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## FY21 Budget Discussion-- Forecasting and Process

University of Maine

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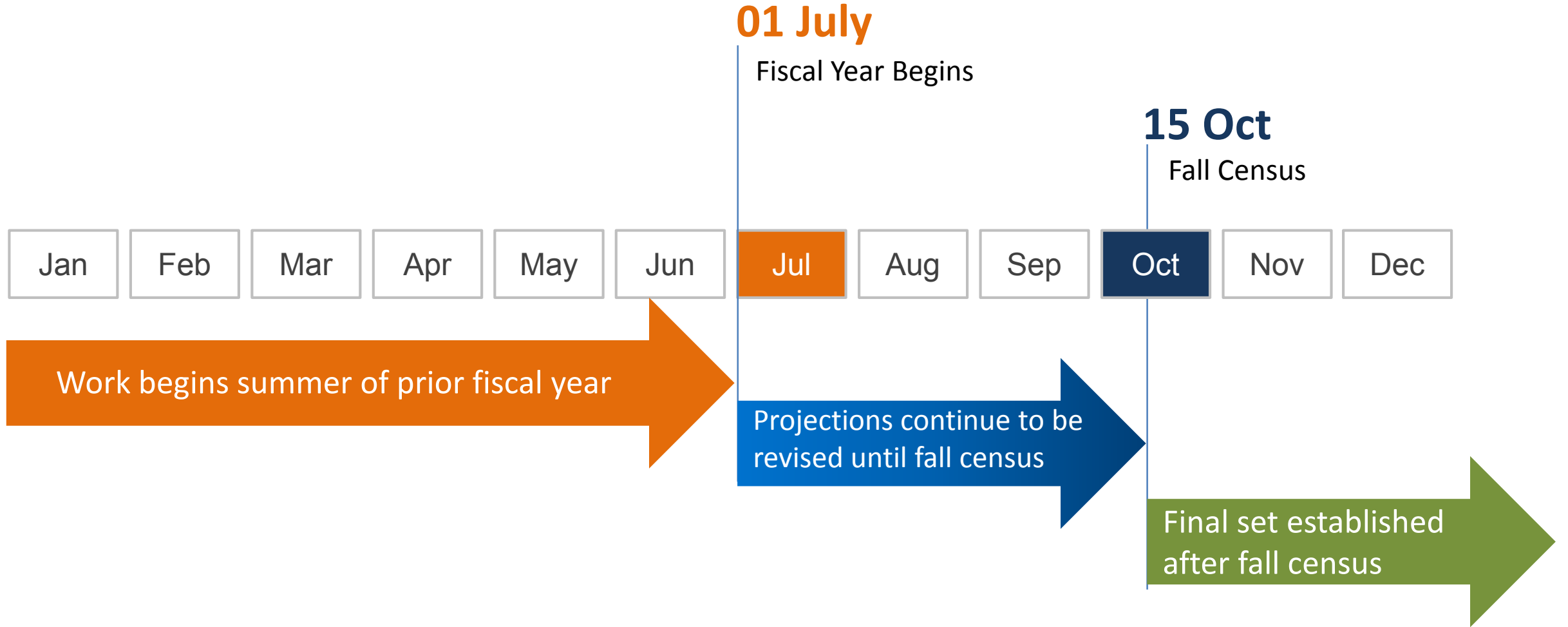
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# Projecting Credit Hours for Budget Preparation

