(\$227,600)
Other Sales/Serv	\$94,000

Compensation	\$287,605
Supplies/Services	\$820,442
Fuel/Electricity	\$325,400
Travel	\$1,900
Maintenance	\$297,500
Other Expense	\$254,831

Aux. Depreciation \$69,726



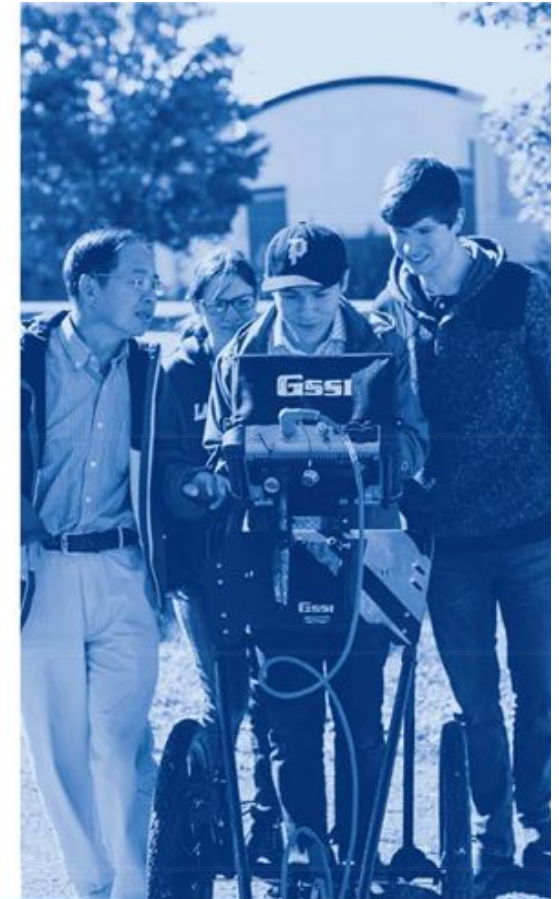
THE WAY IT SHOULD BE



Comprehensive UMPI Bottom Line

	FY2017 Actuals	FY2018 Actuals	FY2019 Budget	FY2020 Budget
Educational & General	(\$1,482,955)	\$82,508	(\$196,588)	(\$182,679)
Auxiliary	(\$220,625)	\$13,738	\$196,588	\$228,248
Net Result	(\$1,703,580)	\$96,246	\$ -	\$45,569

- Budget is balanced using planned surpluses in the Auxiliary area
- Will continue to strive during year and in future years to have both E&G and Auxiliary balance individually



THE WAY IT SHOULD BE



THE WAY IT SHOULD BE

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UMPI.EDU



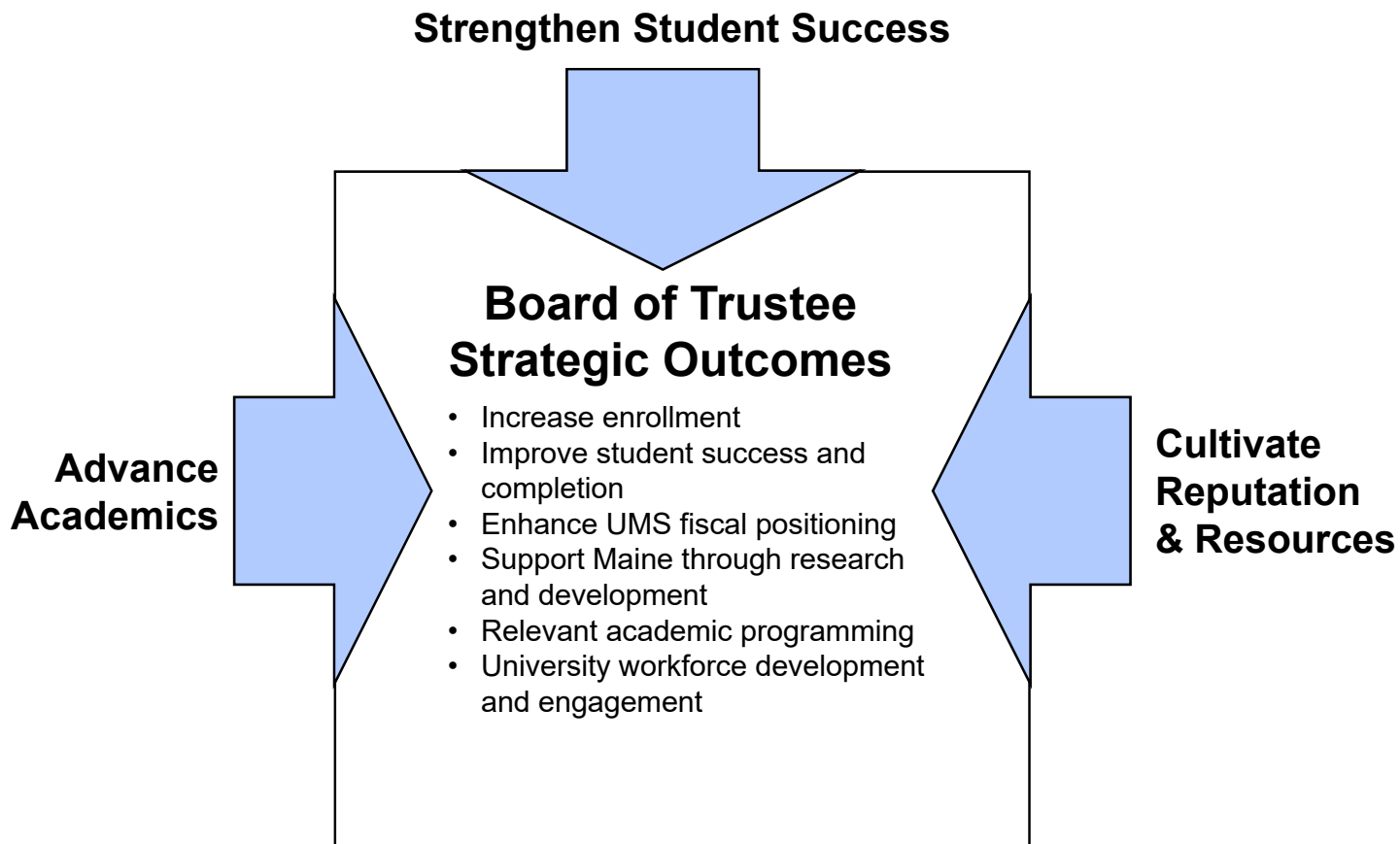
FY20 Budget

March 19, 2019

Finance, Facilities & Technology Committee

UMA Strategic Plan - 2020

5



UMA Strategic Plan - 2020

Vision 2.0 in Fall 2017

- Academic Programs of the Future
- Cyberspace Master Plan
- Reintegration of University College
- Civic Engagement Steering Committee
- Strategic Communications, Enrollment & Marketing Plans



Strengthen Student Success

- Title III Grant - Structured Academic Supports, 5 yrs, \$1.7MM
 - Online New Student Orientation
 - Program Guides
 - Class Stewards
 - Student Engagement Technology
- Financial Literacy - Title III Supplemental Grant, 1 year, \$148k
 - New Ventures Maine
- New Advising Model
 - Expanded Role of Professional Advisors
 - Onboarding; Degree Communications Plan; Retention Plans
- Civic Engagement
 - Steering Committee of Faculty & Staff
- Cyberspace Master Plan
 - Supporting distance students with virtual pathways
- Housing – Stevens Commons in Hallowell



Advance Academics

- Academic Programs of the Future
 - Justice Studies - Mediation Certificate with Maine Attorney General
 - Information & Library Science - 100% online; student communications
 - Education Pathways - Ed Tech; State Authorization
- BS in Nursing (Augusta, Ellsworth, Rockland, Brunswick & Rumford)
- Cybersecurity
 - Developing competency-based (CBE) degree with UMPI
 - Developing professional online Master's degree with USM
- BS in History – developing History degree MOU with UMPI
- Intents to Plan
 - BS in Data Science
 - Graduate Certificate in Trauma & Emergency Recovery with UMF, UMFK, UMM & UMPI
- Tech Hire – 18 credit IT Certificates
- Continued Early College growth
 - New offerings in Cybersecurity and Psychology



Cultivate Reputation & Resources

- UC Reintegration & Rebranding
 - Reintegration of Centers, ID & off-campus Library services
 - Re-launched learn.maine.edu as portal for all UMS campuses
 - UMA now in 42 locations statewide, plus online
- Expanded presence at LAC in with USM
 - Maine Adult Promise Grant focused on Lewiston/Auburn
- UM Foundations – 2nd Cohort & UMF Farmington Forward – 1st Cohort
- Pine Tree State Pledge +77% in-state FY applications
- JMG Partnership – Navigators on Augusta & Bangor campuses
- Updated transfer agreements with Maine's Community Colleges
- Corporate Outreach - 20+ organizations including T-Mobile, FedCap, Maine General, Bangor Savings, KV B2B Expo
- Expanded Admissions & Marketing Activity



FINANCIAL REVIEW



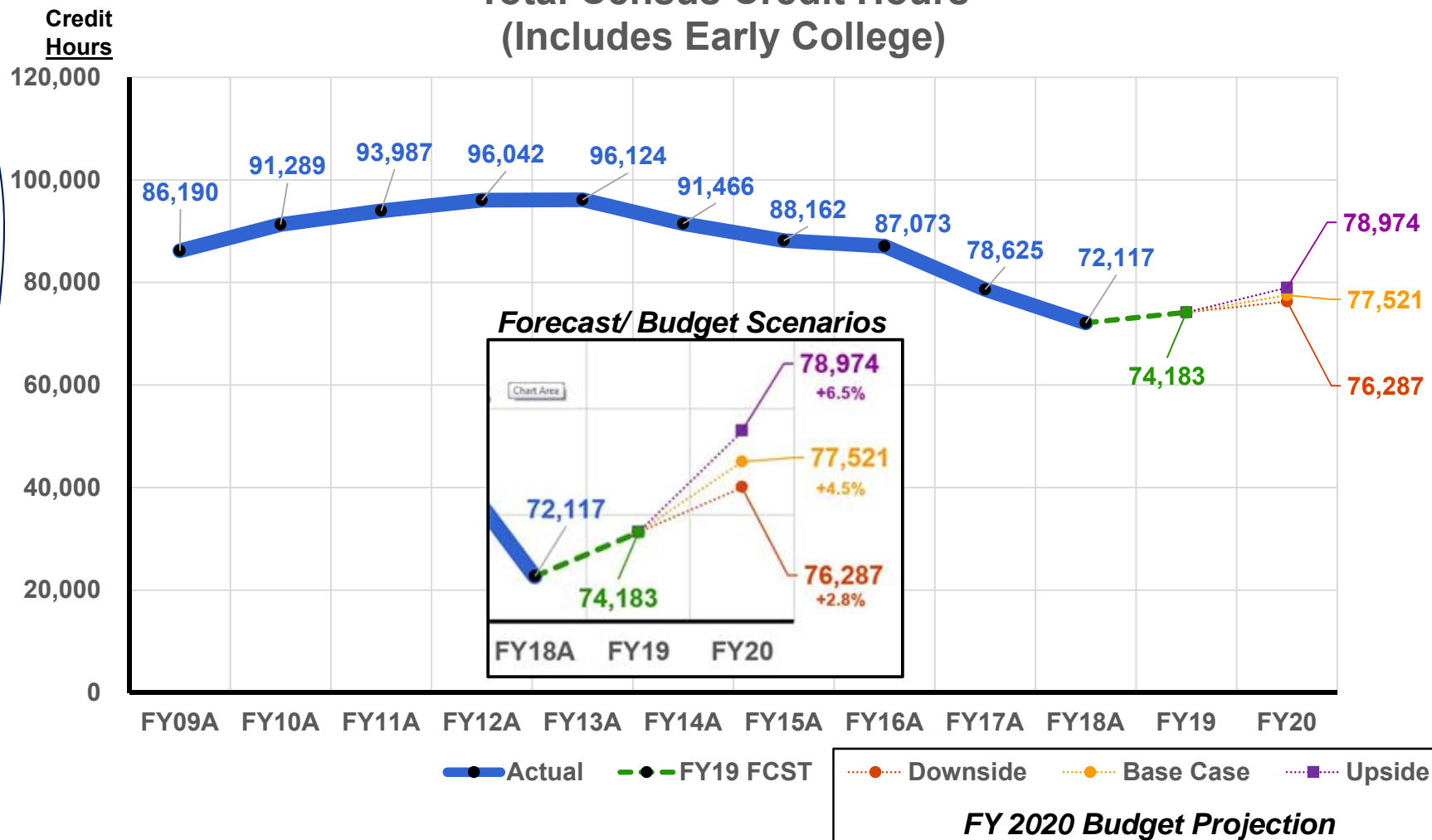
Financial Summary

Funds 00 E&G and 03 AUX <i>(\$000's)</i>	Actual			Base Budget		FY20 vs. FY19	
	FY16	FY17	FY18	FY19	FY20	Incr/(Decr)	
Revenue							
Tuition and Fees	23,098	20,924	20,370	21,318	22,742	1,424	6.7%
Dining & Residence Revenue	(0)	6	7	8	256	249	3257.5%
Tuition Waivers/Scholarships	(2,868)	(2,692)	(3,432)	(3,182)	(3,659)	(477)	15.0%
Net Student Charges	20,230	18,238	16,945	18,143	19,340	1,196	6.6%
State Appropriation	15,418	16,803	17,194	17,428	18,366	938	5.4%
Auxiliary & Other Income	1,891	1,870	1,673	1,627	1,634	6	0.4%
Total Revenue	37,539	36,911	35,813	37,199	39,339	2,140	5.8%
Expenses							
Personnel	24,887	24,878	25,008	26,943	27,457	514	1.9%
Fuel & Electric	715	616	696	733	719	(14)	-1.9%
Supplies & Services	2,460	2,615	2,331	2,494	2,465	(29)	-1.2%
Shared Services	3,784	4,476	4,609	4,872	4,912	40	0.8%
Depreciation	1,494	1,571	1,721	1,748	1,718	(31)	-1.8%
Maintenance & Alterations	478	455	500	484	485	1	0.2%
Travel	359	358	345	322	328	6	1.7%
All Other	2,316	2,362	2,253	3,031	3,270	239	7.9%
Total Expense	36,494	37,330	37,462	40,627	41,353	726	1.8%
Operating Incr./(Decr.)	1,044	(419)	(1,650)	(3,428)	(2,014)	1,414	-41.3%
Cash Flow							
Operating Incr./(Decr.)	1,044	(419)	(1,650)	(3,428)	(2,014)	1,414	-41.3%
Plus Depreciation	1,494	1,571	1,721	1,748	1,718	(31)	-1.8%
Less Capital Expenditures	(981)	(747)	(826)	(980)	(724)	256	-26.1%
Less Debt Service	(226)	(288)	(297)	(339)	(385)	(46)	13.5%
Net Change Before Reserve Xfr	1,331	117	(1,052)	(2,999)	(1,405)	1,594	-53.1%
Depreciation Funding	86%	66%	62%	75%	65%		



