

## FY23 - FY24 - Recurring vs Non-Recurring Operating Income

	Recurring			Non-Recurring			Total		
	FY24 Budget	FY24 YTD	FY23 Actual	FY24 Budget	FY24 YTD	FY23 Actual	FY24 Budget	FY24 YTD	FY23 Actual
<b>Operating Revenues (\$M)</b>									
Gross Tuition / Fees	395.3	391.0	373.5	-	-	-	395.3	391.0	373.5
Financial Aid	(171.3)	(171.3)	(162.2)	-	(0.1)	(0.2)	(171.3)	(171.4)	(162.4)
State Appropriation	65.9	38.5	60.4	-	-	-	65.9	38.5	60.4
Grants & Contracts/F&A/Pell	208.0	130.4	204.9	0.6	1.7	28.3	208.7	132.1	233.2
Non Cap Gifts & Endowment Income	37.5	16.6	35.6	-	-	-	37.5	16.6	35.6
Sales of Aux Services	156.2	145.0	150.6	-	-	-	156.2	145.0	150.6
Other Operating Revenue	31.3	18.1	34.3	-	-	1.1	31.3	18.1	35.4
<b>Grand Total</b>	<b>723.0</b>	<b>568.4</b>	<b>697.1</b>	<b>0.6</b>	<b>1.6</b>	<b>29.2</b>	<b>723.7</b>	<b>570.0</b>	<b>726.4</b>
<b>Operating Expenses(\$M)</b>									
Employee Compensation	435.5	246.2	420.4	5.0	2.6	5.1	440.5	248.8	425.5
Supplies & Services	205.3	122.5	202.0	7.4	2.3	14.5	212.7	124.8	216.6
Depreciation	53.7	33.5	55.5	-	-	-	53.7	33.5	55.5
Other Operating Expense	20.5	10.3	20.2	0.5	0.2	-	20.9	10.4	20.2
<b>Grand Total</b>	<b>714.9</b>	<b>412.4</b>	<b>698.1</b>	<b>12.9</b>	<b>5.1</b>	<b>19.6</b>	<b>727.7</b>	<b>417.5</b>	<b>717.7</b>
<b>Net Operating Revenues (Expenses)</b>	<b>8.2</b>	<b>156.0</b>	<b>(0.9)</b>	<b>(12.3)</b>	<b>(3.5)</b>	<b>9.6</b>	<b>(4.1)</b>	<b>152.4</b>	<b>8.7</b>
<b>Operating Margin</b>	<b>1.1%</b>	<b>27.4%</b>	<b>-0.1%</b>				<b>-0.6%</b>	<b>26.7%</b>	<b>1.2%</b>

## Commentary

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

## Key Performance Indicators (KPI)

		FY24 Budget	FY24 YTD	FY23 Final	FY22 Final
<b>Operating Income (Total)</b>	Operating Revenues (\$M)	723.7	570.0	726.4	690.5
	Operating Expenses (\$M)	727.7	417.5	717.7	656.7
	Net Operating Revenues (Expenses) (\$M)	(4.1)	152.4	8.7	33.7
	Operating Margin	-0.6%	26.7%	1.2%	4.9%
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<b>Undergraduate Enrollment</b>	UG Enrollment (UNH Fall R30)	11,440	11,230	11,903	12,073
	Undergrad Gross Tuition (\$M)	311.3	310.3	297.7	284.5
	Undergrad Financial Aid (\$M)	(141.8)	(142.4)	(134.1)	(130.1)
	Undergrad Net Tuition (\$M)	169.5	168.0	163.6	154.4
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<b>Graduate Enrollment (Total)</b>	Grad Enrollment (UNH Fall R30)		3,144	2,974	2,948
	Grad Gross Tuition (\$M)	64.9	64.5	59.8	55.3
	Grad Financial Aid (\$M)	(27.5)	(28.3)	(27.6)	(24.2)
	Grad Net Tuition (\$M)	37.3	36.2	32.1	31.1
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<b>Balances</b>	Unrestricted Reserves (\$M)	119.4	300.4	151.5	132.5
	Total External Debt (\$M)	130.9	164.6	152.8	163.4
	Unrestricted Reserves/Debt	0.9	1.8	1.0	0.8
	Current Use Gift Fund Balance (\$M)	34.7	43.4	40.4	46.3
	Restricted Reserves (\$M)	1,182.7	1,150.4	1,110.6	1,068.3

## Commentary

GSC numbers are not included in prior fiscal years  
**Operating Margin:** FY24 YTD Operating Margin is temporarily inflated due to the recognition of spring semester tuition revenue without all the offsetting employee compensation and support expenses.

**Undergraduate Enrollment:** Undergraduate Enrollment reflects final Fall R30 census data. Budget and YTD headcount includes Durham only as of fall 2023.

**Graduate Enrollment:** Graduate net tuition fluctuates throughout the year due to differing programmatic schedules and timing of financial aid postings. The FY24 Budget for graduate enrollment is not currently available as this datapoint was not part of the budget submission.

