



1865 THE UNIVERSITY OF
MAINE



FY18 Preliminary Education & General Budget Discussion

November 15, 2016

Jeffrey E. Hecker, *Executive Vice
President for Academic Affairs & Provost*

Susan J. Hunter
President

Claire Strickland
Chief Business Officer



Agenda

- Key Principles in Decision Making
- FY18 Budget Cycle
- FY17 E&G Revenue & Expense
- Pause for Discussion
- Undergraduate Enrollment
- Land Grant Comparisons
- Graduate Enrollment
- Pause for Discussion
- Budget Levers
- Next Steps

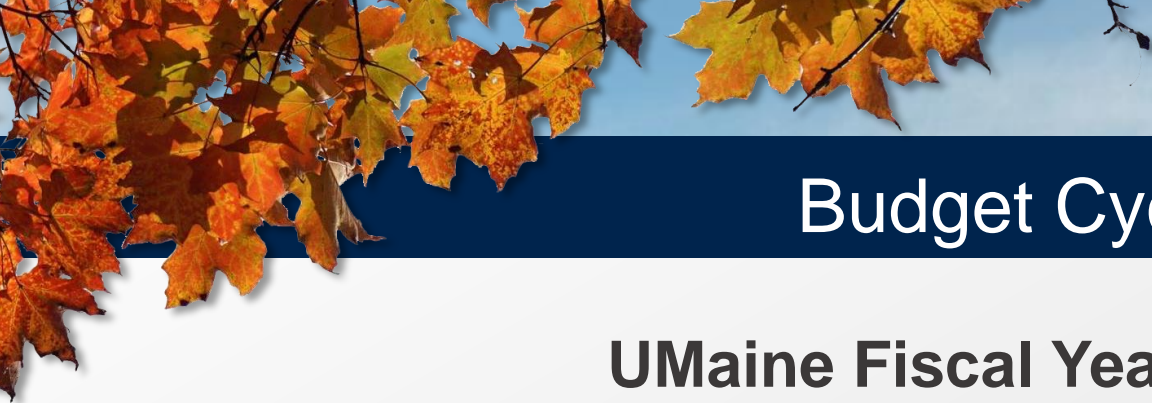
Discussion



Key Principles in Decision Making

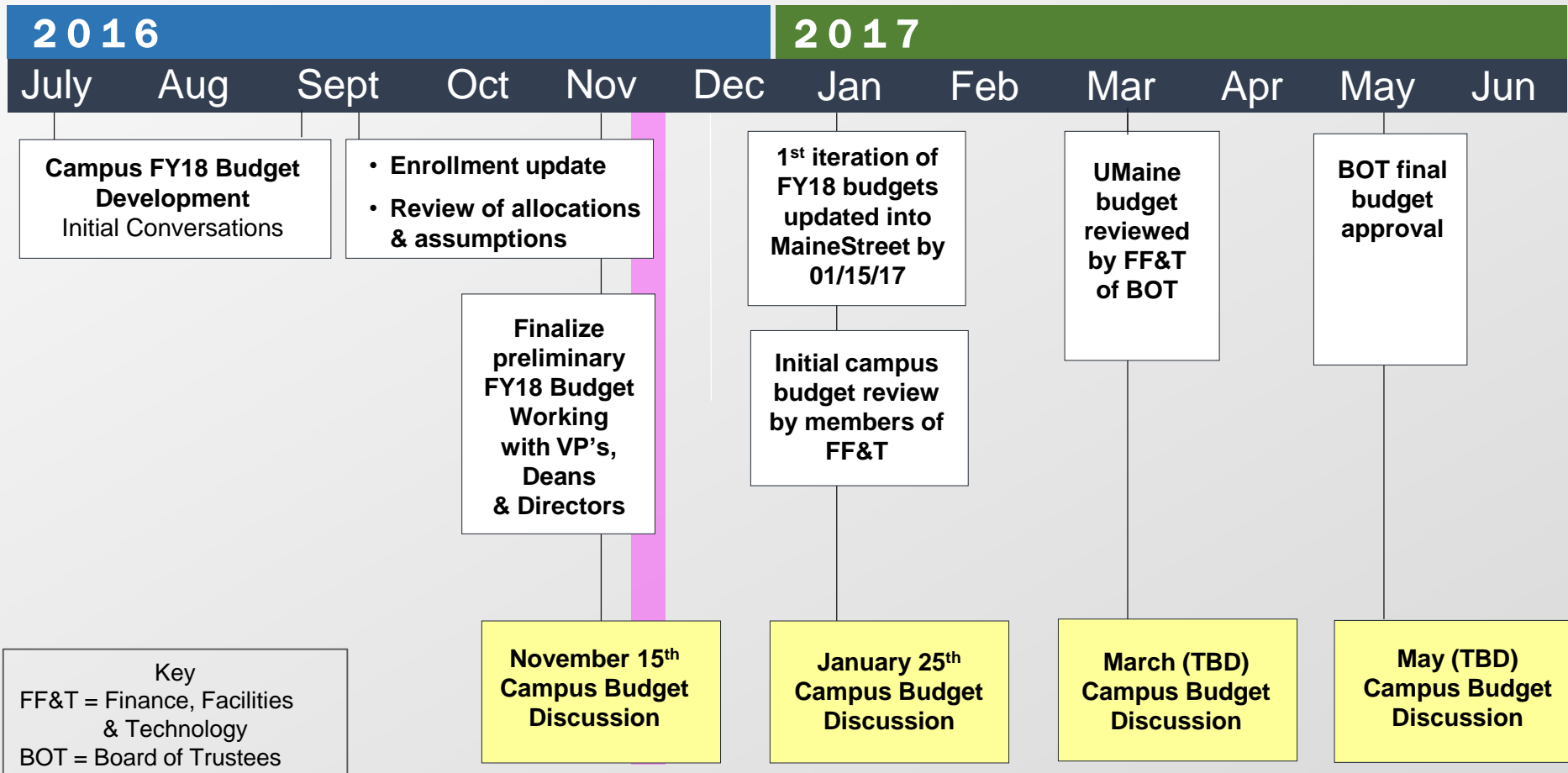


- Principles and process will be transparent
- Feedback/input will be encouraged throughout the budget development process
- Advances UMaine's strategic priorities
- Balances the need for investments in key areas with the need for a balanced budget