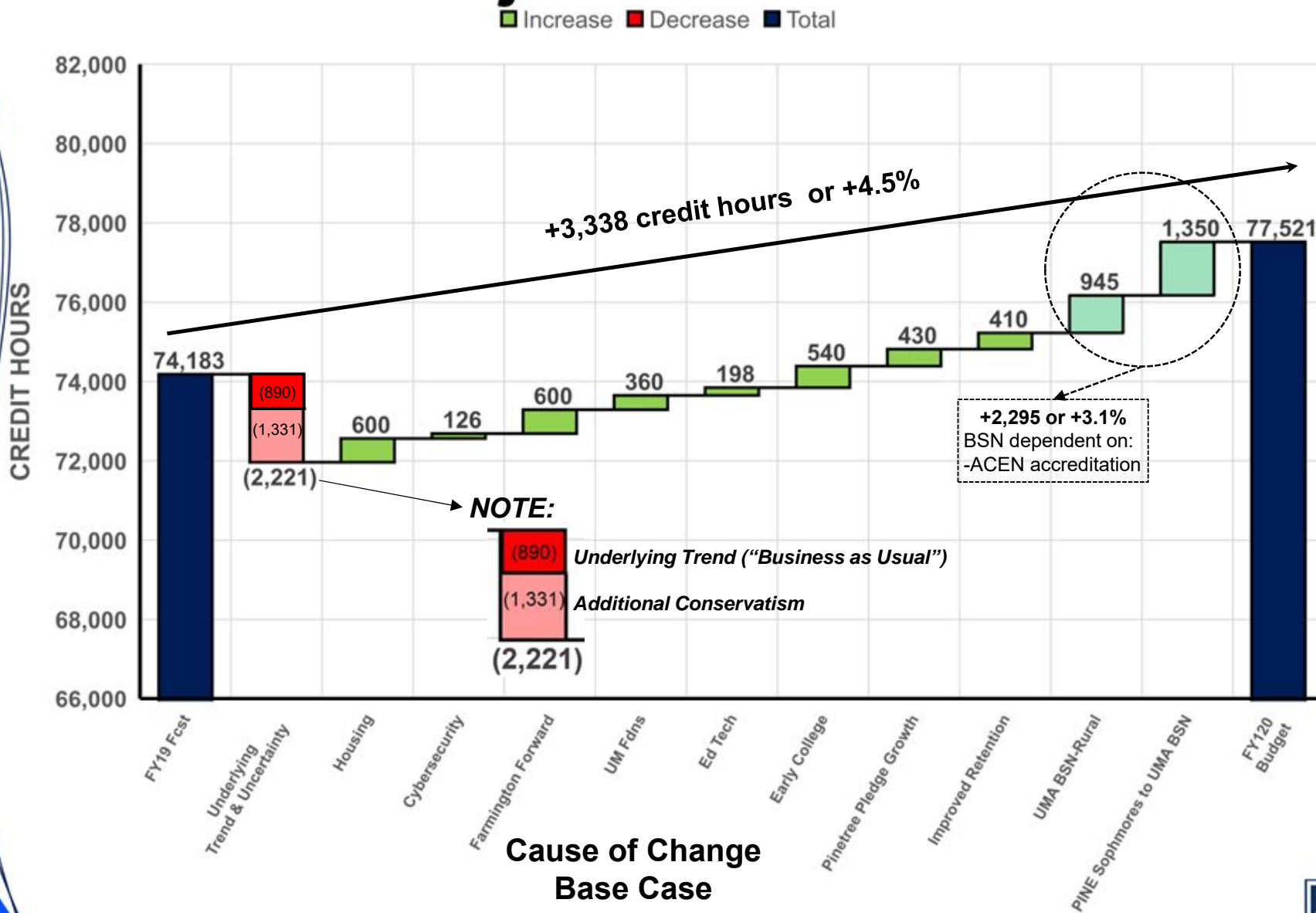
FY20 Outlook - Enrollment Projection

Total Census Credit Hours
(Includes Early College)



Enrollment Projection

(Includes Early College)



Tuition and Mandatory Fees

	<u>FY19 Rates</u>	<u>Memo</u>	<u>FY20 Increase</u>	<u>FY20 Rates</u>	<u>% Change</u>
<u>Tuition</u>					
In-state	233		6	239	2.6%
Non Resident Web	291	125% of Instate	8	299	2.7%
Out-of-State Non-web	564		14	578	2.5%
International Non-web	564		14	578	2.5%
NEBHE non-web	373	160% of Instate	9	382	2.4%
Canadian non-web	373	160% of Instate	9	382	2.4%
<u>Fees</u>					
Aug, Ban, Web Unified Fee	31		-	31	0.0%
Dist Unified	13		-	13	0.0%
Distance Tech Fee	6		-	6	0.0%
Dist & Aug, Ban/RE Distanc	12		-	12	0.0%
Web Online Fees	12		-	12	0.0%
<u>Memo:</u>					
Instate + Unified	264		6	270.00	2.3%

- UMA's in-state rate is tied to the UMS pricing group of: UMM, UMFK, UMPI, UMA
- UMA has historically set this rate to 125% of the in-state rate, but is up to UMA's discretion
- NEHBE and Canadian are currently set at 160% of in-state, a universal UMS assumption
- International and Out of State Tuition and mandatory fees can be set to UMA's discretion



Enrollment Projection

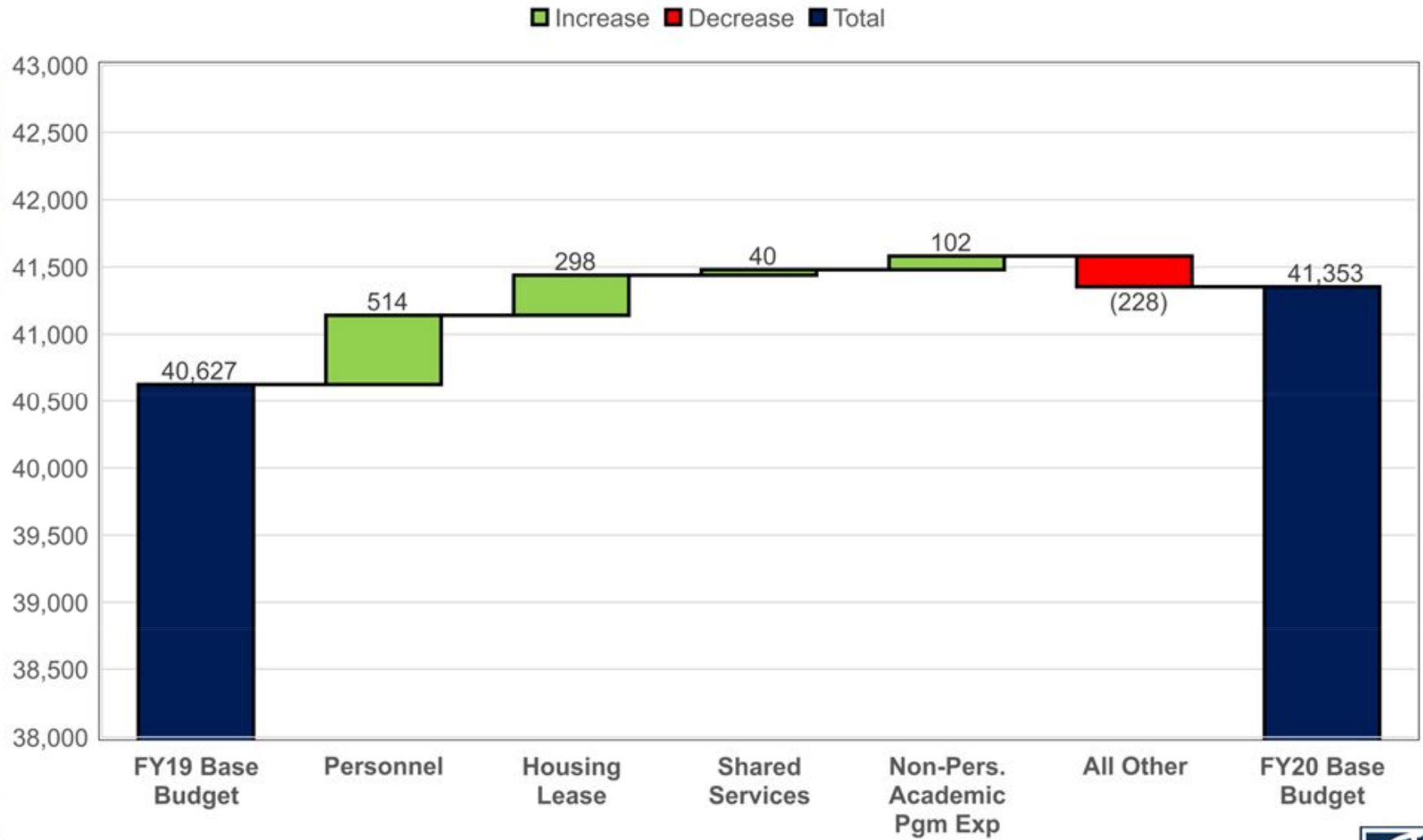
Credit Hour Sensitivity Analysis

	FY2020 Credit Hour Growth	FY2020 Credit Hour Growth%	FY2020 Total Credit Hours	Net Student Charges ⁽¹⁾	Credit Hour Change From FY20 Budget	Revenue Change From FY20 Budget
				19,083,131		
	(3,162)	-4.3%	71,021	17,226,413	(6,500)	(1,856,718)
	(2,662)	-3.6%	71,521	17,369,583	(6,000)	(1,713,548)
	(2,162)	-2.9%	72,021	17,512,193	(5,500)	(1,570,938)
	(1,662)	-2.2%	72,521	17,655,080	(5,000)	(1,428,051)
	(1,162)	-1.6%	73,021	17,797,972	(4,500)	(1,285,159)
	(662)	-0.9%	73,521	17,940,861	(4,000)	(1,142,270)
	(162)	-0.2%	74,021	18,083,469	(3,500)	(999,662)
	338	0.5%	74,521	18,226,076	(3,000)	(857,055)
	838	1.1%	75,021	18,369,249	(2,500)	(713,882)
	1,338	1.8%	75,521	18,511,854	(2,000)	(571,277)
	1,838	2.5%	76,021	18,654,742	(1,500)	(428,389)
FY2020 Down	2,104	2.8%	76,287	18,730,557	(1,234)	(352,574)
	2,338	3.2%	76,521	18,797,352	(1,000)	(285,779)
	2,838	3.8%	77,021	18,940,522	(500)	(142,609)
FY2020 Base	3,338	4.5%	77,521	19,083,131	-	-
	3,838	5.2%	78,021	19,225,737	500	142,606
	4,338	5.8%	78,521	19,368,628	1,000	285,497
FY2020 Up	4,791	6.5%	78,974	19,498,273	1,453	415,142
	4,838	6.5%	79,021	19,511,517	1,500	428,386
	5,338	7.2%	79,521	19,654,405	2,000	571,274
	5,838	7.9%	80,021	19,797,015	2,500	713,884
	6,338	8.5%	80,521	19,939,902	3,000	856,771
	6,838	9.2%	81,021	20,082,793	3,500	999,662

Note:⁽¹⁾ Net Student Charges Defined as Tuition and Mandatory Fees less Scholarships & Waivers

Expenses

Cause of Change Analysis (\$000's)



Capital Expenditures

FY2020 BUDGET - E&G FUNDING

FY20

FY2020 E&G Budget

Jewett Hall - Danforth Gallery	300,000
Katz Library - A/C Unit Replacement 212 & IT Area	150,000
Belfast Hall - Roof Replacement	150,000
Classroom Equipment Upgrades	75,000
Contingency	49,433

FY2020 E&G BUDGET

724,433

Bond Funding (From UMS \$49M Bond)

Bond Funding	FY19	FY20	FY21	Bond Total	Other Funding	Total Project
Augusta Campus - Fire Alarm System Updates	55,000	345,000		400,000		400,000
Handley Hall - HVAC Updates	300,000	150,000		450,000	45,000 (1)	495,000
Randall Student Center - Renovation			500,000	500,000		500,000
Randall Student Center - Welcome Center Addition	50,000	1,105,000		1,155,000	1,845,000 (2)	3,000,000
Bangor Campus - Fire Alarm System Updates	45,000	285,000		330,000		330,000
Bangor Hall - Welcome Center Renovation	25,000	475,000		500,000		500,000
BOND FUNDING	475,000	2,360,000	500,000	3,335,000	1,890,000	5,225,000

Notes

(1) This project carries over prior year funding of \$45,000

(2) From UMA Capital Reserves



Reserves

	<u>FY2016</u>	<u>FY2017</u>	<u>FY2018</u>	<u>FY2019 PROJ</u>	<u>FY2020 BUD</u>
<u>E&G Reserve Balance Projection</u>					
Beginning of Year Reserve Balance ⁽¹⁾				9,611	7,329
Less Reserve Drawdown (Strategic Initiatives & Other)				-	-
Projected E&G Modified Cash Flow Surplus/ (Deficit)				(2,282) ⁽²⁾	(1,196) ⁽³⁾
End of Year Reserve Balance				7,329	6,133
<u>Minimum Reserve Balance Calculation</u>					
Adjusted E&G Expense					
Expenses and Transfers	35,197	36,085	36,319	38,813	39,762
Less Depreciation Expense	(1,477)	(1,555)	(1,703)	(1,732)	(1,701)
Plus Debt Service Principal	217	278	286	328	(374)
Adjusted Expenses	33,936	34,807	34,902	37,410	37,687
Reserve Status					
Projected EOY E&G Reserve Balance ⁽¹⁾	10,687	10,530	9,611	7,329	6,133
Percentage of Expenses Covered	31.5%	30.3%	27.5%	19.6%	16.3%
Minimum Reserve Balance (18% of Adj. Exp.)	6,109	6,265	6,282	6,734	6,784
EOY Reserve Balance O/(U) Minimum	4,578	4,265	3,329	595	(651)
<u>Other Key Reserves</u>					
While there no plans to move capital reserves (program 18707) to E&G reserves in either FY19 or FY20, the following capital reserves are projected to be available				2,106 ⁽⁴⁾	2,106 ⁽⁴⁾