**Balances:** FY24 YTD Unrestricted reserves balance is temporarily inflated due to the timing of Operating Income described above. Current Use Gift fund balance excludes certain funds not available for spending (i.e. pledges, investments, future capital projects, accounting adjs). Restricted reserves include endowment corpus and net investment in capital plant and equipment.

## Operating Income (Total)

		FY24 Budget	FY24 YTD	FY23 Final	FY22 Final
<b>Operating Revenues</b> (\$M)	Gross Tuition & Fees	395.3	391.0	373.5	367.9
	Financial Aid	(171.3)	(171.4)	(162.4)	(155.7)
	State Appropriation	65.9	38.5	60.4	60.4
	Grants & Contracts/F&A/Pell	208.7	132.1	233.2	219.5
	Non Cap Gifts & Endowment Income	37.5	16.6	35.6	37.1
	Sales of Aux Services	156.2	145.0	150.6	133.4
	Other Operating Revenue	31.3	18.1	35.4	27.9
	<b>Total</b>	<b>723.7</b>	<b>570.0</b>	<b>726.4</b>	<b>690.5</b>
<b>Operating Expenses</b> (\$M)	Employee Compensation	440.5	248.8	425.5	387.2
	Supplies & Services	212.7	124.8	216.6	202.7
	Depreciation	53.7	33.5	55.5	53.1
	Other Operating Expense	20.9	10.4	20.2	13.7
	<b>Total</b>	<b>727.7</b>	<b>417.5</b>	<b>717.7</b>	<b>656.7</b>
<b>Net Operating Revenues (Expenses) (\$M)</b>		<b>(4.1)</b>	<b>152.4</b>	<b>8.7</b>	<b>33.7</b>
<b>Operating Margin</b>		<b>-0.6%</b>	<b>26.7%</b>	<b>1.2%</b>	<b>4.9%</b>

## Commentary

**Operating Margin:** FY24 YTD Operating Margin is temporarily inflated due to the recognition of spring semester net tuition revenue without all of the offsetting employee compensation and support expenses. A full-year projection will be available later in FY24.

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

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

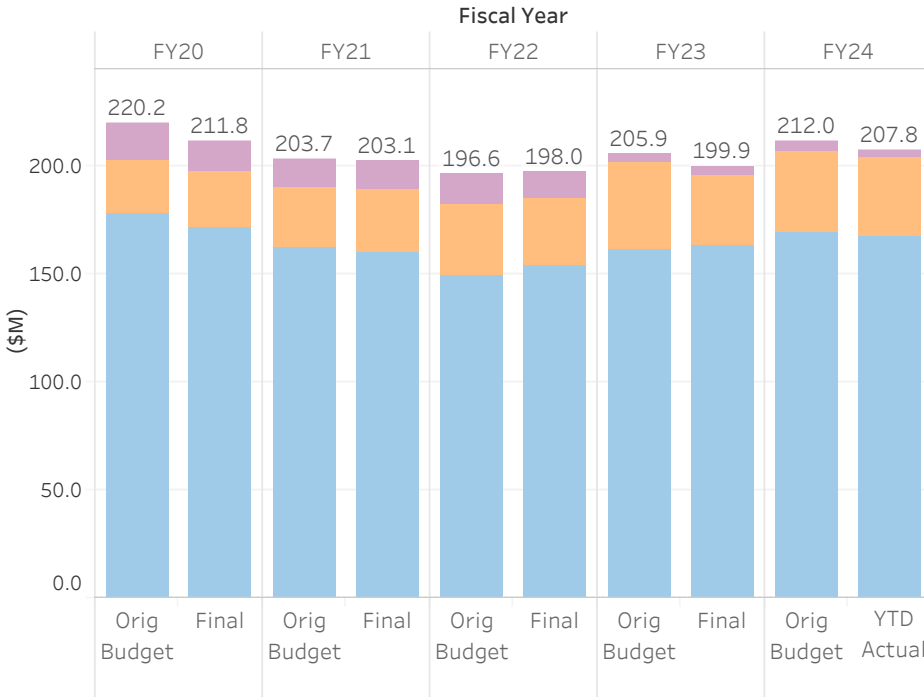
**Employee Compensation:** FY24 Budget is \$15M higher than the FY23 Final, primarily driven by continuing salary increases of continuing increases of approximately \$4M plus fringe and \$9.6M from GSC resulting from the merger.