Budget Cycle

UMaine Fiscal Year 2018 (July 1, 2017 through June 30, 2018)





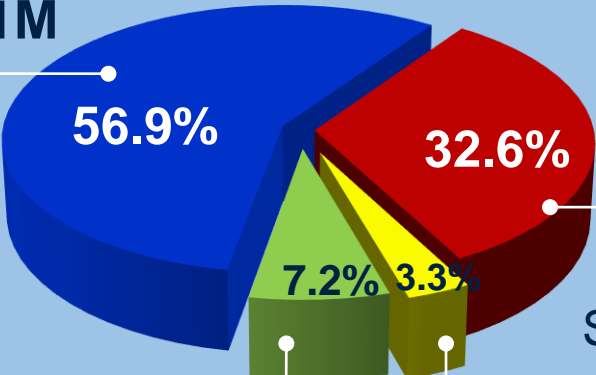
FY17 E&G Revenue & Expense

E&G Expenditures \$253.4M

(does not include \$13.4M in depreciation)

E&G Revenue
\$253.4M

Tuition & Fees
(Net of \$3.0M waivers)
\$144.1M

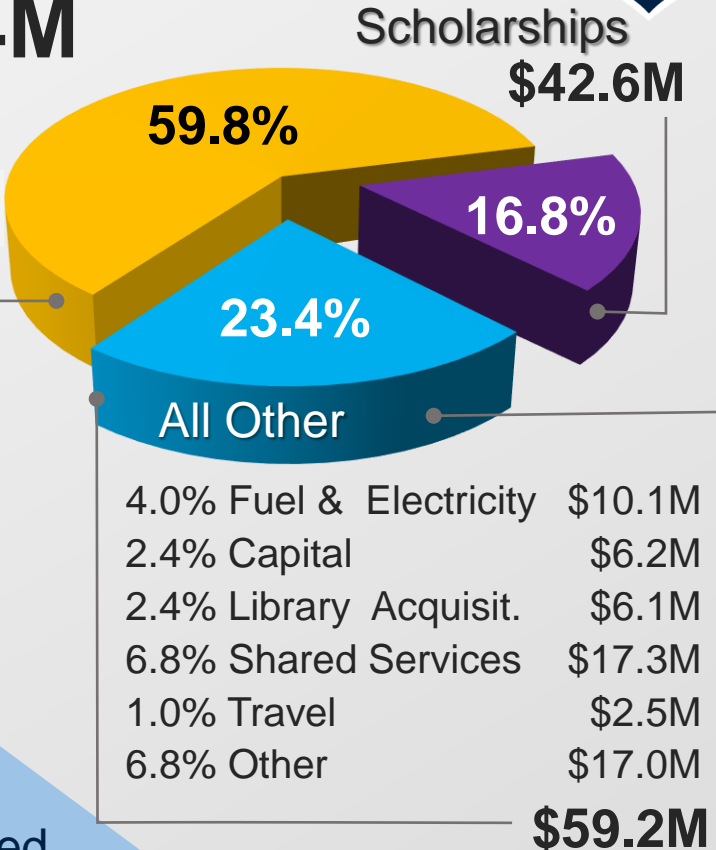


Sales/Transfer/Other
\$18.4M

Indirect Costs
\$8.4M

Unrestricted State Appropriation
\$82.5M

Compensation & Benefits
\$151.6M



Scholarships
\$42.6M

All Other

Pause for Discussion



Fall 2017 First Year Enrollment Goal



**2,300 first year students on
October 15, 2017 (census)**

Fall 2016 first year students = 2,230

- largest in UMaine's history
- previous record – 2,166 fall 2013



Challenges

Partnering with other
UMS campuses to deliver
the student Foundations
Program

Capping enrollment in
popular majors

- Bioengineering
- Mechanical Engineering
- Construction Engineering
Technology
- Mechanical Engineering
Technology
- Nursing