Notes

⁽¹⁾ Reserve Balance calculated to be the sum of two E&G reserve programs:

E&G Reserves (Program 18701-E&G reserve & Program 18741-University College Reserve)

⁽²⁾ FY2019 Forecast to November BOT using October YTD for E&G only (excludes FY19 budgeted loss from Fund 03 Unres Aux)

⁽³⁾ FY20 Budget deficit for E&G only (excludes Fund 03 -Unres Aux)

⁽⁴⁾ Capital Reserve - Program 18707





UNIVERSITY OF SOUTHERN MAINE

FY 2020 Budget Presentation

March 19, 2019

Glenn Cummings, President

Nancy Davis Griffin, V.P. Enrollment Management/Chief Operating Officer

Jeannine Uzzi, Provost

Alec Porteous, Chief Business Officer

Buster Neel, Financial Consultant

Agenda

President's Overview

- USM 9 Goals and Alignment with BOT Priorities
- Continued Increase in Enrollment and Retention
- Budget Stabilization and Topline Growth Opportunities

Financial Summary

- FY 2020 Budget Proposal
- Reduced Reliance on Attrition and System Office Support
- Other Key Financial Developments and Future Strategic Approach

Enrollment Update

- Enrollment Projections
- Key Strategies for Enrollment Growth
- Proposed Credit Hour and Room/Board Rates

PRESIDENT'S OVERVIEW

USM Alignment with BOT Priorities – Building Futures, Strengthening Maine

- *Increase Enrollment*
- *Improve Student Success and Completion*
- *Enhance the Fiscal Positioning of the UMS*
- *Support Maine Through Research and Economic Development*
- *Relevant Academic Programming*
- *University Workforce Engagement*



Update on USM 9 Goals and the Connection to the Board of Trustee Priorities

USM Goal	Fall 2015	Fall 2018	BOT Priority
USM will be known for academic excellence with real world experience	39 out of 50 academic programs had internships	All academic programs have credit bearing internships/work experiences 86% of undergraduates responding to survey did/will do an internship New Academic Vision	Academic Programs Workforce Engagement
80% of students will state that at least one employee knows them well, supports and believes in them	46% of students surveyed reported at least one employee knew them well, supports and believes in them.	Department survey of students states that 57% of students report that one employee knew them well, supports and believes in them.	Student Success Enrollment Growth
72% of first Year, full time students will return for second year	62.5%	69.9%	Student Success USM has increased retention 7.4% since fall 2015
10% of alumni will give to USM annually	1.46%	2.67%	Fiscal Positioning Student Success Enrollment Growth



Update on USM 9 Goals and the Connection to the Board of Trustee Priorities, cont.

USM Goal	Fall 2015	Fall 2018	BOT Priority
USM Foundation will raise \$50M in scholarships, infrastructure and investments for our students	Endowment \$24.98 M 183 Funds Annual Fundraising \$2,742,771	Endowment \$30.28M 197 Funds Annual Fundraising to Date 3,578,293 12M Osher Map Library \$25M Question 4 \$100M Osher Map Collection	Fiscal Positioning Academic Programs Enrollment Growth Student Success
USM head count enrollment will reach 10,000	7,739	8,140	Enrollment Growth USM has increased enrollment 5.18% since fall 2015
USM will be designated as a “Great Place to Work”	No data Morale low from cuts and loss of staff and faculty	Spring 17 Base line data survey conducted Spring 2018 Listening workshops related to data	Work Force Engagement Spring 2020 – next Great Colleges Survey scheduled
80% of students will recommend USM to others	62% of students surveyed stated they would recommend USM	94% of graduates stated they would recommend USM to another person	Student Success

FINANCIAL SUMMARY

FY 2020 Budget Overview

- **USM FY20 budget in balance with reduced dependency on attrition.**
- *FY20 attrition target of \$1.44m is down from \$2.68m in FY19; \$7.00m gap in FY15 → FY20 smallest gap in past six years.*
 - Goal of eliminating attrition line from budget.
 - Utilize future savings to enhance reserves / fund other key priorities.
- Institutional Aid: Significant increase drives student enrollment.
- Significant debt reduction: Repaid \$4.1m in debt.
 - Yields \$675k debt service savings = effective payment value of ~\$4.8m.
 - Utilized E&G reserve and capital reserve to fund debt reduction → prioritize rebuilding accounts.
- Auxiliary Budget: positive and continually improving story.
- Topline growth: current and projected growth—enrollment & credit hours—drive opportunities for priority investments and improved fiscal stability at USM.



UNIVERSITY OF SOUTHERN MAINE

FY 2020 PROPOSED BUDGET

UNRESTRICTED E&G (excluding Maine Law)

6

<u>Revenue/Available Resources</u>	FY19 Base	FY20 Base	Change
Tuition/Fees	70,180,235	75,324,733	5,144,498
Waivers/Scholarships	(15,993,874)	(16,321,251)	(327,377)
	54,186,361	59,003,482	4,817,121
State Appropriation	47,775,142	48,098,693	323,551
Other	7,241,293	7,464,146	222,853
	109,202,796	114,566,321	5,363,525
Expenses (with modified cash flow)	111,847,751	116,008,069	4,160,318
Operational Savings	(2,682,725)	(1,441,748)	1,240,977
	109,165,026	114,566,321	5,401,295
Net	37,770	0	

Note: Academic Partnerships yields FY20 projected loss of \$101,750; projects annual net losses in FY21 & FY22 before turning positive in FY23.



UNIVERSITY OF SOUTHERN MAINE

FY 2020 Proposed Budget

Auxiliary Operations

6

<u>Revenue</u>	FY19 Base	FY20 Base	Change
Tuition/Fees	1,227,714	1,227,714	-
Dining and Residence	11,788,418	12,783,470	995,052
Waivers/Scholarships	(345,800)	(400,000)	(54,200)
	12,670,332	13,611,184	940,852
Other	2,364,064	641,800	(1,722,264)
Total	15,034,396	14,252,984	(781,412)
<u>Expense</u>	14,876,185	14,192,585	(683,600)
Net	158,211	60,399	



UNIVERSITY OF SOUTHERN MAINE

FY 2020 Proposed Budget

Maine Law

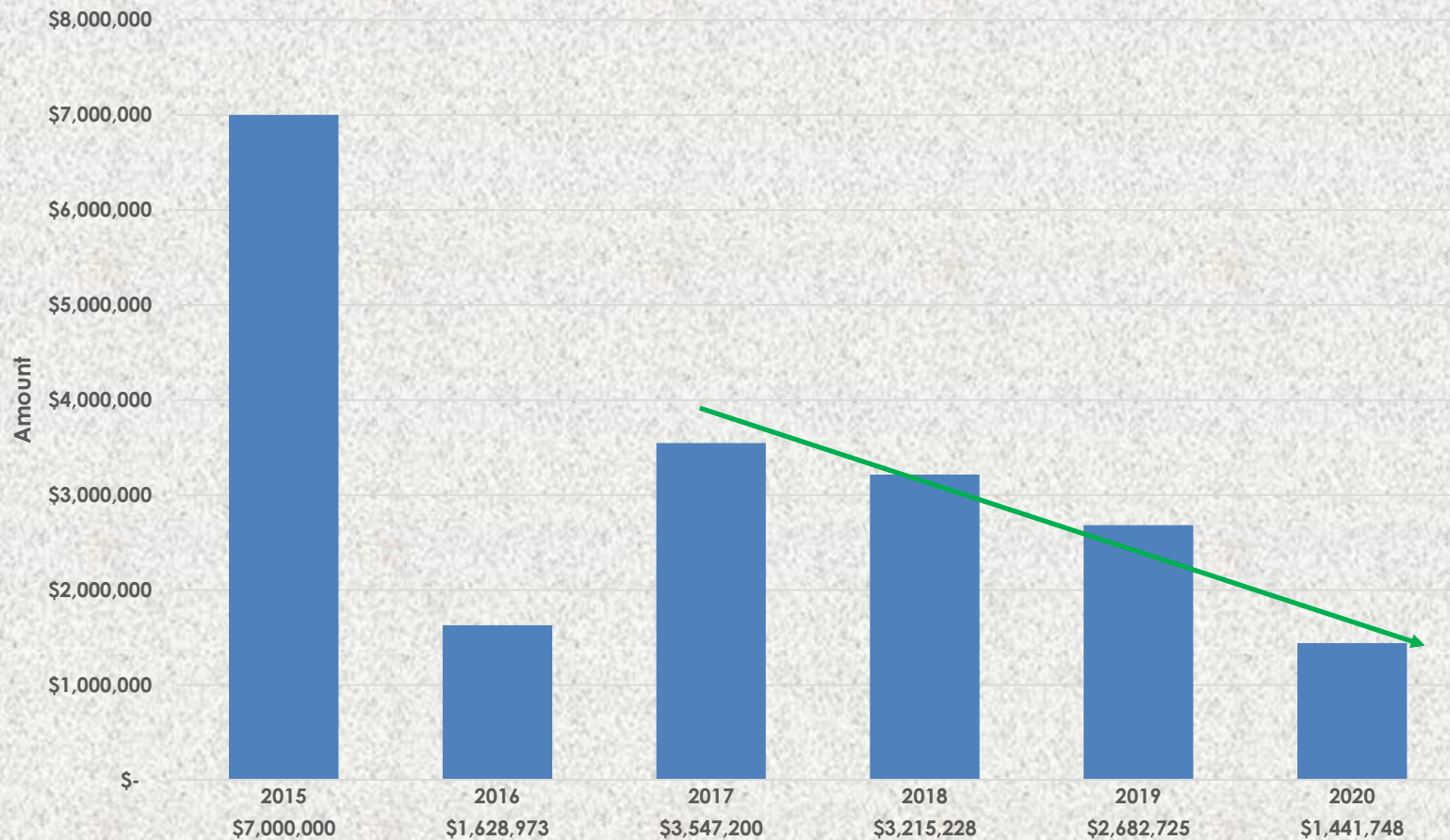
6

<u>Revenue</u>	FY19 Base	FY20 Base	Change
Tuition/Fees	6,368,080	6,248,048	(120,032)
Waivers/Scholarships	(1,900,000)	(1,479,914)	420,086
	4,468,080	4,768,134	300,054
USM Ongoing Support	856,808	856,808	-
USM T/F E&G Reserve	693,446	425,000	(268,446)
T/F Budget Stabilization	500,000	-	(500,000)
	6,518,334	6,049,942	(468,392)
<u>Expenses</u>	6,556,104	6,549,942	(6,162)
Net	(37,770)	(500,000)	



University of Southern Maine

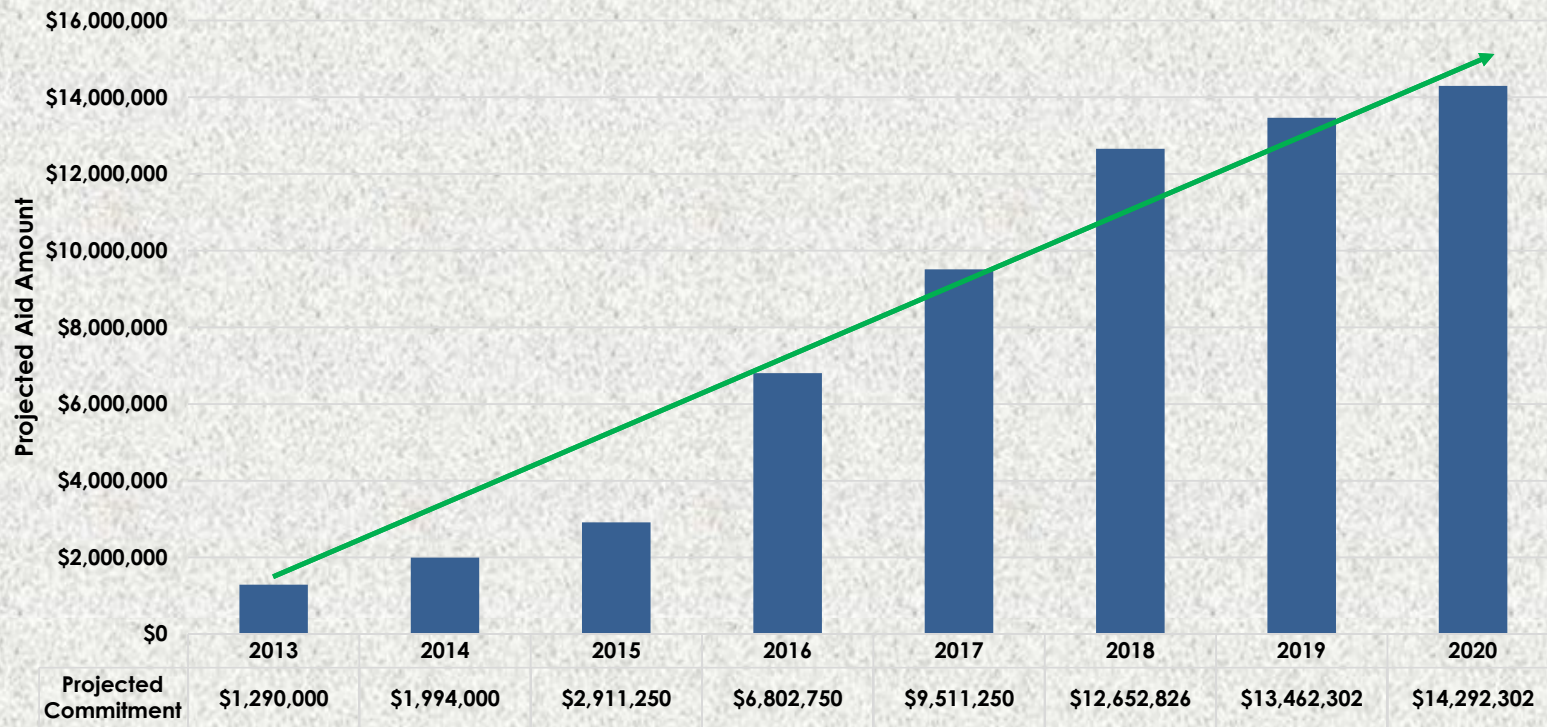
Reliance on Stabilization Funds, Attrition, Operational Savings