**Notes:**

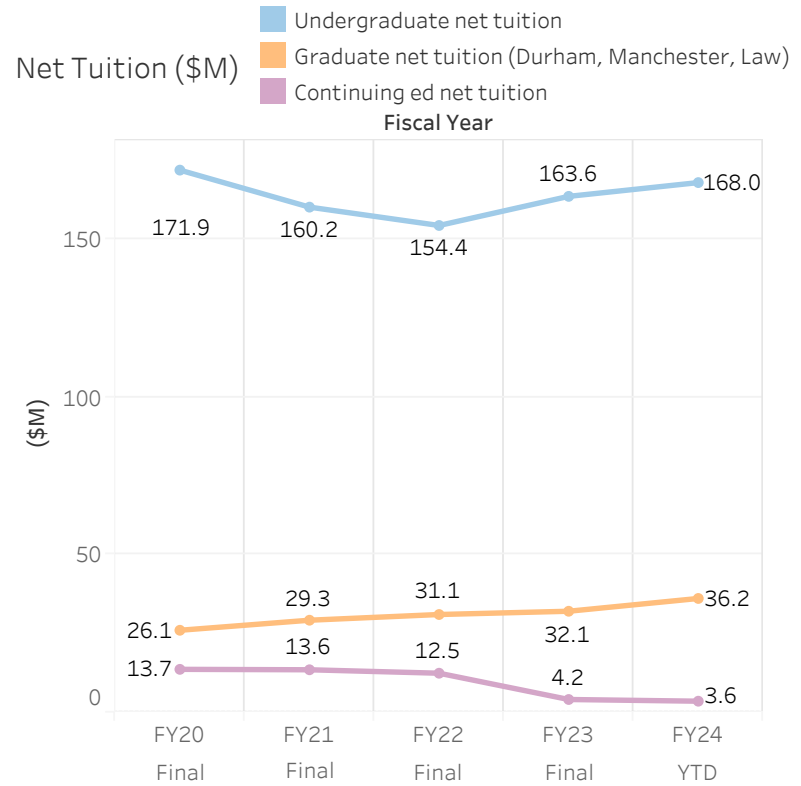
- GSC figures are not included in prior fiscal years.

## Net Tuition

Net Tuition (\$M)



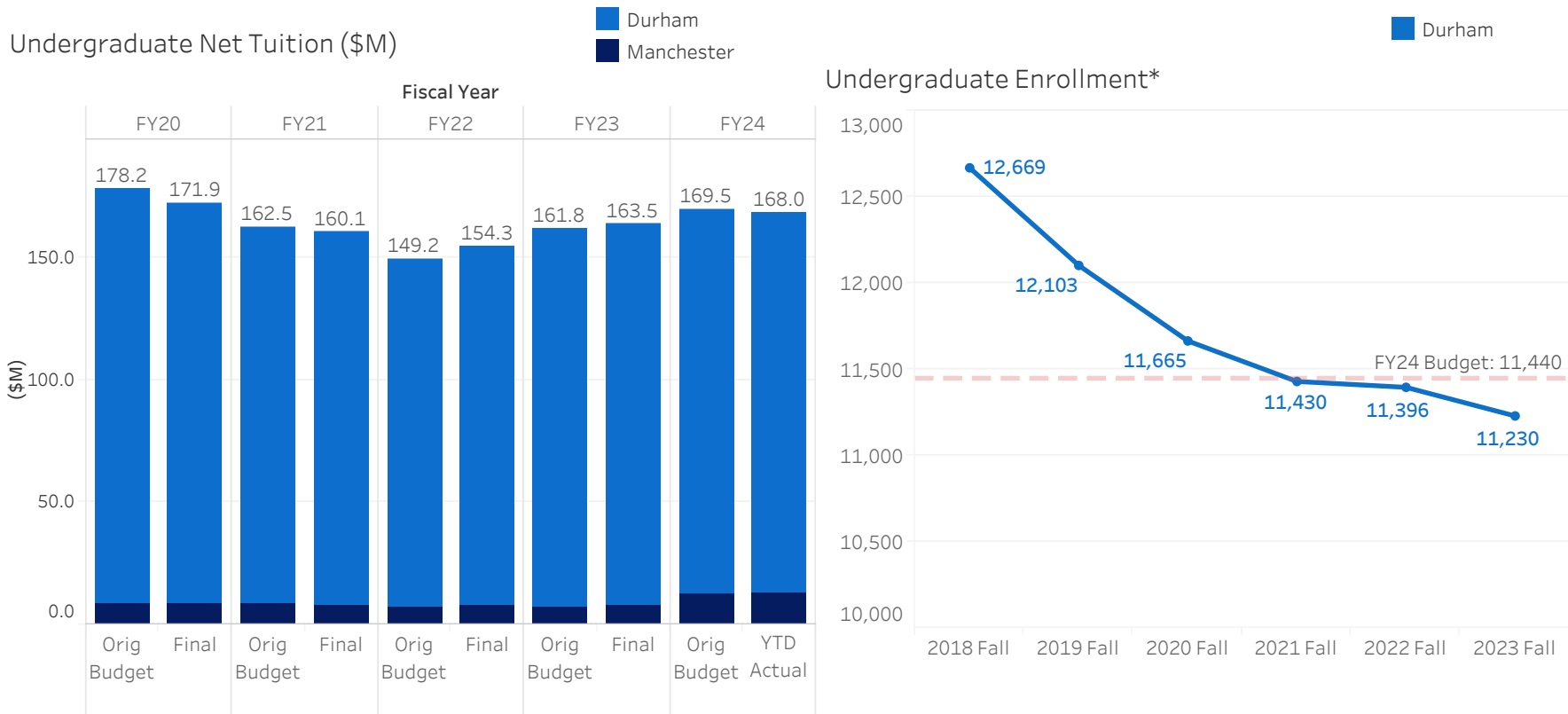
Net Tuition (\$M)



## Commentary

- \* GSC numbers are not included in prior fiscal years.
- \* Prior to FY23, Summer and J-term were coded as continuing education. Beginning in FY23, they are now recorded as Undergraduate and graduate net tuition.
- \* Graduate net tuition includes Durham, Law, and Manchester.
- \* Timing of Financial Aid and Tuition may cause fluctuations in YTD net revenue between periods, as well as variance from current year budget.