Is this realistic? **Yes.**

Enrollment Management Indicators

As of Nov. 15, 2016

Inquiries

Fall 2017	57,998
Fall 2016	46,120

High School Visits

Fall 2016	1,237
Fall 2015	886

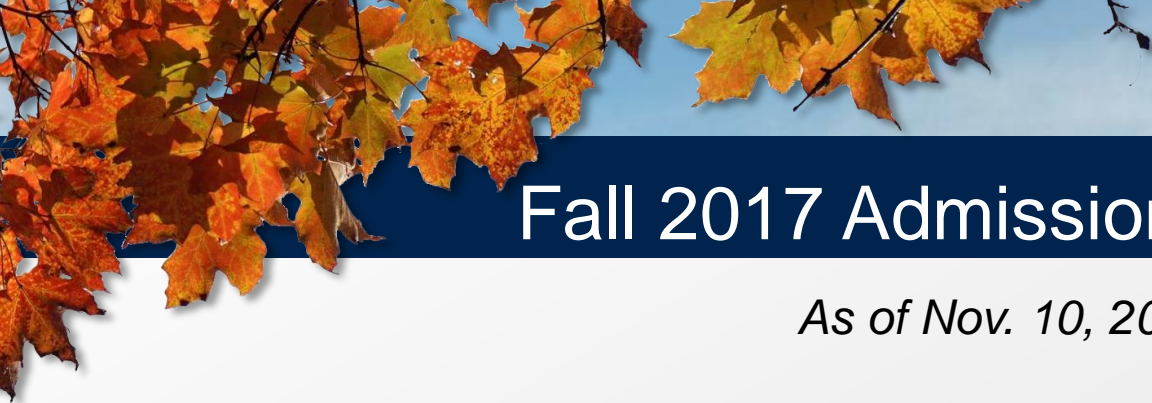
Open House Student Attendees

Nov. 2016	473
Oct. 2016	411
Oct. 2015	232



Financial Aid

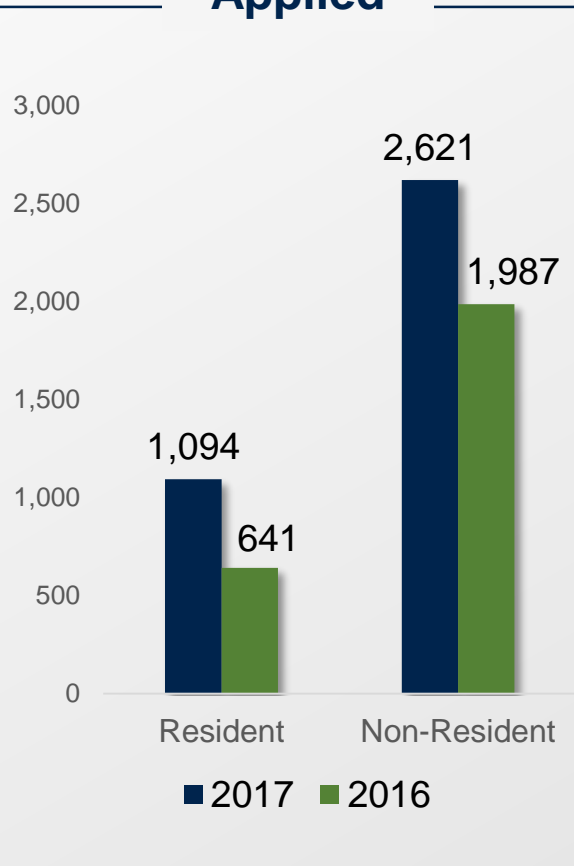
- Flagship Match expanded
 - Rhode Island
 - Illinois
 - California
- Maine Top Scholars Program
 - Continue Maine Match program
 - Top 20 Maine Applicants
 - Awards to Top Maine Science Fair