University of Southern Maine

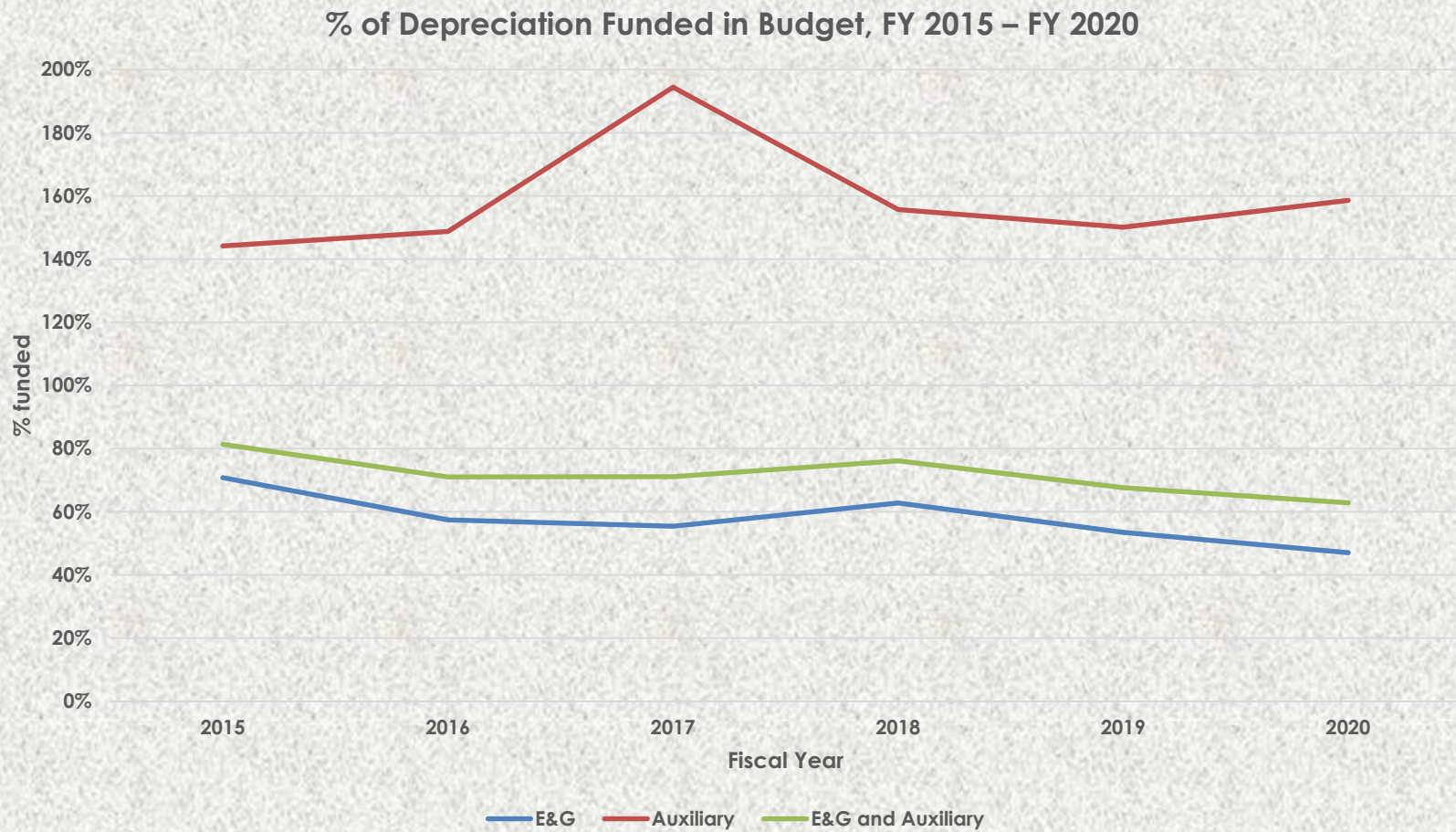
Institutional Aid Projected Commitment

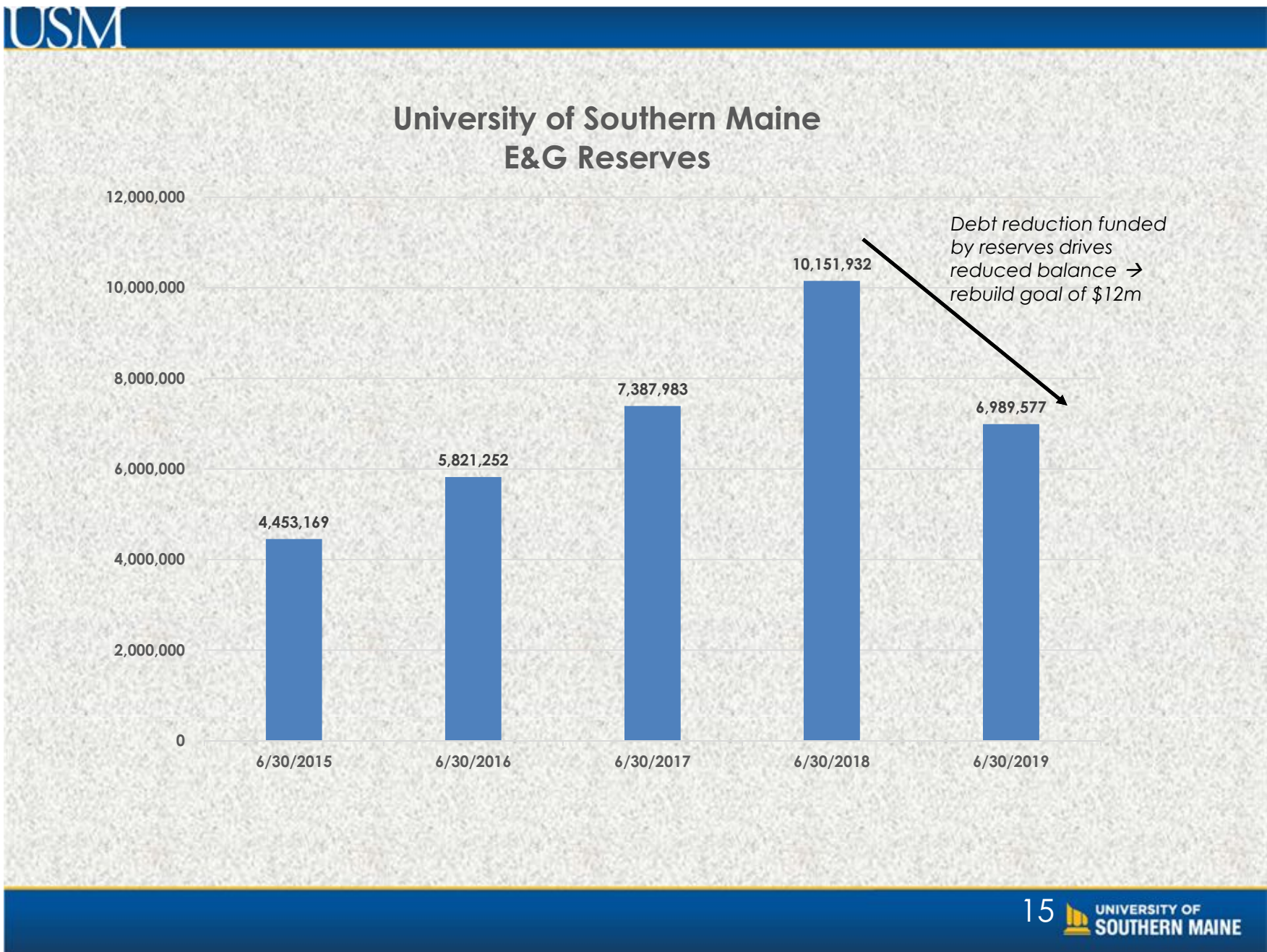




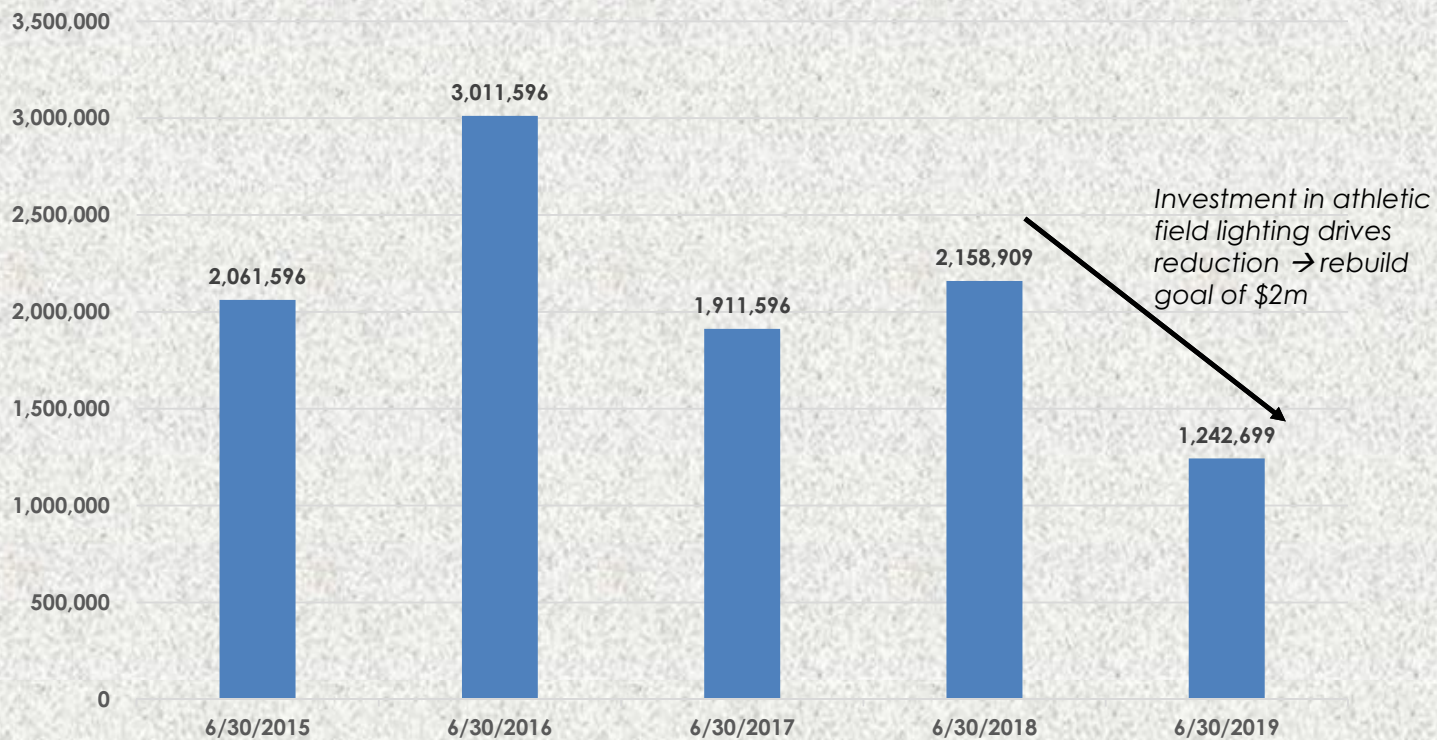
UNIVERSITY OF SOUTHERN MAINE FY 2020 Estimated Debt Reduction

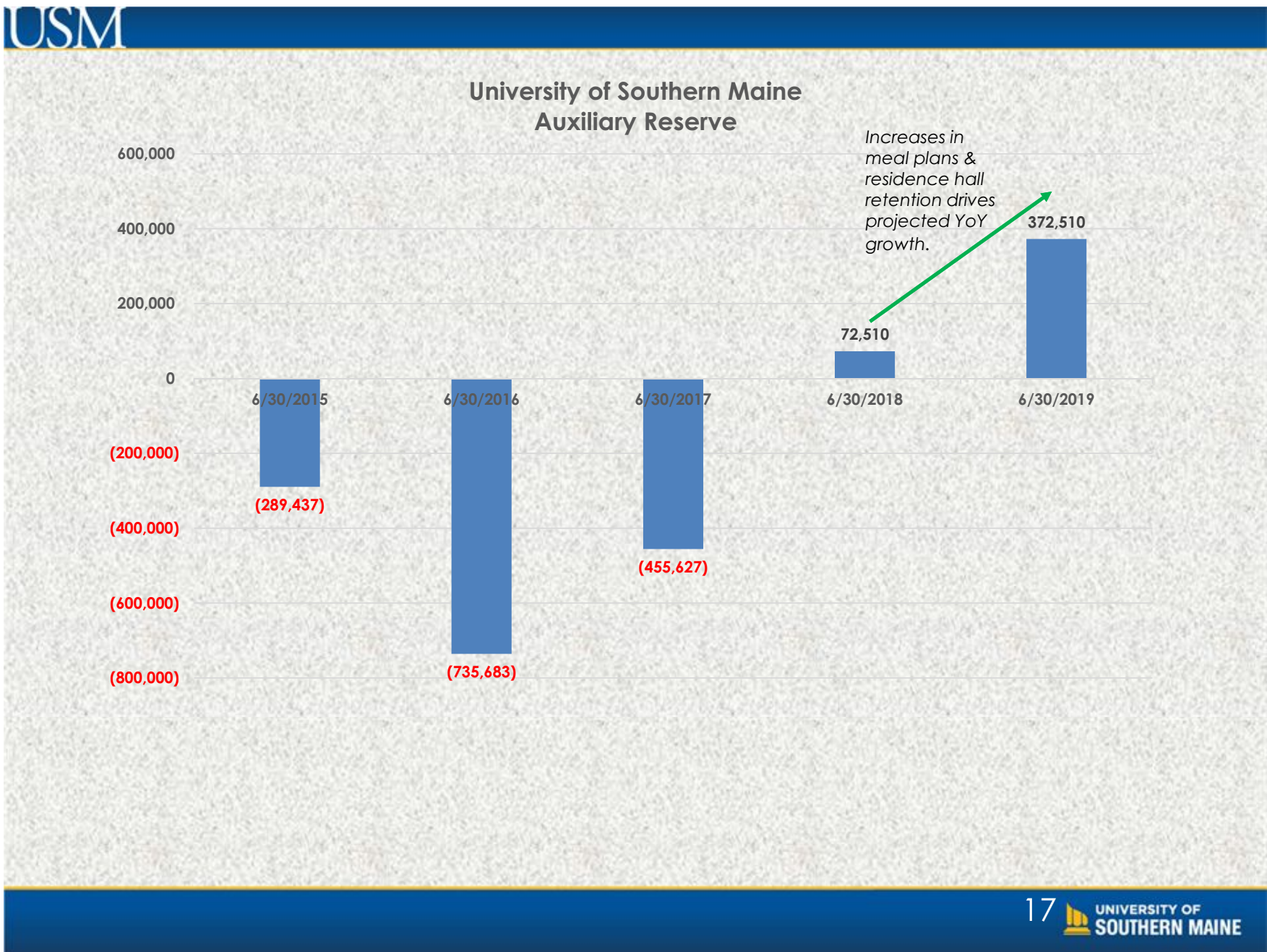
Loan	Principal Balance	Annual Payment		
		Principal	Interest	Total
WiFi (Internal)	\$1,258,892	\$148,969	\$19,639	\$168,608
Heat Plant (Internal)	1,903,463	261,265	25,316	286,581
Lighting (BOA)	916,210	193,795	19,480	213,275
	4,078,565	604,029	64,435	668,464
Vehicle Lease (BOA)	25,482			6,564
	\$4,104,047			\$675,028