## Undergraduate Net Tuition and Enrollment (Fall)



### Commentary

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

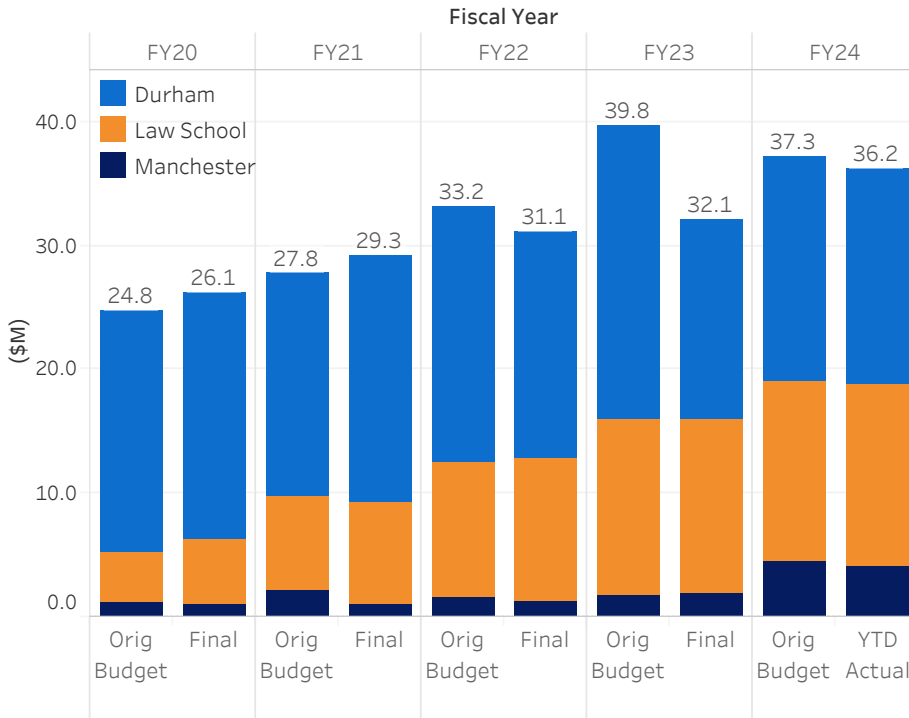
\* GSC numbers are not included in prior fiscal years. Enrollment includes only Durham.

\* Undergrad Net tuition includes Durham, Manchester, and Manchester CPS-online.

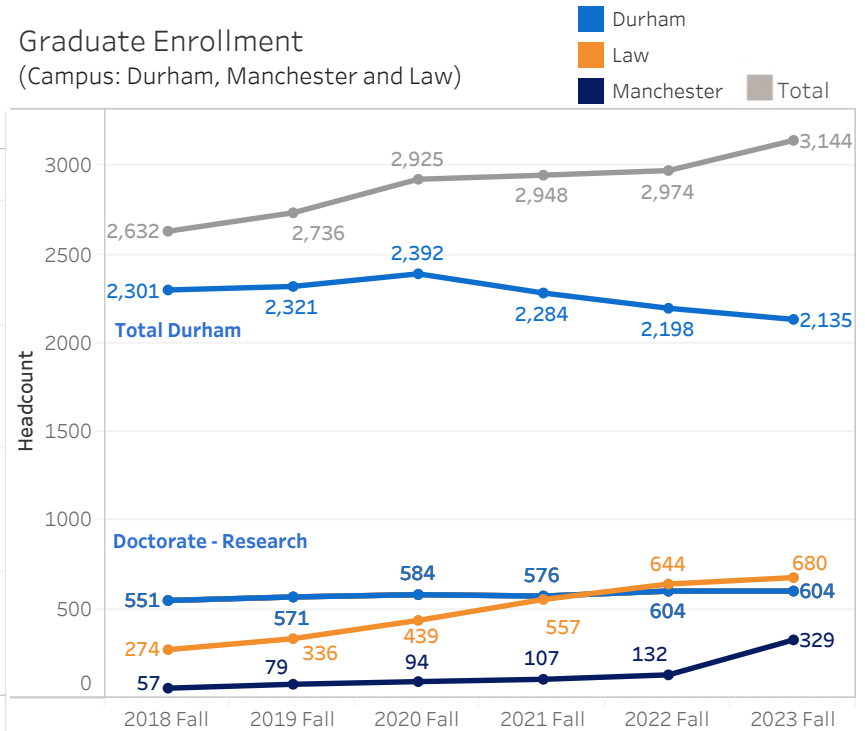
\* Timing of Financial Aid and Tuition may cause fluctuations in YTD net revenue between periods, as well as variance from current year budget.