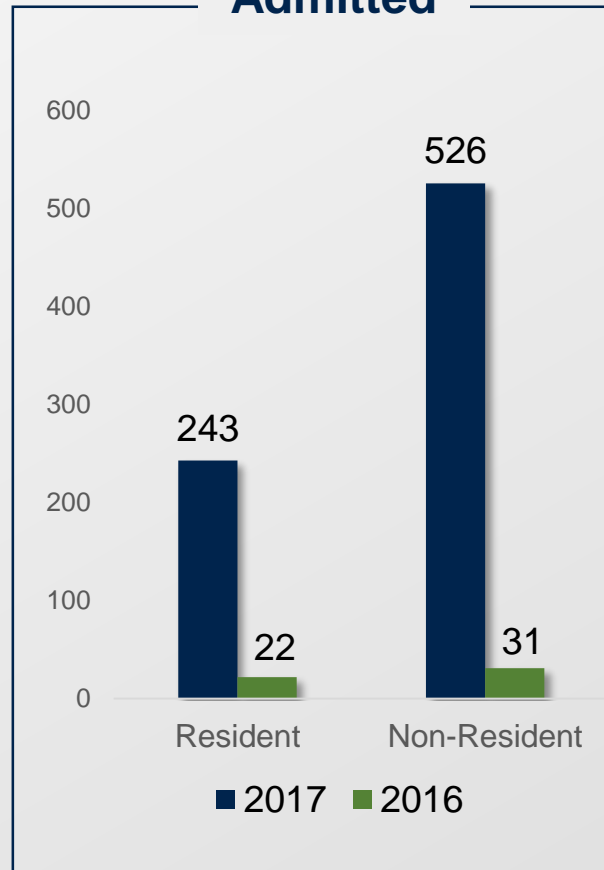
Fall 2017 Admissions Report

As of Nov. 10, 2016

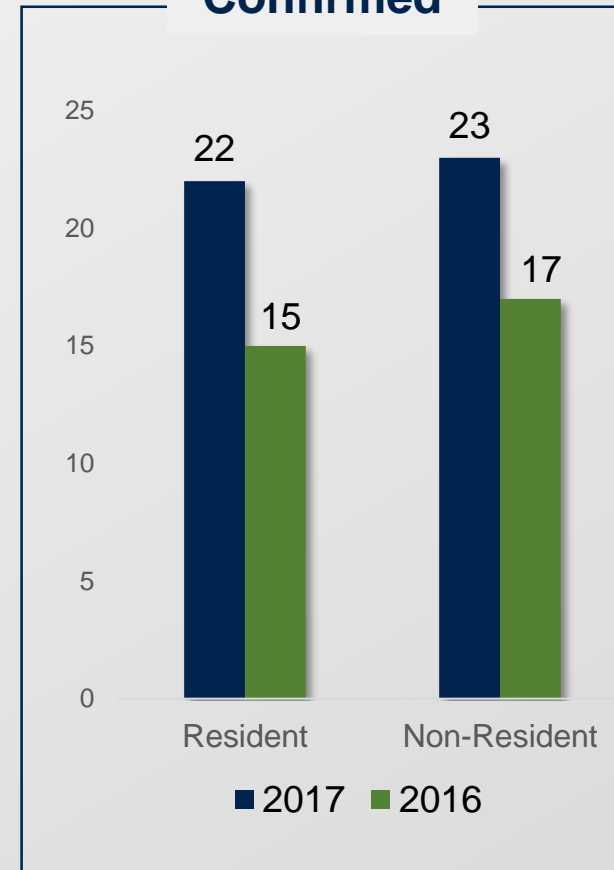
Applied



Admitted



Confirmed



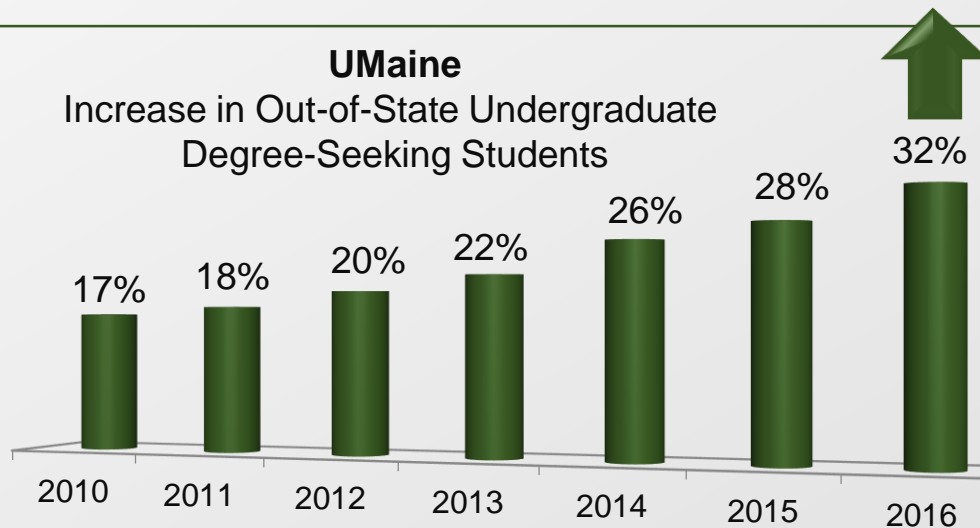


New England Land Grants

FALL 2016

RATIO OF IN-STATE/OUT-OF-STATE STUDENTS

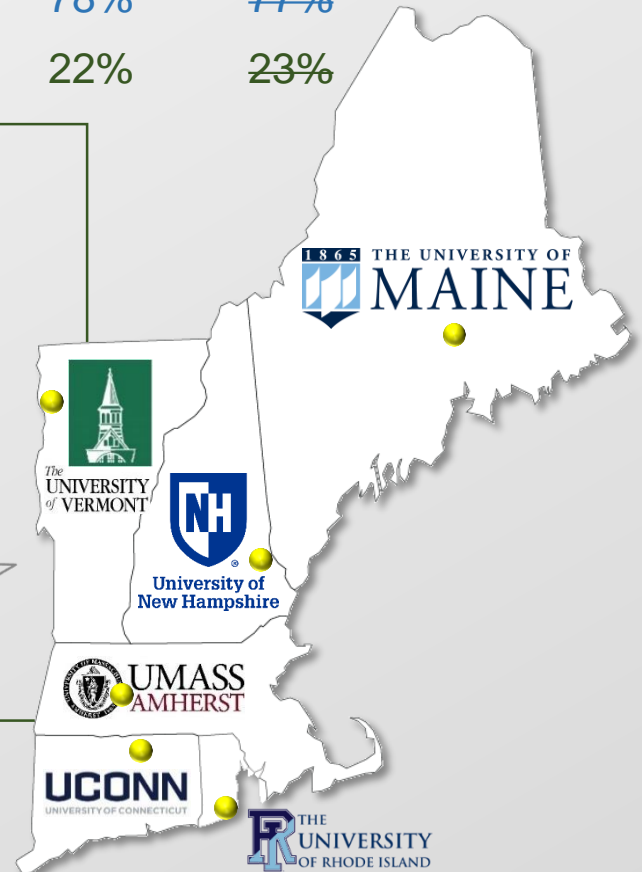
	UVM	UNH	URI	UM	UMASS	UCONN
In-State	28%	46%	54%	68%	78%	77%
Out-of-State	72%	54%	46%	32%	22%	23%