University of Southern Maine Capital Planning Reserve



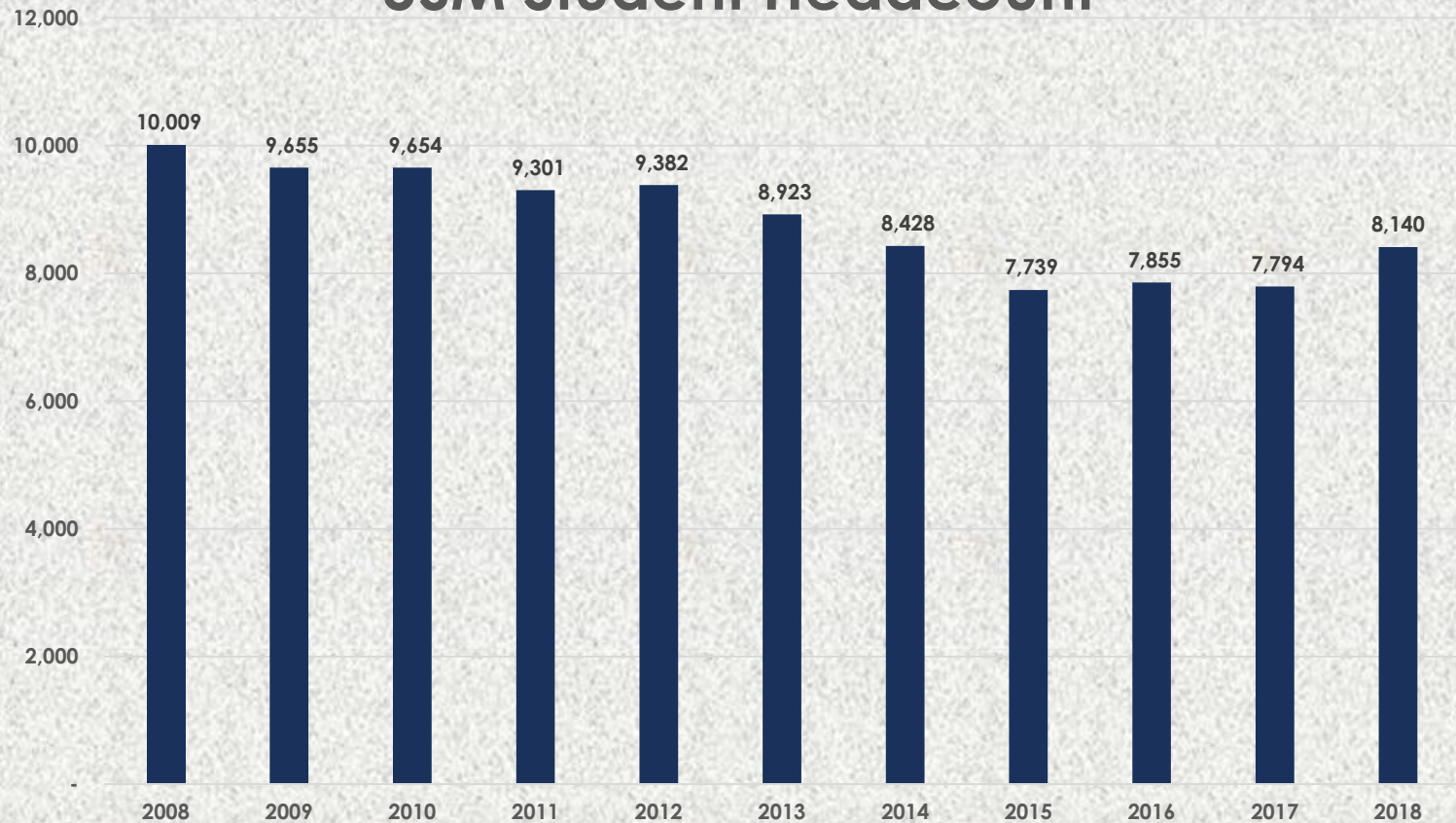


ENROLLMENT UPDATE



Enrollment at USM: USM 5.18% Growth Since FA 2015

USM Student Headcount



FY 20 Enrollment Projections

- Fall 2019 headcount increase of 3.2% for undergraduate students.
- Increase in out-of-state students in the academic programs moved to the NEBHE rate for 2019-2020 AY.
- Increase in Early College (non-degree) enrollment.
- Continue to increase in the number of students attending USM full-time (higher FTE, increase of 7.4% since 2016).
- Increase in residential students; will house 1,450 students on the Gorham Campus.
- USM will have a fall 2019 retention rate over 70%.
- Fall 2019 headcount increase of 1.2% for graduate students.

FY 20 Enrollment Projections, cont.

- Expect to continue to see increases in high need students: first generation, commuters, immigrants, refugees and asylum seekers in Greater Portland community.
- Changes in the economy will be felt first in graduate student enrollment – we will continue to monitor what is happening at the federal and state level, but could expect the need to lower enrollment goals in this area.
- USM is working to be able to launch 3 graduate academic programs through the Academic Partnership (AP) agreement for fall 2019. This budget includes enrollment projections, revenue and expenses related to these anticipated new programs.

Key Strategies for Enrollment Growth: Continue to Break Down Barriers for Students

- Continued focus on meeting the financial needs of the students at USM, one more year of investment in financial aid for undergraduate, graduate and law school students.
- Changing the academic course schedule from a faculty centered schedule to a student focused schedule. Reviewing data regarding course schedules/course sequencing for all 3 campuses, working with academic deans to identify changes that can be made for fall 2019. Infosilem consultant to come to campus in spring 2019 to assist with this work.
- Utilizing new technology to improve recruitment of students; Mongoose: text messaging, EPS: high school data and data to identify new academic markets for USM.

Key Strategies for Enrollment Growth: Continue to Break Down Barriers for Students, cont.

- Created USM Enrollment Management Council: faculty, staff and students who are engaged in reviewing data related to enrollment and enrollment trends at USM. Currently looking at data related to admission requirement of collecting SAT/ACT exam scores. USM is exploring going test optional.
- Building 2019 Summer Bridge Program for Conditionally Admitted Students. Continued improvement in onboarding all new students.
- New staff investment in Early College and new recruitment strategies for Early College students.
- Developing new marketing/recruitment plan(s) for academic programs focused on academic excellence.



UNIVERSITY OF SOUTHERN MAINE
 PROPOSED PER CREDIT HOUR RATES
 2019 – 2020

	<u>CURRENT</u>	<u>PROPOSED</u>	<u>% CHANGE</u>
<u>UNDERGRADUATE</u>			
In State	271	281	3.69
Out of State	713	739	3.65
NEHBE	434	463	6.68
Canadian	434	463	6.68
E-Tuition	339	351	3.54
<u>GRADUATE</u>			
In State	407	421	3.44
Out of State	1100	1141	3.73
NEHBE	651	695	6.76
Canadian	651	695	6.76
E-Tuition	509	527	3.54
<u>UNIFIED FEE</u>	30	31	3.33

University of Southern Maine Recommended Room* & Board Rates

2019/20 Recommended Rates			2019/20 Recommended Increase/Decrease			
<u>Room</u>	<u>Board</u>	<u>Total</u>	<u>Room</u>	<u>Board</u>	<u>Total</u>	
\$4,160	\$4,625	\$8,785	\$160	\$175	335	4.0%



UNIVERSITY OF SOUTHERN MAINE

Academic Partnerships

FY20

6

Programs Offered

Teaching English to Speakers of Other Languages
Curriculum and Instruction
Special Education

Assumptions/Projections

Tuition set at \$430 per credit hour
5 start dates
45 students per start date
80% persistence rate
2000 credit hours produced

ACADEMIC AFFAIRS

Academic Vision 2028: USM's Next Decade

At USM, academic excellence finds expression in the four pillars of our academic vision:

- I. A Focus on Relationships**
- II. A Future Forward Curriculum**
- III. The Integration of Learning and Work**
- IV. A Mission of Service and Citizenship**

KPI (Snapshot)

Nursing	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21	Goal
	Fall 2015	Fall 2016	Fall 2017	Fall 2018			
Department Rating: Overall Teaching (Assessment)	4.28	4.46	4.29	4.39			4.25
Department Rating: Advising Satisfaction (Assessment)	N/A	71%	94%	78%			80%
							*
Departmental Offerings: Online Major (C-TEL)	NO	NO	NO	NO			Yes
	Fall 2015	Fall 2016	Fall 2017	Fall 2018	Fall 2019	Fall 2020	
Department Average: UG Section Size (IR)	15.1	15.9	15.3	14.3			25
Department Average: UG 3 Yr Ave Active Plan (IR)	373.7	375	401.7	437.7			
Department Average: UG 3 Yr Ave Degrees Awarded (IR)	151.3	134	128	129.3			TBD
Department Pipelines: Early College (Ed Pathways)	YES	YES	YES	YES			Yes
Department Pipelines: Bridge (Ed Pathways)	NO	NO	NO	NO			Yes
Department Pipelines: ASPIRE (Ed Pathways)	NO	NO	NO	NO			Yes
Department Pipelines: Articulation with MCCC (Ed Pathways)	YES	YES	YES	YES			Yes
Department Pipelines: Articulation with a Graduate Program (Ed Pathways)	NO	NO	NO	NO			Yes
Departmental Opportunities: UG Research (Assessment)	NO	NO	YES	YES			Yes
Departmental Opportunities: Internships (Assessment)	YES	YES	YES	YES			Yes
Departmental Opportunities: Community Engagement (Assessment)	YES	YES	YES	YES			Yes
Departmental Opportunities: Service Learning (Assessment)	NO	YES	YES	YES			Yes
Departmental Student Support: Tutoring Available (LC)	YES	YES	YES	NO			Yes
Please note: Parentheses indicate data source							
Please note: For Advising Satisfaction							
~Only undergraduate students participated in the survey							
~Students self-report their major on the survey							
~Majors with less than 10 student responses are indicated by an asterisk*							
~Percentages displayed represent those who reported they were satisfied or very satisfied with the advising in their major							

K-16 Initiatives

- K-16 faculty lecturer positions in math, history, and foreign language
- Dual enrollment expansion
- Dual enrollment MOU with Gorham Public Schools
- Math Pathway work between UMS and MCCS



Research and Development MEIF

Between FY2015 and FY2018, USM has used MEIF funds to invest in:

- 34 projects that respond to community needs
- 203 faculty and staff
- 400 undergraduate students and 110 graduate students
- 320 undergraduate internships, 15 graduate internships, and two international undergraduate internships
- Leveraged \$18,190,582 from increased grants and contracts activities that align with the MEIF sectors
- Examples of Projects:
 - Quality Control Collaboratory
 - Maine Regulatory Training and Ethics Center
 - Creative Intelligence + Innovation + Collaboration) Concept Research Lab
 - Data Innovation
 - Aquaponics Program
 - USM North Atlantic Initiative

Current State Analysis

Summary – Documentation Review



UMaine and USM were identified as the two driving campuses in this assessment, as they hold the majority of research volume and provide the most structured research administration services.

	UMaine	USM
Number of Proposals Submitted, FY17	575	208
Number of Researchers (faculty and professional staff)	374	200+
Number of Research Administration FTEs	14	6
Number of Awards, FY17	353	154
Research Volume (Expenditure \$), FY17	\$47.4M	\$22M
Type(s) of Awards	Mostly Federal Research	A combination of Federal, Federal/State, and State, Foundation, Private Business

Cutler Institute

Local, national, and global impact



Relevant Academic Programming

- Collaborative Degrees in Development
 - MS Data Science
 - MS Cyber Security
 - MS Athletic Training
 - MS Applied Criminology
 - MS Nursing, Administration (Academic Partnerships)
 - U Maine MBA
- Extreme Low Residency Graduate Degrees
 - Leadership and Organizational Studies, PhD
 - Master of Social Work
- Bachelors Degree
 - BS Public Health

WORKFORCE ENGAGEMENT

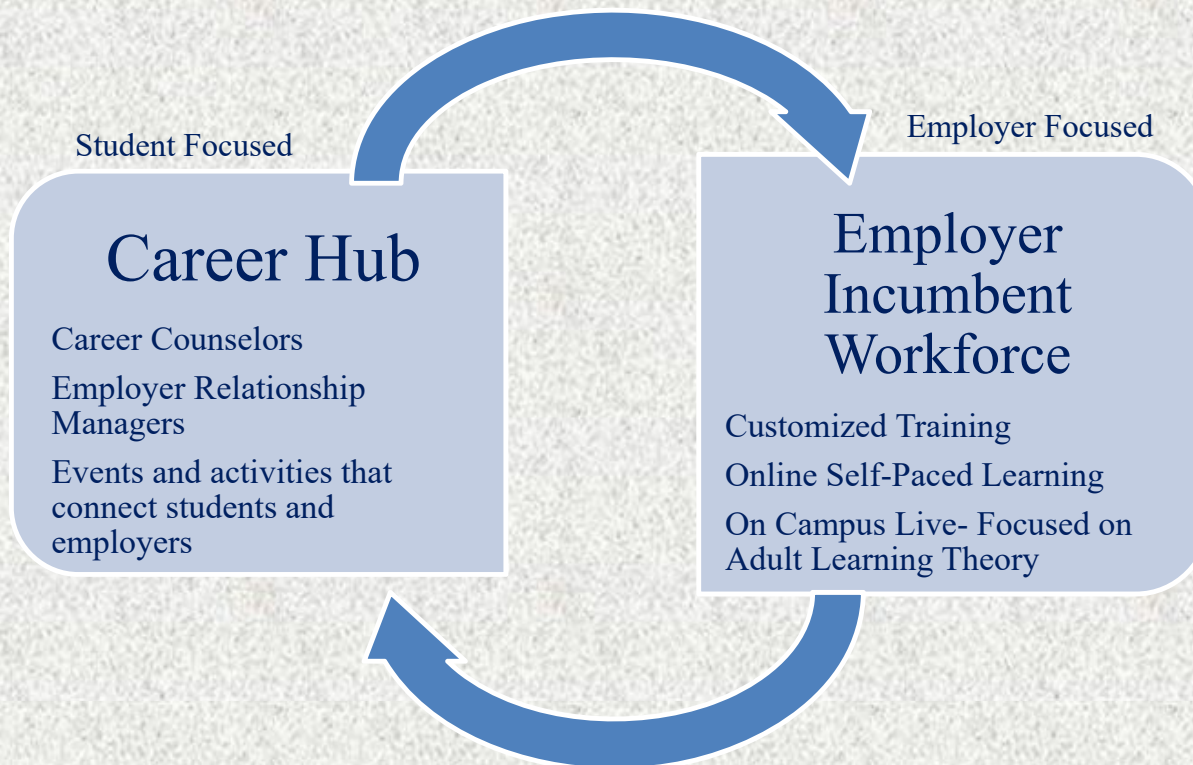
UMS Board of Trustees Goals

1. Advancing Workforce Readiness and Economic Development
2. Increasing Maine Educational Attainment
3. Aligning Academic Programs and Innovation to Drive Student Success and Employer Responsiveness
4. Maintaining Competitiveness and Sustainability to Meet Critical State Needs

Workforce Engagement Vision

In collaboration with UMS, we will be known for building Maine's strong workforce pipeline through meaningful exploration opportunities with the support of matching all cross disciplinary academic studies with real world experiences.