## Graduate Net Tuition and Enrollment (Fall)

Graduate Net Tuition (\$M)



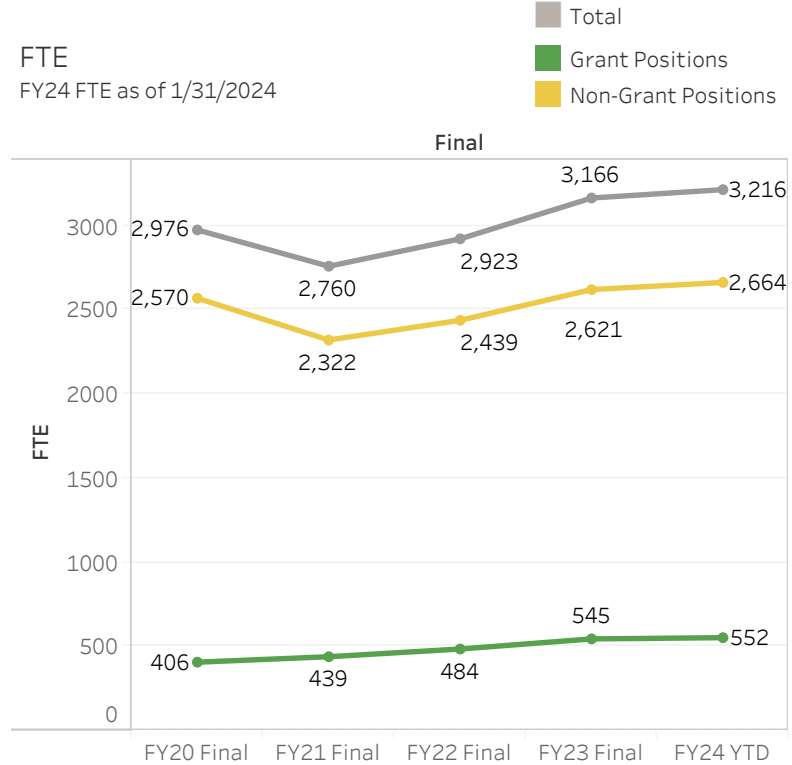
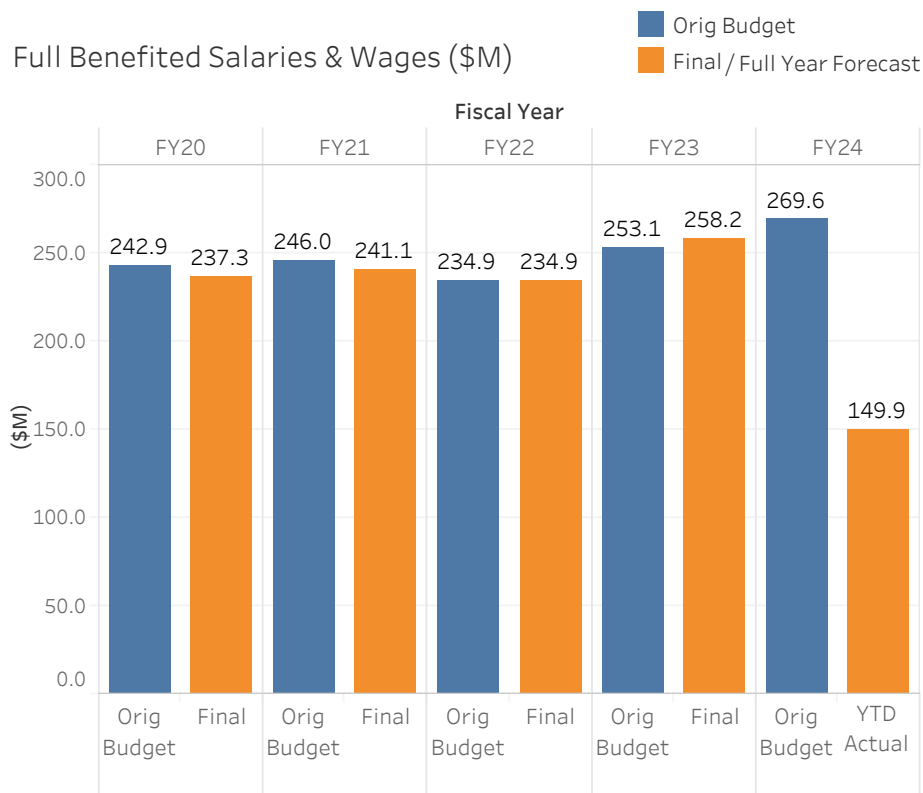
Graduate Enrollment  
(Campus: Durham, Manchester and Law)



## Commentary

- \* The metric of enrollment numbers is headcount. Non-degree is excluded from the statistics.
- \* Doctoral Research represents subsets of total Durham enrollment.
- \* GSC numbers are not included in prior fiscal years.
- \* Timing of Financial Aid and Tuition may cause fluctuations in YTD net revenue between periods, as well as variance from current year budget.
- \* Graduate Net tuition includes Durham, Law, Manchester, and Manchester CPS-online.