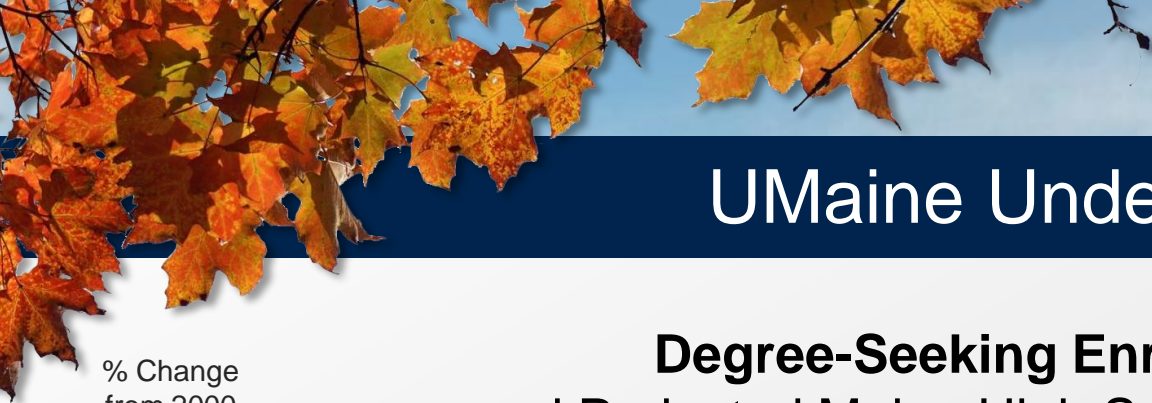


Increase of 15 % points over 7 years

First-year Class Profile

56% In-State 44% Out-of-State

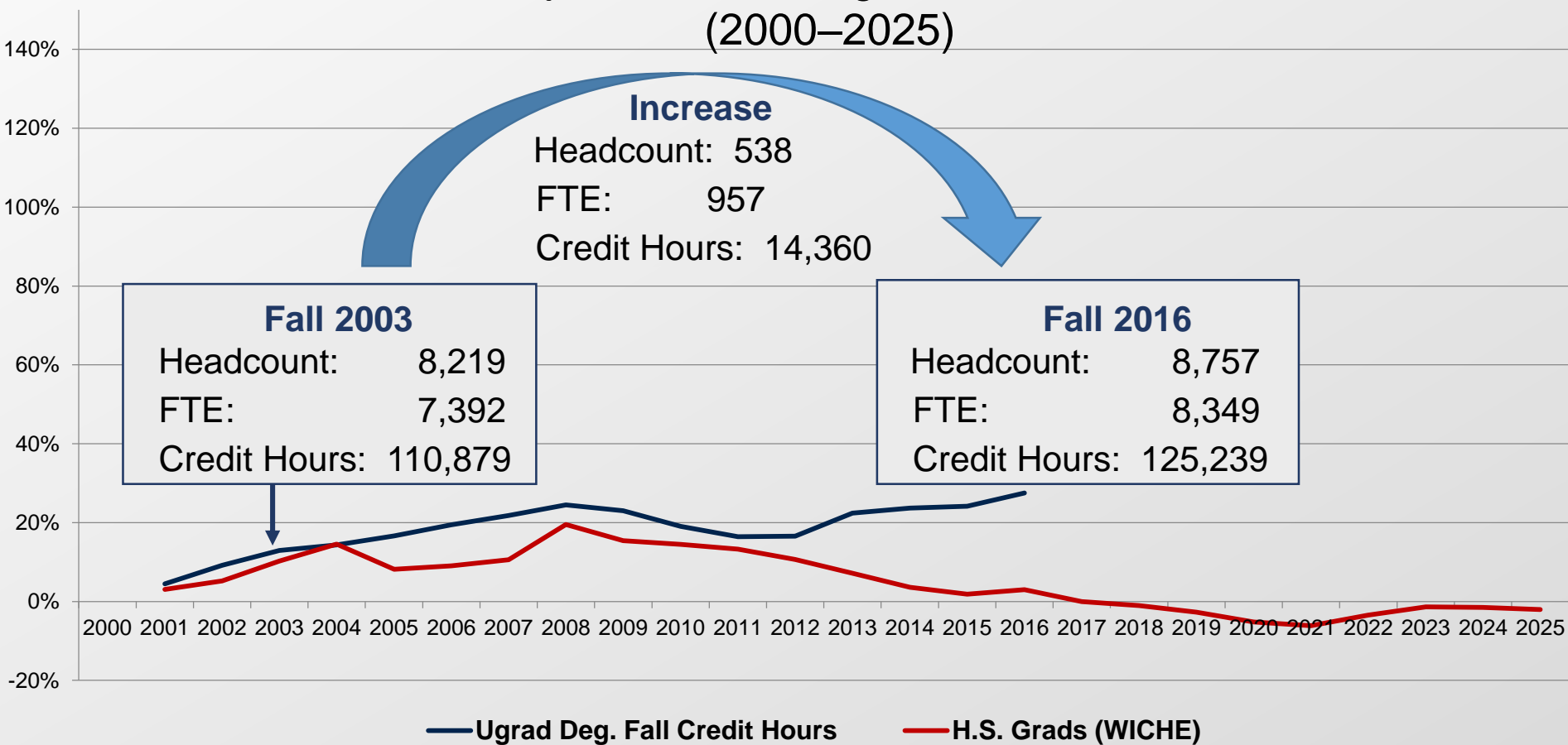




UMaine Undergraduates

Degree-Seeking Enrollment and Projected Maine High School Graduates (2000–2025)