Workforce Engagement at USM



Matching all areas of academic study with real world experiences

- World of work is changing, we need to be nimble and think outside the box.
- Action: Each college is assigned one Employer Relationship Manager and one Career Counselor from the Career Hub.

Call to Action

- Major presence at HR Conferences and Employer Events
- Work with Alumni & Foundation to host events. (e.g. Corp Partners & USM WorksforMe)
- Increase exposure through events and activities that connect
 - Students to Employers
 - Employers to Students
- Job Fairs – Over 900 attendees (Over 100 employers)
- Career Take Off Series – Employers invited to come on campus and work with students.
- Career Café – Monthly workshops on resume writing & interviewing.
- Targeted Industry Events – (e.g. Engineering Job Fair)
- Reaching the untapped labor market to increase engagement, and support access to developing a stronger and diverse workforce. (e.g. Veterans, new Mainers, underserved populations.)
- Internship Fair – 50+ Employers
- **Get On Track**

Get On Track

Career Readiness for 1st year Students
Career Fitness Program



University of Maine at Farmington



FY20 Budget Presentation

FFT Meeting

March 19, 2019

FY20 Assumptions



- ∞ Tuition Increase: IS 2.5%; OS 5%; GRAD 2.5%
 - ∞ NEBHE @ 165% of IS rate
- ∞ Unified Fee Increase: 2.5%
- ∞ Financial Aid Increase: 2.5% + \$500,000
- ∞ Compensation Increase: 3%
- ∞ Fringe Benefit Rate: FT 53.2%; PT 7.9%
- ∞ New Students: 530 comprised of IS 420; OS 110 (40% NEBHE)
- ∞ Capital Expenditures Increase: +4.5%

FY20 Proposed Rates

Tuition & Fees



Item		Current	Proposed	\$ Change	% Change
Tuition – In-state		\$274 <i>\$8,768 annual</i>	\$281 <i>\$8,992 annual</i>	\$7 <i>\$224 annual</i>	2.6%
Tuition – Out-of-state		\$590	\$620	\$30	5.1%
Tuition – NEBHE (165% of In-state)		\$439	\$464	\$25	5.7%
Tuition – Grad		\$407	\$421	\$14	3.4%
Unified Fee	<=6 ch	\$176	\$180	\$4	2.3%
	7-11 ch	\$350	\$359	\$9	2.6%
	>=12 ch	\$688	\$705	\$17	2.5%

FY20 Proposed Rates

Annual Room & Board (overall 1.8% increase)



Item	FY19 Budget	Proposed	Change <i>annual</i>	% Change <i>annual</i>
Room – Double Room	\$5,280	\$5,356	\$76	1.4%
Board – All Access Meal Plan	\$4,446	\$4,546	\$100	2.3%
Residence Hall Capacity	1,030	1,000	(30)	
Residence Hall Budget	893	917	58	
Occupancy Rate	87%	92%		

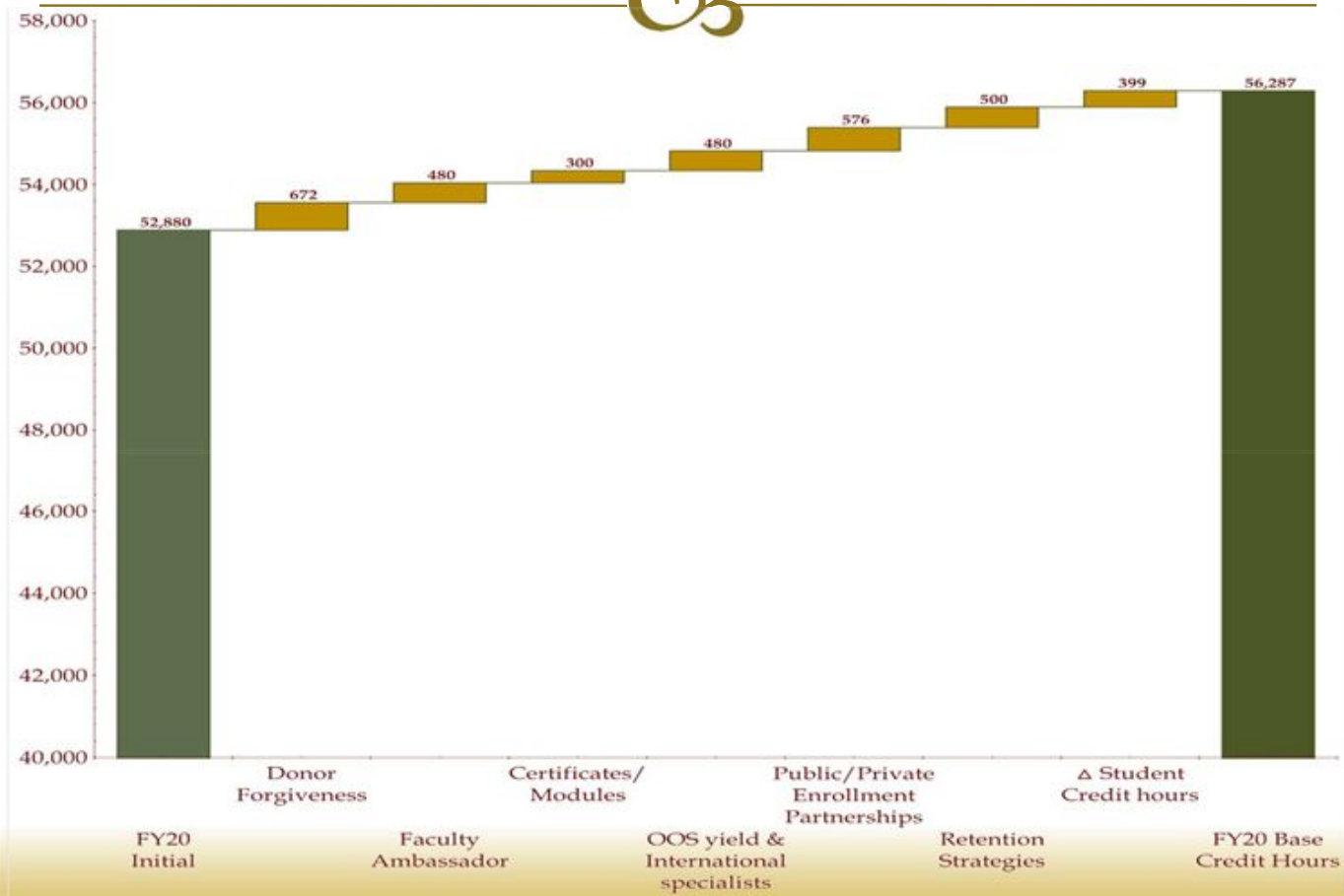
FY20 Credit Hours



		FY19 Budget Fall New 548	FY19 est. Adjusted Fall New 483	FY20 Fall New 530	Increase/ (Decrease) from FY19	Increase/ (Decrease) from FY19 est. Adjusted
<u>UNDG</u>	In-State	43,602	40,446	42,422	-2.71%	4.53%
	Out-of-State	6,635	6,205	5,867	-1.76%	-0.78%
	Canadian/NEBHE	3,121	2,819	3,899	1.78%	2.48%
	Early College	800	800	880	--	1.83%
<u>GRAD</u>	In-State	<u>2,800</u>	<u>3,271</u>	<u>3,219</u>	0.96%	-0.12%
	Total	56,958	53,541	56,287	-1.18%	4.82%

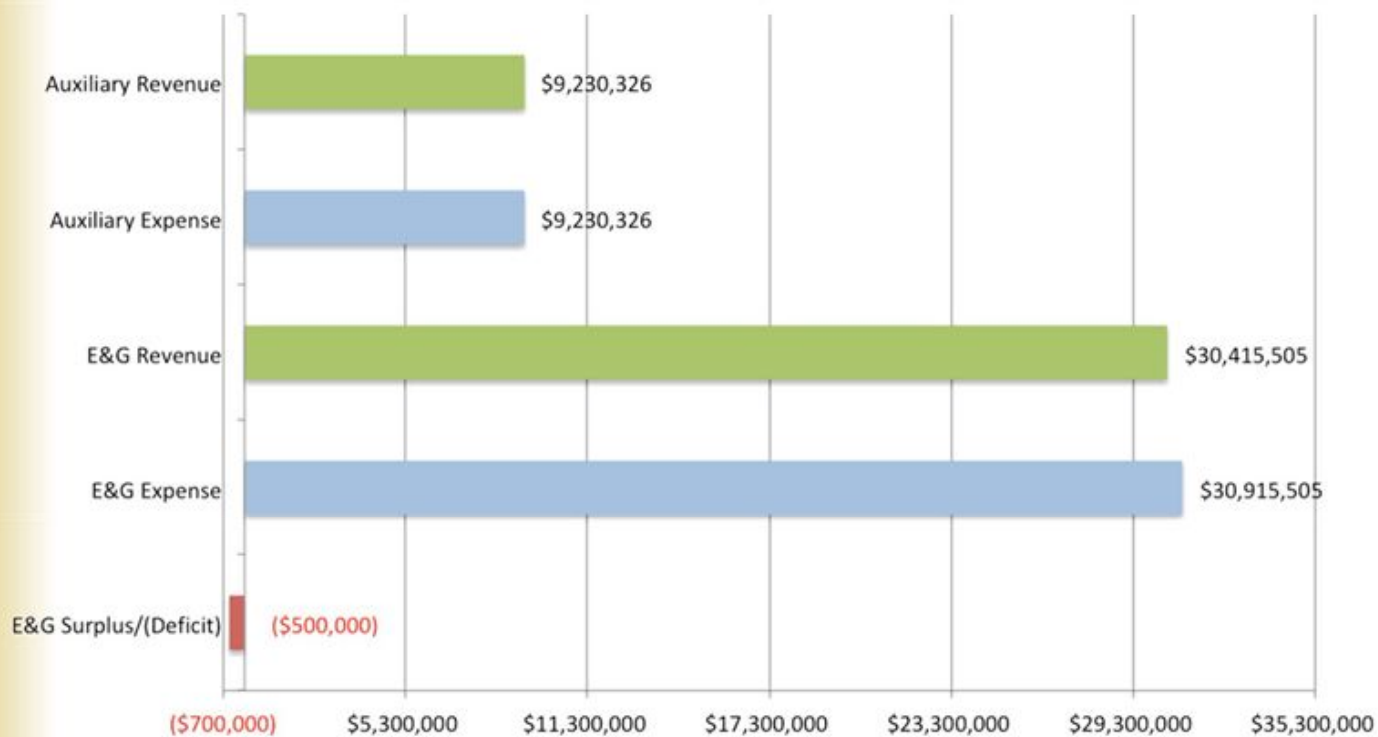
FY20 Credit Hours

“Snowfall” Enrollment Projections



E&G and Auxiliary

Total Revenue & Expense



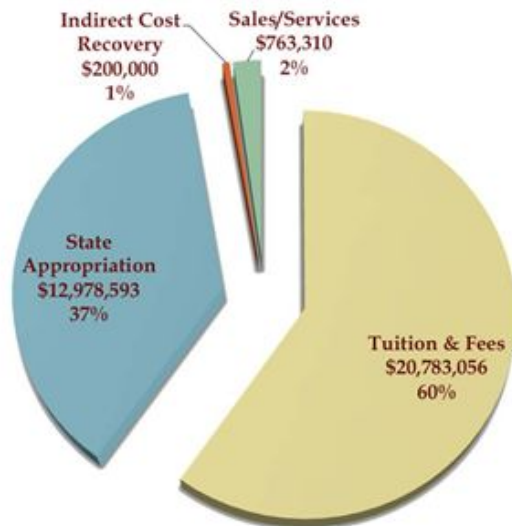
FY20 Initial Budget

E&G

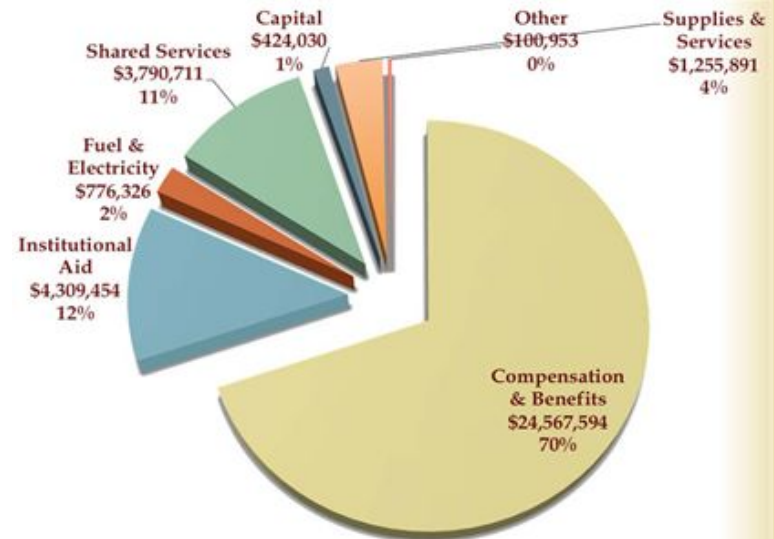


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Tuition & Fees
(net of \$595,603 waivers)



Expense



\$34,724,959

\$35,224,959

Gap to close
(\$500,000)