## Full Benefited Salaries & Wages and FTE



## Commentary

\* GSC numbers are not included in prior fiscal years \$ amounts.  
 \* FY23 Final FTE included GSC FTE counts (Non-grant 72, Grant 15)

**Grant Positions** increased by 7 FTEs, and **Non-Grant Positions** increased by 43 FTEs versus FY23 FTE final counts.

## Salary Expense - Fully Benefited Positions

(\$M, excluding Grant Funds)

### Salary - Fully Benefited Non-Grant Positions

(\$M, excluding Grant Funds)

	FY24 Budget	FY24 YTD	FY23 Final	FY22 Final
Faculty/Librarian - AAUP Tenure Track	\$60.91	\$33.60	\$59.12	\$56.25
Faculty/Librarian - AAUP Lecturers	\$13.61	\$7.69	\$13.65	\$12.61
Faculty/Librarian - Other	\$13.51	\$7.51	\$11.90	\$10.92
Professional, admin, & technical staff	\$100.33	\$55.33	\$96.05	\$85.21
Operating staff	\$29.73	\$16.08	\$28.16	\$25.65
Academic administrators	\$8.45	\$4.49	\$8.08	\$7.62
Extension educators	\$3.18	\$1.51	\$2.85	\$2.36
<b>Grand Total</b>	<b>\$229.71</b>	<b>\$126.21</b>	<b>\$219.81</b>	<b>\$200.62</b>

### FTE - Permanently Budgeted, Term and Perm-Term Positions

(Non-Grant)

	FY24 1/31/24	FY23 Final	Variance
Faculty/Librarian - AAUP Tenure Track	525	495	30
Faculty/Librarian - AAUP Lecturers	167	160	6
Faculty/Librarian - Other	137	129	8
Professional, admin & tech staff	1,146	1,138	7
Operating staff	599	603	(4)
Academic administrators	36	37	(1)
Extension educators	57	59	(2)
<b>Grand Total</b>	<b>2,664</b>	<b>2,621</b>	<b>43</b>

## Commentary

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



## Partial Benefited Salaries & Wages

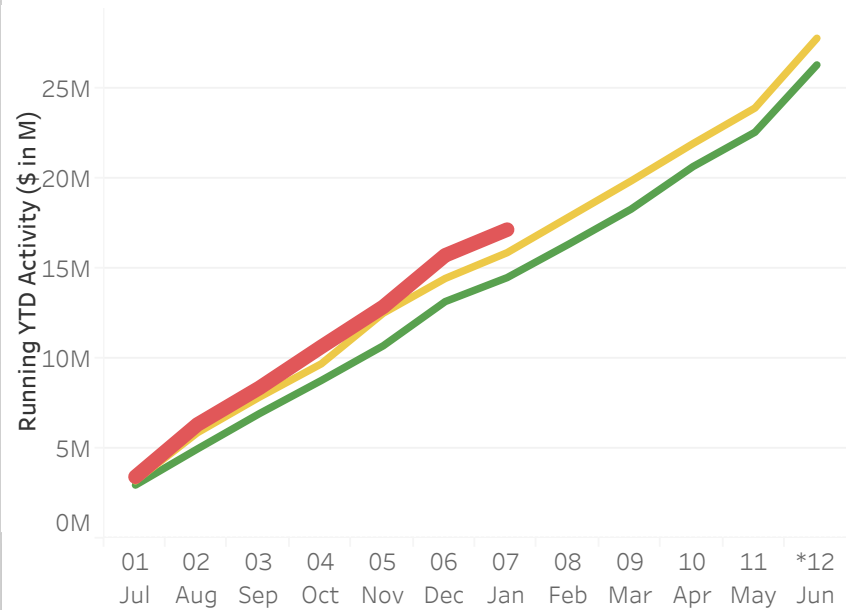
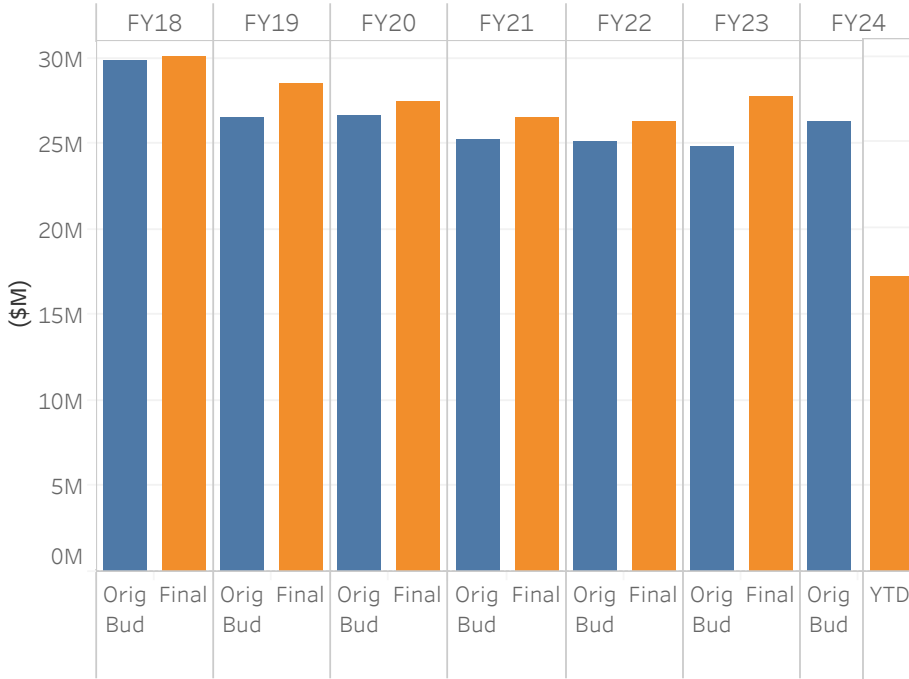
(\$M, excluding Grant Funds)