% Change
from 2000



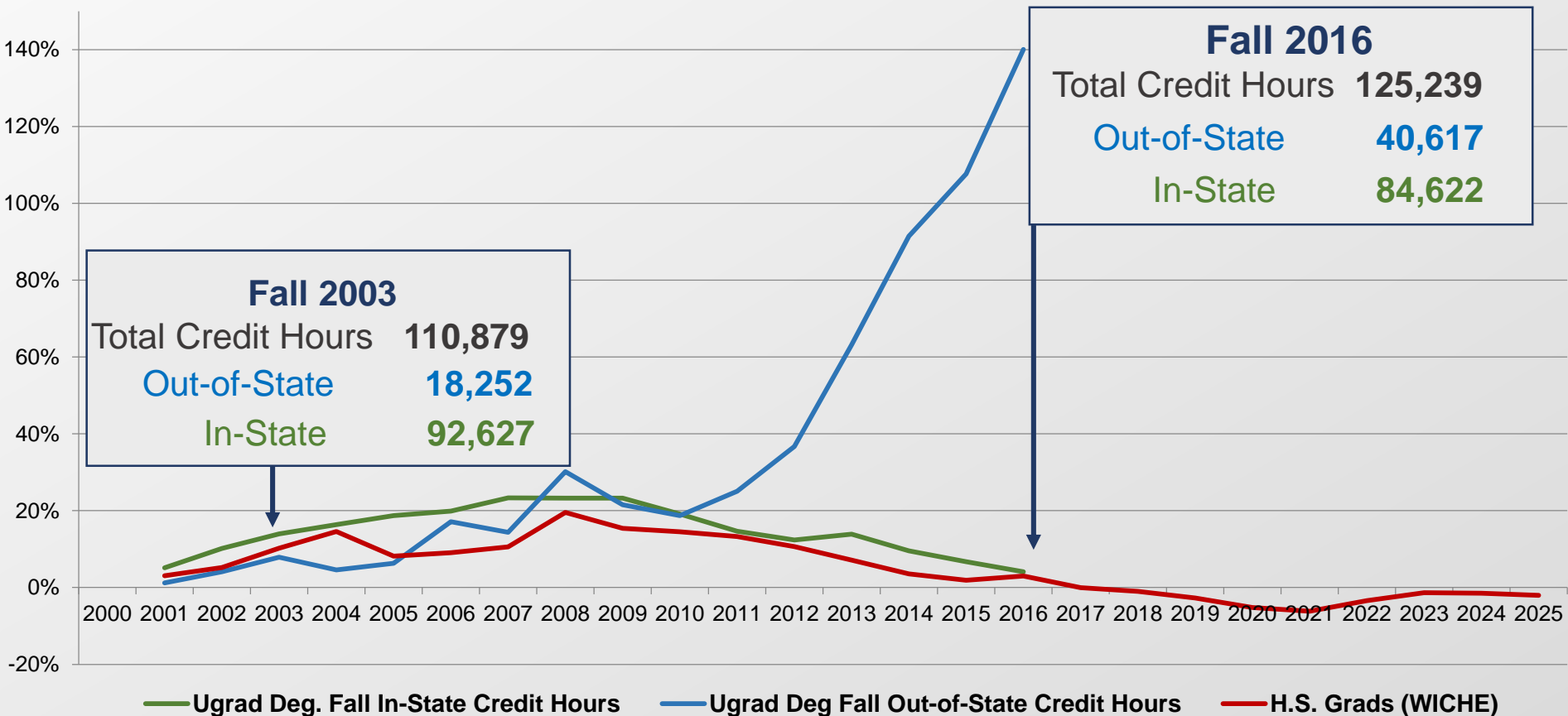
Source: Western Interstate Commission for Higher Education (WICHE, 2012)