FY20 Initial Budget

Auxiliary

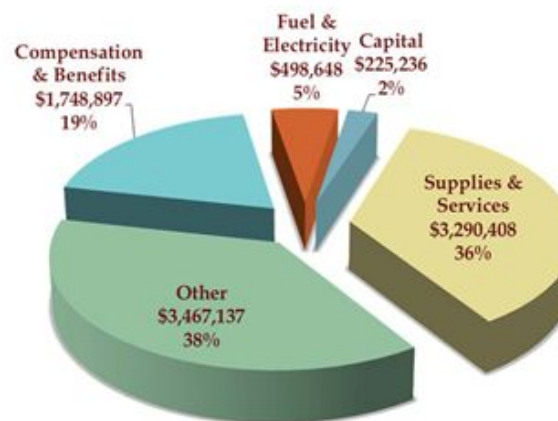


Dining & Residence Revenue
(net of \$296,415 waivers)



\$9,230,326

Expense



\$9,230,326

FY20 Depreciation Funding

Summary



<u>Depreciation</u>	<u>E&G</u>	<u>Auxiliary</u>
FY20 Value	\$1,842,905	\$703,478
FY20 Funded	816,561	1,014,554
Capital Reserve Funding	424,030	225,236
Debt Service Principal	392,531	789,318
Capital Expenditures	-	-
Share of Value Funded	44%	144%

Combined Value: \$2,546,383

Combined Funded: \$1,831,115

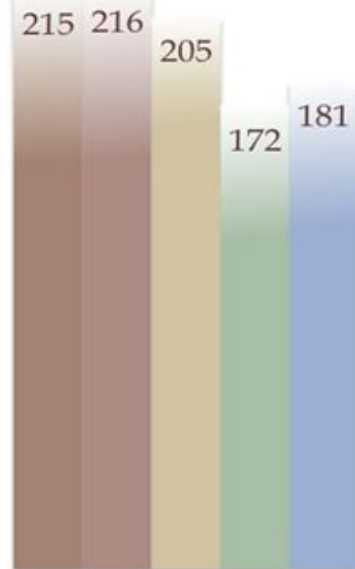
Combined Share of Value Funded: 72%

Historical FTE Reductions



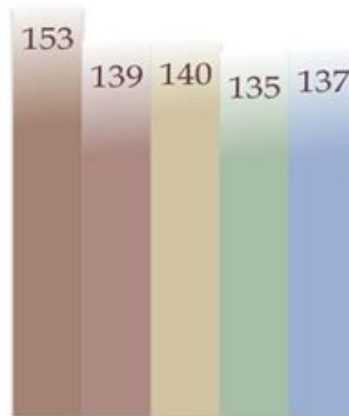
Staff

Δ 2006-2018
(34) FTE -16%



Faculty

Δ 2006-2018
(16) FTE -10%



Administrators

Δ 2006-2018
(8) FTE -44%



■ 2006 ■ 2009 ■ 2012 ■ 2015 ■ 2018

FY20 FTE Reductions



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E&G								
Faculty		Salary		Hourly		Total		Net
+	-	+	-	+	-	+	-	
	(2.5)	1.0	(1.5)	1.5	(4.9)	2.5	(8.9)	(6.4)
Comments-a)title of new positions b)explanation for reductions, etc <u>Additions:</u> 1 FTE Salary - moving individual from fund 13 to fund 00, 1.5 FTE Hourly - custodial redistribution between E&G and Auxiliary. <u>Reductions:</u> (2.5) FTE Faculty - retirements; (1.5) FTE Salary - (1)FTE retirement, (.5) FTE position reduction; (4.9) FTE Hourly - (.5) FTE AA retirement, (4.4) FTE custodial position redistributions between E&G and Aux.								

AUXILIARY								
Faculty		Salary		Hourly		Total		Net
+	-	+	-	+	-	+	-	
				4.4	(1.5)	4.4	(1.5)	2.9
<u>Additions:</u> 4.4 FTE Hourly - custodial redistribution between E&G and Aux. <u>Reductions:</u> (1.5) FTE Hourly - custodial redistribution between E&G and Aux.								

net = (3.5) FTE

Investments from Appropriation



- ❧ UMF received \$598,345 from the new appropriation funding model
- ❧ FY20 priority investments made:
 - ❧ Vice President for Student and Community Services
 - ❧ \$150,334 (includes FB)
 - ❧ Scholarships
 - ❧ \$500,000



Fall 2017 NSC Study

Where did our students go?



Top 20 Competitors – In-State Tuition Residency

	#	%
UNIVERSITY OF MAINE ORONO	108	15.8%
UNIVERSITY OF SOUTHERN MAINE	80	11.7%
HUSSON UNIVERSITY	34	5.0%
SOUTHERN MAINE COMMUNITY COLLEGE	33	4.8%
SAINT JOSEPH'S COLLEGE OF MAINE	31	4.5%
THOMAS COLLEGE	27	4.0%
CENTRAL MAINE COMMUNITY COLLEGE	20	2.9%
KENNEBEC VALLEY COMMUNITY COLLEGE	12	1.8%
UNIVERSITY OF NEW ENGLAND	12	1.8%
ENDICOTT COLLEGE	8	1.2%
MAINE MARITIME ACADEMY	7	1.0%
UNIVERSITY OF MAINE PRESQUE ISLE	6	0.9%
UNIVERSITY OF MAINE AT MACHIAS	6	0.9%
WHEATON COLLEGE	6	0.9%
BATES COLLEGE	5	0.7%
UNIVERSITY OF MAINE FT KENT	5	0.7%
UNIVERSITY OF MAINE AUGUSTA	5	0.7%
CLARK UNIVERSITY	5	0.7%
COLBY SAWYER COLLEGE	5	0.7%
COLBY COLLEGE (tied for 20th)	5	0.7%
PLYMOUTH STATE UNIVERSITY(tied for 20th)	5	0.7%
Top Subtotal	425	62.3%
Other Colleges/Universities	128	18.8%
Total FYS Admitted & Enrolled Elsewhere	553	81.1%
Not Found in Clearinghouse	129	18.9%
Total	682	100.0%

Top 20 Competitors – Out-of-State Tuition Residency

	#	%
PLYMOUTH STATE UNIVERSITY	18	3.8%
UNIVERSITY OF MAINE ORONO	17	3.5%
UNIVERSITY OF VERMONT & STATE AGRICULTURAL COLLEGE	12	2.5%
UNIVERSITY OF NEW HAMPSHIRE- DURHAM	11	2.3%
UNIVERSITY OF MASSACHUSETTS AT AMHERST	10	2.1%
NORTHERN VERMONT UNIVERSITY	8	1.7%
MASSACHUSETTS COLLEGE OF LIBERAL ARTS	7	1.5%
UNIVERSITY OF RHODE ISLAND	7	1.5%
KEENE STATE COLLEGE	7	1.5%
EASTERN CONNECTICUT STATE UNIVERSITY	6	1.3%
UNITY COLLEGE	6	1.3%
UNIVERSITY OF SOUTHERN MAINE	6	1.3%
CASTLETON UNIVERSITY	6	1.3%
WESTERN CONNECTICUT STATE UNIVERSITY	6	1.3%
SAINT MICHAELS COLLEGE	6	1.3%
SALEM STATE UNIVERSITY	6	1.3%
ST LAWRENCE UNIVERSITY	5	1.0%
WESTFIELD STATE UNIVERSITY	5	1.0%
ROGER WILLIAMS UNIVERSITY	5	1.0%
BRIDGEWATER STATE UNIVERSITY	5	1.0%
Top Subtotal	159	33.1%
Other Colleges/Universities	272	56.7%
Total FYS Admitted & Enrolled Elsewhere	431	89.8%
Not Found in Clearinghouse	49	10.2%
Total	480	100.0%

Source: National Student Clearinghouse

Fall 2018 NSC Study

Where did our students go?



Top 20 Competitors – In-State Tuition Residency

	#	%
UNIVERSITY OF MAINE ORONO	119	16.1%
UNIVERSITY OF SOUTHERN MAINE	102	13.8%
HUSSON UNIVERSITY	46	6.2%
THOMAS COLLEGE	32	4.3%
CENTRAL MAINE COMMUNITY COLLEGE	30	4.1%
SAINT JOSEPH'S COLLEGE OF MAINE	29	3.9%
SOUTHERN MAINE COMMUNITY COLLEGE	25	3.4%
UNIVERSITY OF MAINE PRESQUE ISLE	21	2.8%
EASTERN MAINE COMMUNITY COLLEGE	11	1.5%
UNIVERSITY OF MAINE AUGUSTA	11	1.5%
WHEATON COLLEGE	10	1.4%
UNIVERSITY OF NEW HAMPSHIRE- DURHAM	8	1.1%
UNIVERSITY OF NEW ENGLAND	8	1.1%
MAINE MARITIME ACADEMY	8	1.1%
UNIVERSITY OF MAINE FT KENT	7	0.9%
KEENE STATE COLLEGE	7	0.9%
UNIVERSITY OF MAINE AT MACHIAS	6	0.8%
KENNEBEC VALLEY COMMUNITY COLLEGE	6	0.8%
PLYMOUTH STATE UNIVERSITY	6	0.8%
UNITY COLLEGE (tied for 20th)	5	0.7%
SAINT MICHAELS COLLEGE (tied for 20th)	5	0.7%
GORDON COLLEGE (tied for 20th)	5	0.7%
Top Subtotal	507	68.6%
Other Colleges/Universities	122	16.5%
Total FYS Admitted & Enrolled Elsewhere	629	85.1%
Not Found in Clearinghouse	110	14.9%
Total	739	100.0%

Top 20 Competitors – Out-of-State Tuition Residency

	#	%
UNIVERSITY OF MAINE ORONO	15	3.2%
UNIVERSITY OF NEW HAMPSHIRE- DURHAM	13	2.8%
PLYMOUTH STATE UNIVERSITY	10	2.2%
UNIVERSITY OF CONNECTICUT	9	1.9%
UNIVERSITY OF VERMONT & STATE AGRICULTURAL COLLEGE	8	1.7%
KEENE STATE COLLEGE	8	1.7%
COLBY SAWYER COLLEGE	7	1.5%
UNIVERSITY OF RHODE ISLAND	6	1.3%
UNIVERSITY OF SOUTHERN MAINE	6	1.3%
SOUTHERN NEW HAMPSHIRE- 15WEEK	6	1.3%
NORTHERN VERMONT UNIVERSITY	6	1.3%
BRIDGEWATER STATE UNIVERSITY	5	1.1%
UNIVERSITY OF MASSACHUSETTS BOSTON	5	1.1%
SAINT ANSELM COLLEGE	5	1.1%
UNIVERSITY OF NEW ENGLAND	4	0.9%
JOHNSON & WALES UNIVERSITY	4	0.9%
MERRIMACK COLLEGE	4	0.9%
RIVIER UNIVERSITY	4	0.9%
UNIVERSITY OF MASSACHUSETTS-DARTMOUTH	4	0.9%
WESTERN NEW ENGLAND UNIVERSITY (tied for 20th)	4	0.9%
WENTWORTH INSTITUTE OF TECHNOLOGY (tied for 20th)	4	0.9%
EASTERN CONNECTICUT STATE UNIVERSITY (tied for 20th)	4	0.9%
CASTLETON UNIVERSITY (tied for 20th)	4	0.9%
SAINT MICHAELS COLLEGE (tied for 20th)	4	0.9%
Top Subtotal	149	32.0%
Other Colleges/Universities	267	57.4%
Total FYS Admitted & Enrolled Elsewhere	416	89.5%
Not Found in Clearinghouse	49	10.5%
Total	465	100.0%