Partial Benefits Salaries & Wages - (\$M)  
UNH & GSC (Recurring Only, Non-Grant)

■ Orig Bud  
■ Final / YTD Actual

Partial Benefits Salaries & Wages - (\$M)  
FY22-24 YTD - **Month-Over-Month Trend**

■ FY24  
■ FY23  
■ FY22



## Commentary

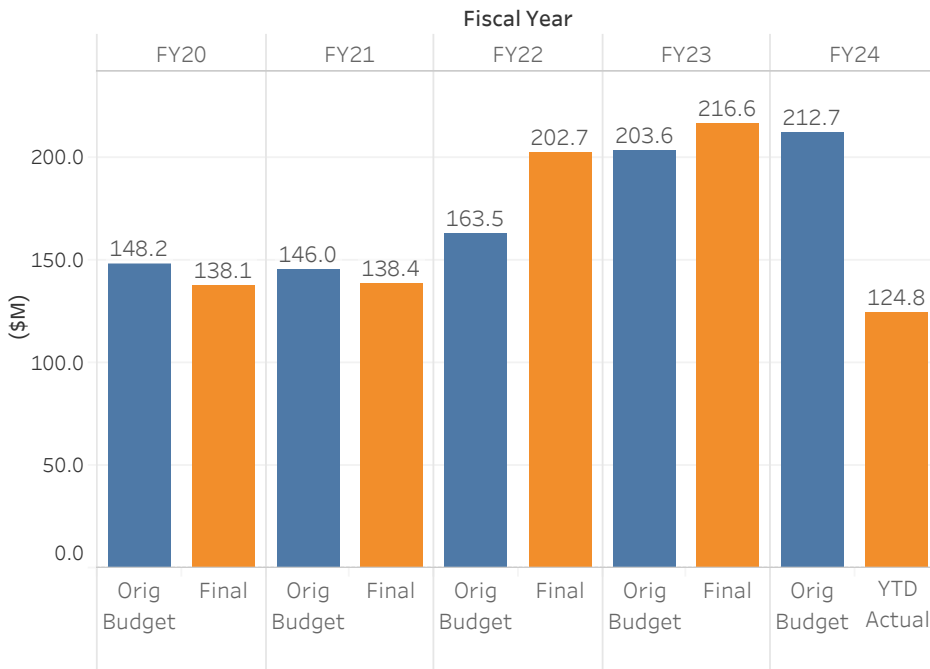
\* GSC numbers are included in prior fiscal years  
\* Recurring Only, Non-Grant

\*12 Jun includes both 12 June and Fiscal Period 14

## Supplies & Services

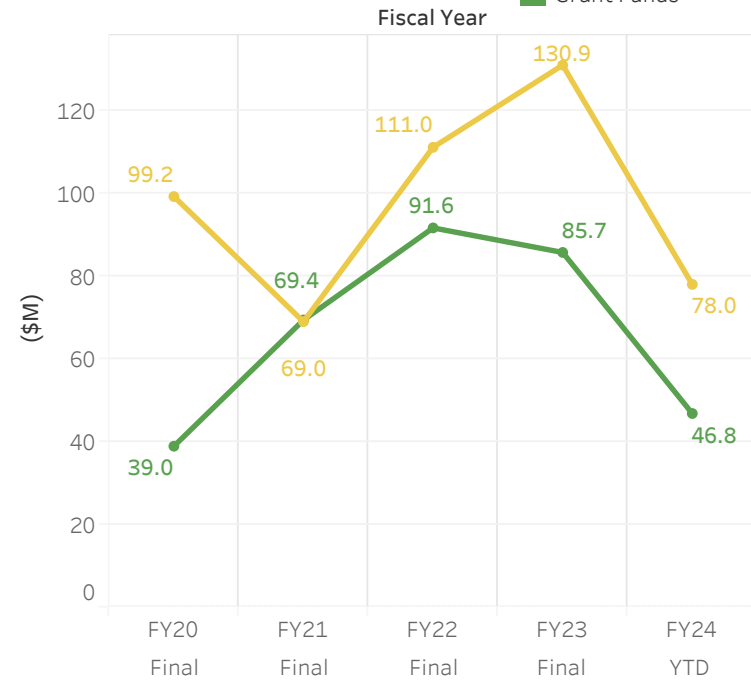
Supplies & Services (\$M)  
(Total Supplies & Services, including Travel)