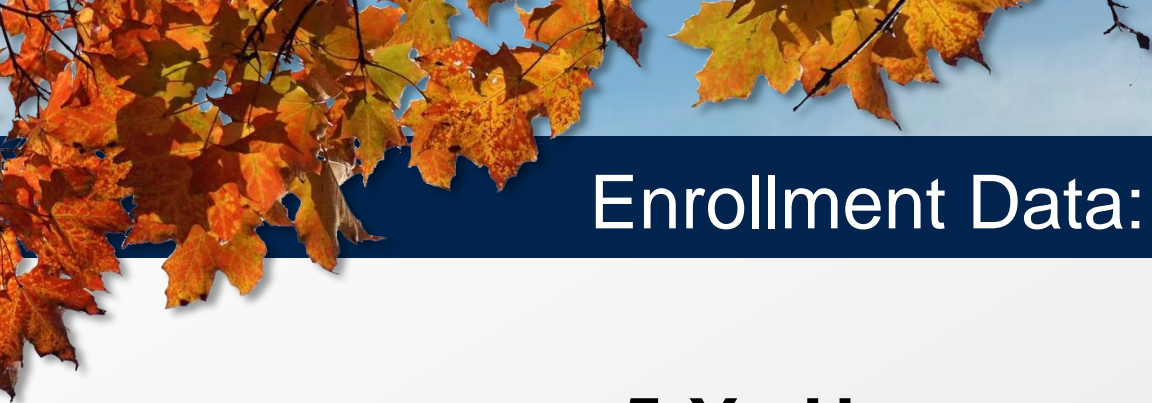


UMaine Undergraduates

Unpacking In-State/Out-of-State Credit Hours

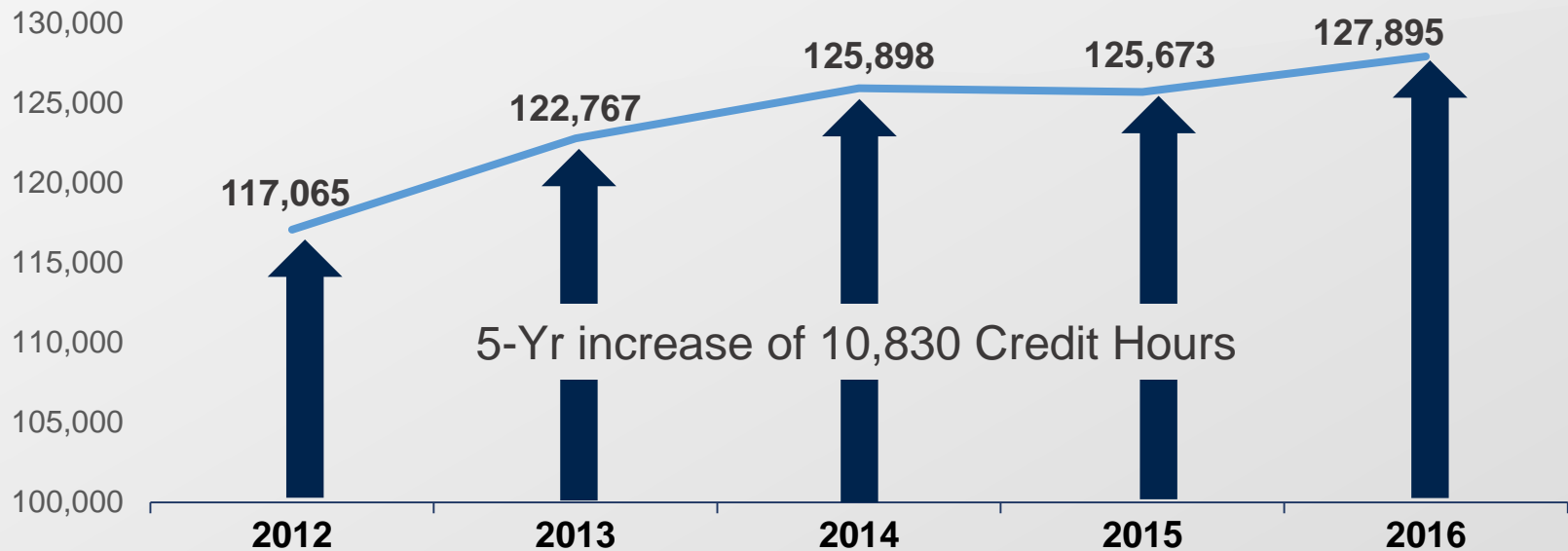
% Change
from 2000





Enrollment Data: Fall Census

5-YR UNDERGRADUATE FALL CREDIT HOUR ENROLLMENT CHANGES

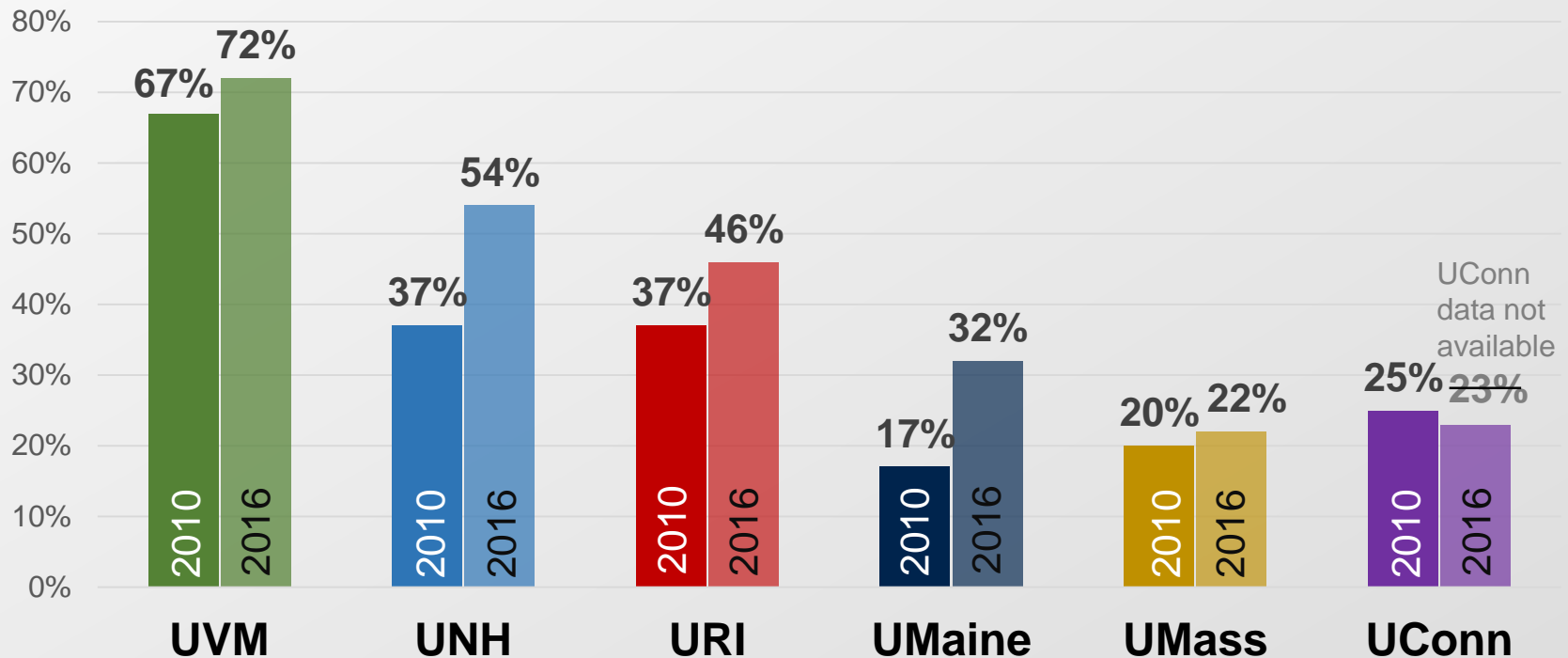




New England Land Grant

Ratio of Out-of-State Students Comparison

2010 / 2016





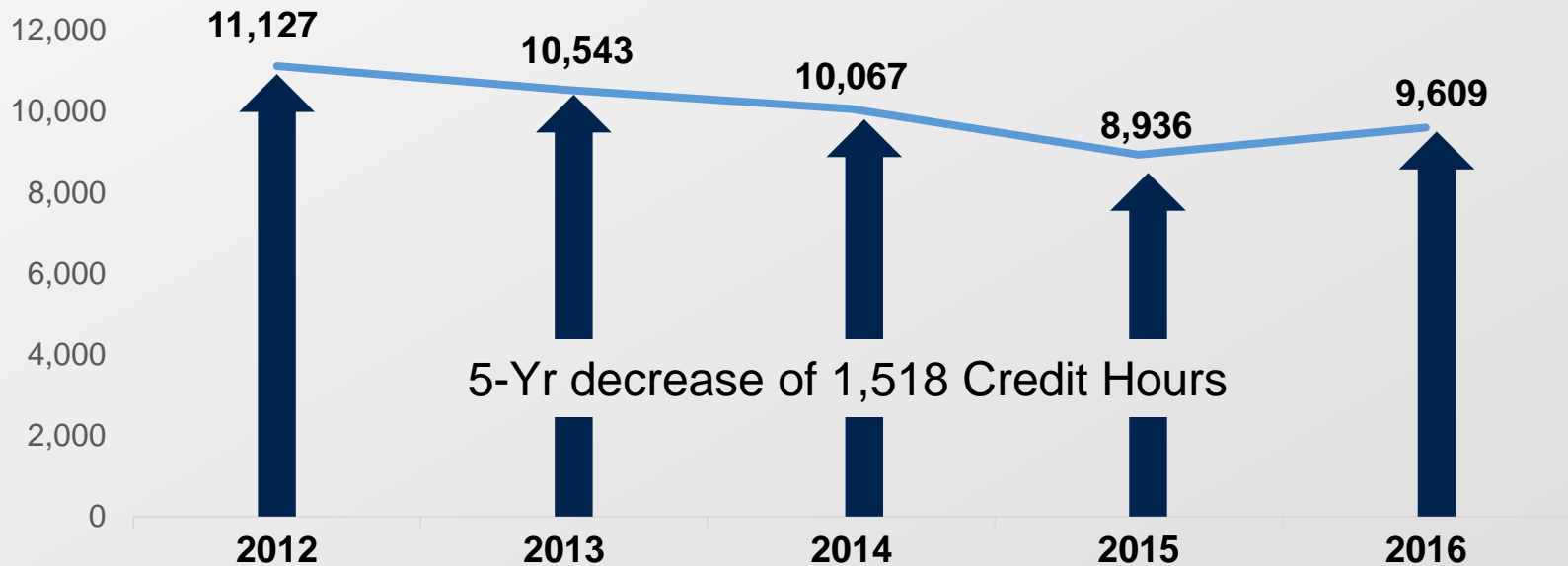
Summary Points

- UMaine's financial health depends upon increasing enrollment and improving retention.
- We have set an ambitious Fall 2017 goal.
- Meeting the target goal enrollment **IS** realistic.
BUT
- To succeed, enrollment and retention have to be **campus priorities**. BECAUSE
- Competition among New England Land Grants universities for out-of-state enrollment is fierce.



What about Grad enrollment?

5-YR GRADUATE FALL CREDIT HOUR ENROLLMENT CHANGES





What are we doing about Graduate Enrollment?

- MBA and MSW available online
- Increase statewide and national awareness of UMaine graduate offering
 - Promoting pathways to graduate study to student at other UMS campuses
 - Direct name purchases of test takers for the GRE and GMAT (targeting professional programs with capacity)
 - Outreach through social media (e.g. Facebook and Twitter)
 - Outreach to professional organizations and businesses that hire professional program graduates (e.g. K12)
- Reworking Graduate School and selected department website to be more recruitment focused
- Streamline admission processes to reduce application to admission time
- TargetX CRM to make communication with prospects, applicants, and admitted students more frequent, responsive and efficient
- Promote 4+1 programs to UMaine students
- Developing non-thesis options where appropriate

Pause for Discussion


**Rogers
Hall**

20 Sebago Road

FY18 UMaine Budget Levers

Levers

NON-DISCRETIONARY

Tuition & Fees

- In-State & Out-of-State Increase
- State Mandated Waivers
- Increase in Unpaid Student Accounts

State Appropriation

Compensation

- Salary & Wage Negotiated Increases
- Employee Salary & Wage Benefits