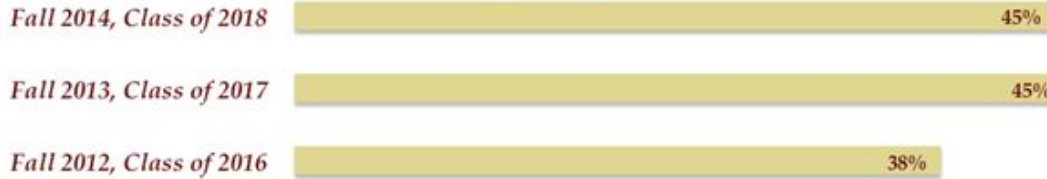
Source: National Student Clearinghouse

Graduation Rates

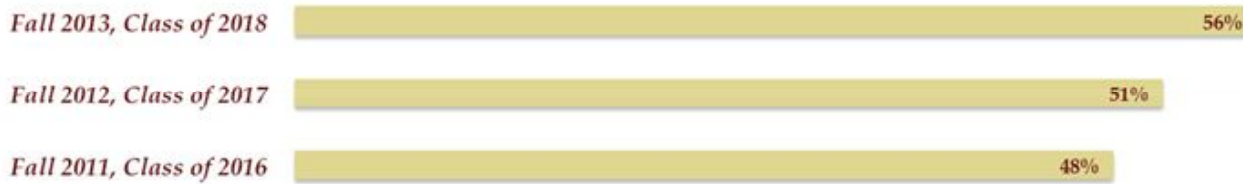
4, 5 and 6 year



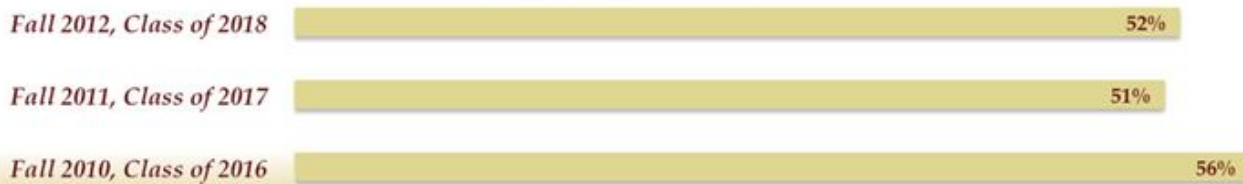
4 year graduation rate



5 year graduation rate



6 year graduation rate



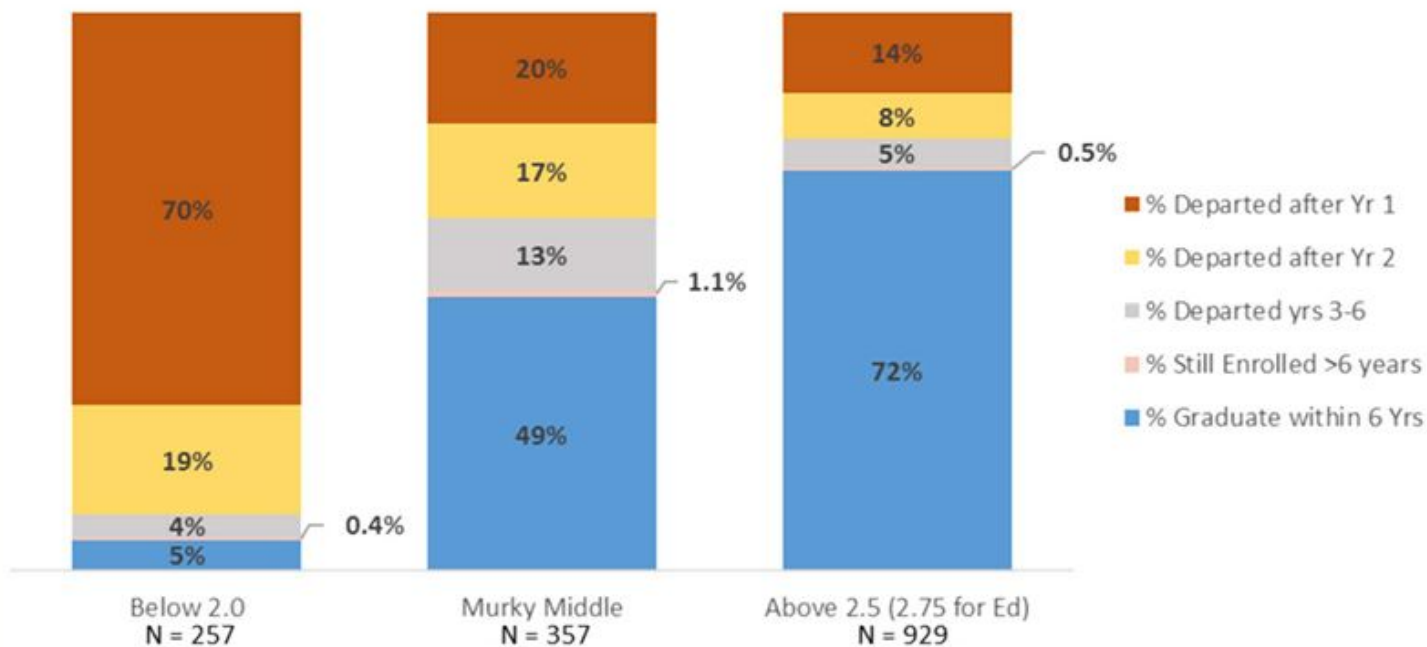
Attrition Rates

With Six-Year Graduation Rates for Full-Time, First-Time Students



Attrition by GPA Level After First Year

First-Time, Full-Time Fall Terms 2009, 2010, and 2011



Selectivity Rates



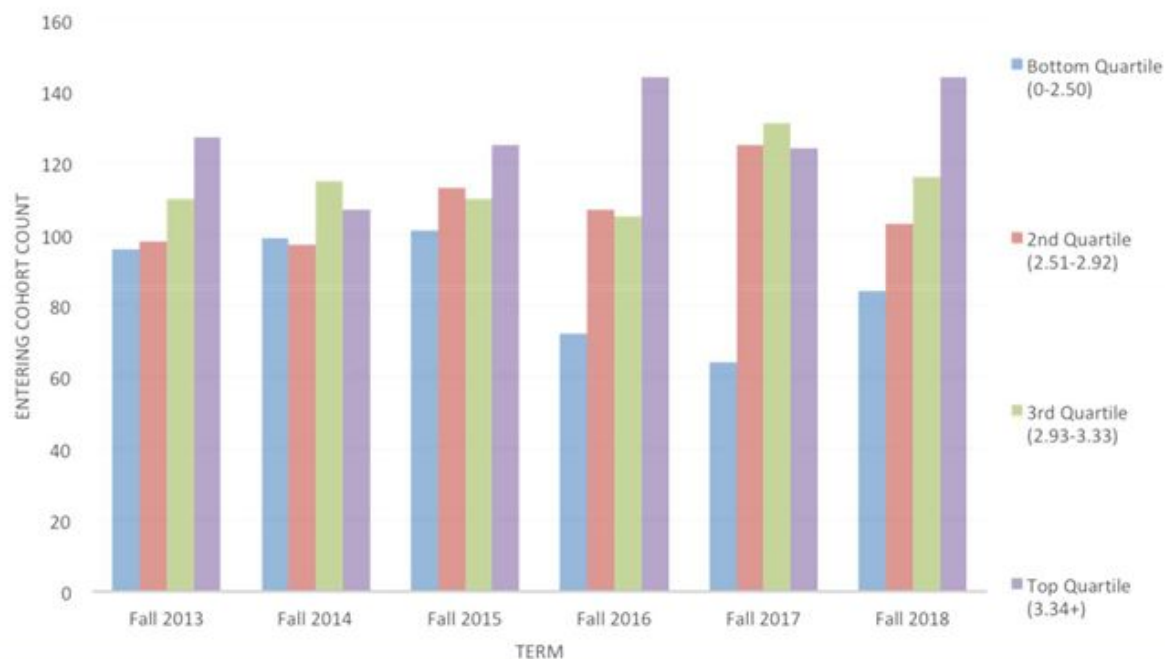
Selectivity Rates by Year End for Fall Enrollments

	<u>2018</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>	<u>6 yr. Avg.</u>
FYR	81%	83%	80%	83%	84%	84%	83%
TR	83%	91%	91%	93%	87%	91%	89%

“Fit Selectivity”



Beginning of Term Fall Enrollments 2013-2018 by RCGPA Quartiles



Source: FY19 Update: UMF Recruitment and Retention Plan 2016 – 2021

Calculated Discount Rates: Incoming First-time/Full-time Students



UNIVERSITY OF MAINE SYSTEM

Calculated Discount Rates: Incoming First-time/Full-time Students

2016-2017 Calculated Discount Rates

	Student Count (as of fall census)	% of students receiving institutional aid	Discount Rate	I/S	O/S	NEBHE	CAN	Intl	Online
University of Maine	2,204	99%	35%	26%	38%	28%	100%**	82%	N/A
University of Maine at Augusta	179	42%	11%	11%	12%*	N/A	N/A	N/A	N/A
University of Maine at Farmington	435	88%	31%	30%	41%	23%	N/A	60%*	N/A
University of Maine at Fort Kent	165	68%	21%	11%	30%	N/A	N/A	50%	N/A
University of Maine at Machias	119	95%	38%	33%	46%	29%*	N/A	N/A	N/A
University of Maine at Presque Isle	169	73%	24%	26%	20%	N/A	23%*	16%*	N/A
University of Southern Maine	780	84%	46%	36%	60%	36%	37%*	N/A	N/A

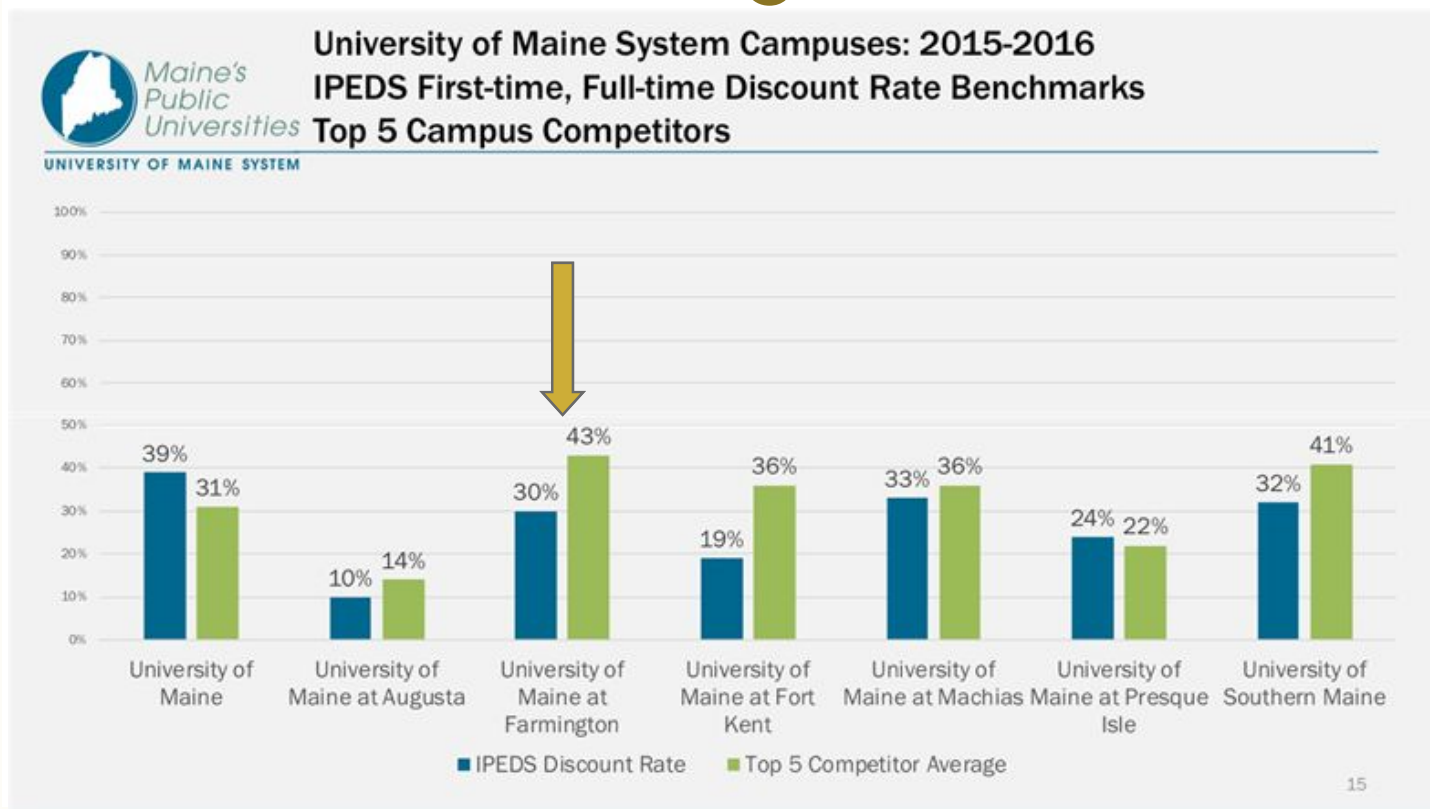
*Based on an n of <10 students.

**The full-time Canadian student population comprise a high percentage of scholarship athletes funded to full cost-of-attendance. The tuition discount rate was capped at 100%.

9

Calculated Discount Rates:

Compared to top non-system application overlap



Early Indicators

Fall 2019



Enrollment:

As of 3/1/19 Applications are up 4.4% IS and 3% OS.

IS total: 1,189 applications [Fall 2018 = 1,139]

OS+NEBHE total: 560 completed applications [Fall 2018 = 544]

NEBHE: 112 (20%) [Fall 2018 = 79 (14.5%)]

Admits are higher then at this point last year (+64 or 5%)

Confirms are up 15% for both IS (+12) and OS (+4)

60+ applications have been referred to UMA for our
UMA/UMF Farmington Forward Partnership
Program

New Programs – Coming Soon



- ❧ Intent to Plans approved for:
 - ❧ Masters in Special Education
 - ❧ Masters in Counseling with an emphasis on Expressive Arts

- ❧ Intent to Plans in development:
 - ❧ Masters in Math Leadership
 - ❧ B.A. in Publishing and Editing

- ❧ Certificates:
 - ❧ Math Intervention Specialist

Liberal Arts 2.0

Raising the profile



- ❧ Review and revising the First Year Seminar
- ❧ Implementing two TEC modules and developing five additional modules
- ❧ Developing a new Liberal Studies concentration focused on skills-focus on transfer students and adult attainment
- ❧ Developing a Publishing and Editing major that combines literature and writing with specific publishing and editing skills, and experiential learning
- ❧ Offering certificates in GIS, Alpine Operations, English Language Learners, Addiction Rehabilitation to enhance career credentials
- ❧ Implementing a new General Education curriculum that included Cultural Competence Requirement
- ❧ Work in Digital Humanities via New Commons Project

Work of the future



- ❧ Pilot revised First Year Seminar that incorporates more critical thinking, experiential learning, collaboration and presentation
- ❧ Expand curricular, workforce and partnership opportunities in Sustainability
- ❧ Expand access to early childhood education degrees and certificates to meet workforce demand
- ❧ Develop Maker Spaces to promote creative thinking and problem solving, entrepreneurship, and collaboration
- ❧ Consider ways to reorganize the course catalog and MaineStreet to inform students about courses that are more skills based
- ❧ Utilize our two new Burning Glass licenses to learn more about specific skills that enhance different majors, and consider areas of demand that may fit with our mission

Work of the future

con't



- ❧ Examine the entire First-Year Experience with an eye to strengthening experiential learning, a career services component, and opportunities for collaboration and multiple perspectives
- ❧ Scan of existing majors and General Education courses to see where students are developing knowledge, skills and dispositions.
 - ❧ Communication (oral and written), data analytics, coding, digital literacy, creative problem solving, research, critical thinking, intercultural competence, collaboration, experiential learning, professionalism
 - ❧ Senior capstone or internship experience

Collaborations



- ❧ Farmington Forward Program with UMA
- ❧ Instructional Masters in Technology
- ❧ Methods Course in Secondary Math Education
- ❧ Early Childhood off-campus program at SMCC
- ❧ Certificates with UM in Special Education
- ❧ UM Business School (MBA)
 - ❧ Outdoor Recreation Management
- ❧ Partnerships on World Language Education
- ❧ Masters Ed Leadership - UMPI
- ❧ 3+3 program with the Maine Law School
- ❧ 3+2 program with USM
 - ❧ Counseling and Social Work
- ❧ 1+3 Engineering program with UM
- ❧ Deliver courses in UMA certificate in Trauma and Emergency Response and Recovery
- ❧ COPLAC Digital Liberal Arts at a distance
- ❧ Articulation agreement with CMCC for path to Community Health Education with a Physical Activity and Nutrition concentration

Catalyst Fund

~ \$3,225,000 in funds to support student success and UMF's mission



- ❧ Presidential Persistence Scholarships Program
- ❧ Psychiatric Nurse Practitioner and Additional Counseling Support
- ❧ Expansion of New Graduate Programming
- ❧ Marketing Funds
- ❧ Grant Writer/Coordinator
- ❧ Annual Fund Challenge Capital



Long-term conversation



- ❧ Innovation in academics
- ❧ Expansion to Adult Learners
- ❧ New markets
- ❧ Graduate programming
- ❧ Bond investments
- ❧ Academic Partnerships
- ❧ Sustainable energy
- ❧ Partnerships ~ public/private
- ❧ Expanding Ski Operations
- ❧ Partnership to expand Infant/Toddler teacher preparation
- ❧ Revised first-year experience
- ❧ Reimagining Summer experience
- ❧ Professional advising
- ❧ Early College
- ❧ Skills modules
- ❧ New interdisciplinary programs
- ❧ New graduate certificates in Education



Questions

Thank you.