■ Orig Budget  
■ Final / Full Year Forecast



Supplies & Services (\$M)

■ Non-Grant Funds  
■ Grant Funds



## Commentary

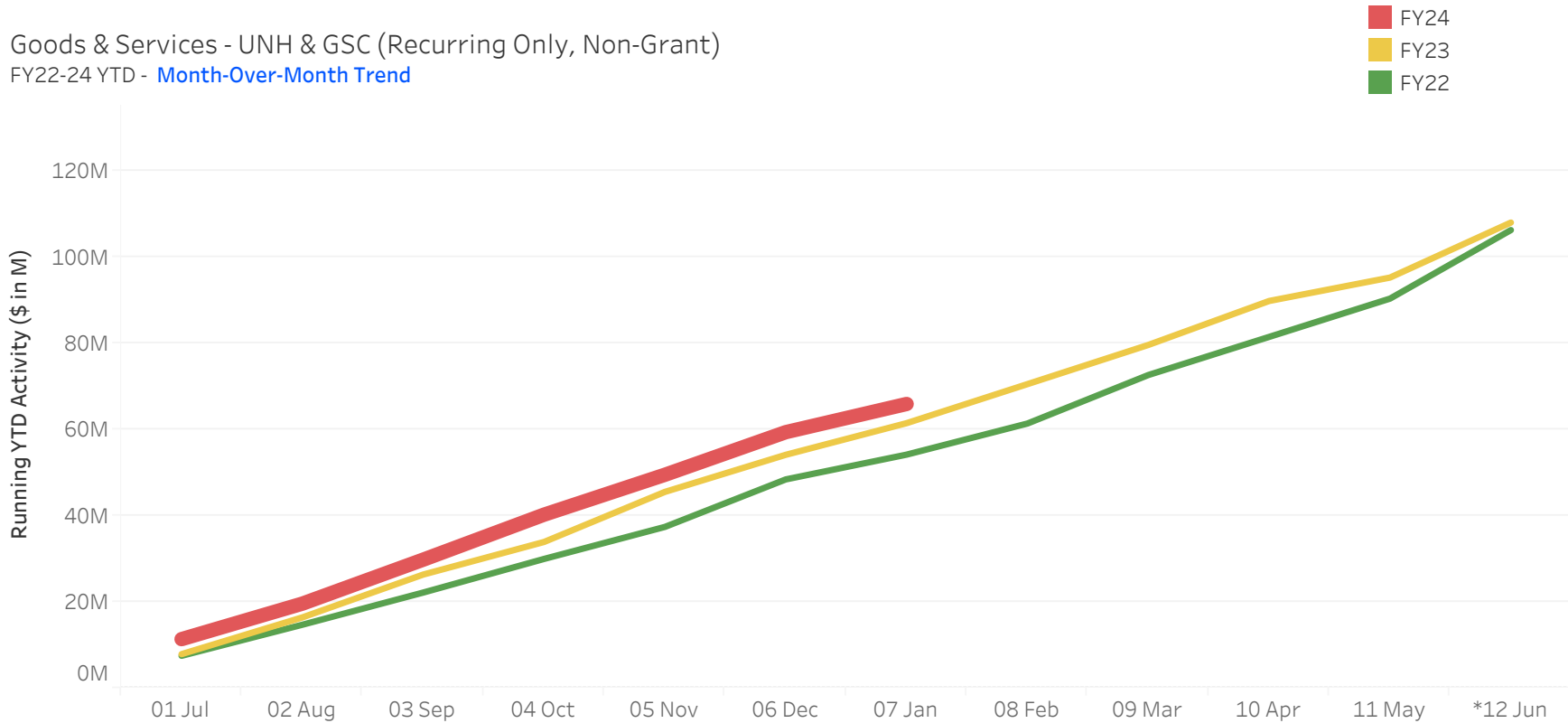
\* GSC numbers are not included in prior fiscal years.  
\* Total Supplies and services, including Travel.

## Goods & Services

(\$M, excluding Grant Funds)..

Goods & Services - UNH & GSC (Recurring Only, Non-Grant)

FY22-24 YTD - [Month-Over-Month Trend](#)



## Commentary

\* Chart **only** includes **Goods & Services**.

\* Internal allocations, Travel, Equipment and plant activity, Equipment Plant-Leases/SIBTAS, and Library materials are **not included**.

\* GSC numbers are included in prior fiscal years

\* Recurring Only, Non-Grant

\***12 Jun** includes both 12 June and Fiscal Period 14