Operational Increases

- Facility Insurances
- University Shared Services
- Required Increase in Capital Funding

Revenue

Expense

Revenue

Expense

STRATEGIC

Tuition & Fees

- Enrollment Adjustments
- Scholarship Increases (Including Flagship Match, Need Based, Maine Match, Top Scholars, etc.)

Strategic Investments

- Academic Investments
- Student Affairs Investments
- Transitioning of Academic One-time Positions to Base
- Admissions Enrollment Efforts
- Facilities/Capital Investments/Utilities
- Library Acquisitions
- Graduate Teaching Assistant Stipend Increase



Next Steps

1. Refine FY18 revenue/expense budget by the end of the month
2. Assign preliminary FY18 budgets to VP's, Deans, and Directors
3. **December 1:** Unified Budget Discussion
UMS CFO, Ryan Low
UMaine President, Susan Hunter
4. **January 25:** UMaine 2nd FY18 Budget Discussion
5. Process for Input
Web Survey – umaine.edu/president
Email – umpresident@maine.edu or
Email – umcbo@maine.edu



Campus Community Survey Questions



umaine.edu/president



FY17-18 Budget Materials

DOWNLOADS AND FEEDBACK

President's Biography

Cultural Affairs Committee

Board of Visitors

Speaking Request Form

2018 Honorary Degree Nomination Form (PDF)

News

New York Times remembers the life and work of Gordon Hamilton

Published: October 25, 2016

Media cover death of UMaine climate scientist Gordon Hamilton

Published: October 24, 2016

Welcome to the Office of the President



President Susan J. Hunter, Ph.D.

[President's Message to the Community Oct. 13](#)

[President's Message to the Community Sept. 19](#)

[June Mt. Katahdin hike](#)

[President's Message to the Community Aug. 17](#)

[More](#)

Welcome to the University of Maine.

Nearly three decades ago, I joined the UMaine community as a faculty member and researcher. I came to UMaine for the opportunities it offered, for the leadership it demonstrated as Maine's flagship university, and the dedication it embodied as the state's land and sea grant institution through its mission of teaching.



Thank you Questions?


**Rogers
Hall**

20 Sebago Road