Presented to Campus Community  
October 16, 2019

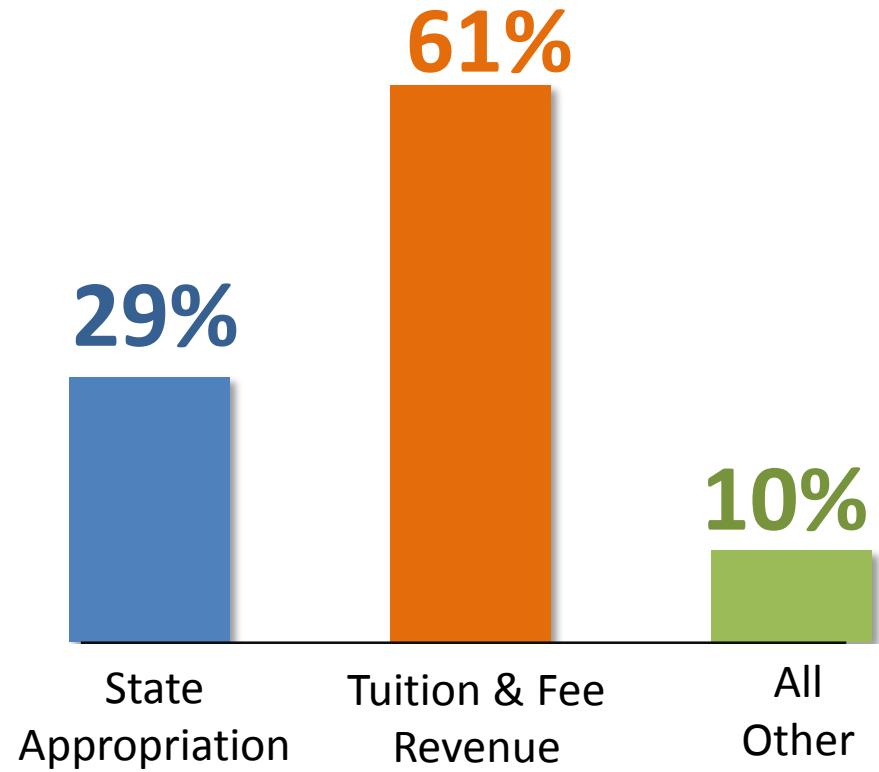


# Projecting Credit Hours Timeline





# Percentages of FY20 Revenue Base



**Education & General Funds (E&G)**



# Projection Methods by Student Category

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## **Degree-Seeking Undergraduates**

Continuation-rate model validated by Grade Progression Ratio model

## **Degree-Seeking Graduates**

Rely on guidance from Graduate School but usually hold flat or project slight increase for in-state

## **Non-degree Students**

Held flat unless strategic change is expected to impact enrollment



# Undergraduate Continuation-Rate Model:

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*Probability of returning the following fall*

**Continuation rates calculated by class level and tuition residency**

## **Strengths**

- Transparent
- Permit tracking of continuation rates
- Works well with fluctuating incoming class sizes

## **Continuation rate assumptions:**

- Weighted three-year average
- Unweighted average
- Most recent year



# Undergraduate Continuation-Rate Model Template EXAMPLE (In-State)

**Fall-to-Fall Credit Hour Forecasting Template (Predicting Fall 2020 from Fall 2019)  
In-State**

	A	B	C	D	E
	Fall 2019 Students	Student Return Percent Assumption (Based on Fall 2018 to Fall 2019)	Projected Returning Students Fall 2020 (B * A)	Projected 2020 Per-Student Credit Hours	Estimate of Total Fall 2020 Credit Hours for Returning (C * D)
Continuing First-Year	165	61.8%	102	13.5	<b>1,374</b>
New First-Year	1,328	73.0%	969	15.2	<b>14,695</b>
Sophomores	1,149	81.9%	941	14.4	<b>13,590</b>
Juniors	1,126	87.4%	984	13.8	<b>13,622</b>
Seniors	1,679	27.6%	463	11.5	<b>5,335</b>
<b>Total Continuing</b>	<b>5,447</b>		<b>3,460</b>		<b>48,616</b>



# Projection Error Rates

	Overall Credit Hours**			Incoming First-Year Credit Hours		
	Projected	Actual	Error rate	Projected	Actual	Error rate
Fall 2015	136,002	134,046	-1.4%	30,793	30,443	-1.1%
Fall 2016*	136,917	137,079	0.1%	33,458	33,800	1.0%
Fall 2017 Total	138,413	139,116	0.5%	34,845	35,180	1.0%
Fall 2018 Total	139,881	139,355	-0.4%	35,190	34,452	-2.1%
Fall 2019 (Original Estimate)	143,218	139,531	-2.6%	36,408	32,692	-10.2%
Fall 2019 (Revised Estimate)	139,579	139,531	0.0%	33,269	32,692	-1.7%

\* First year of Flagship Match program.

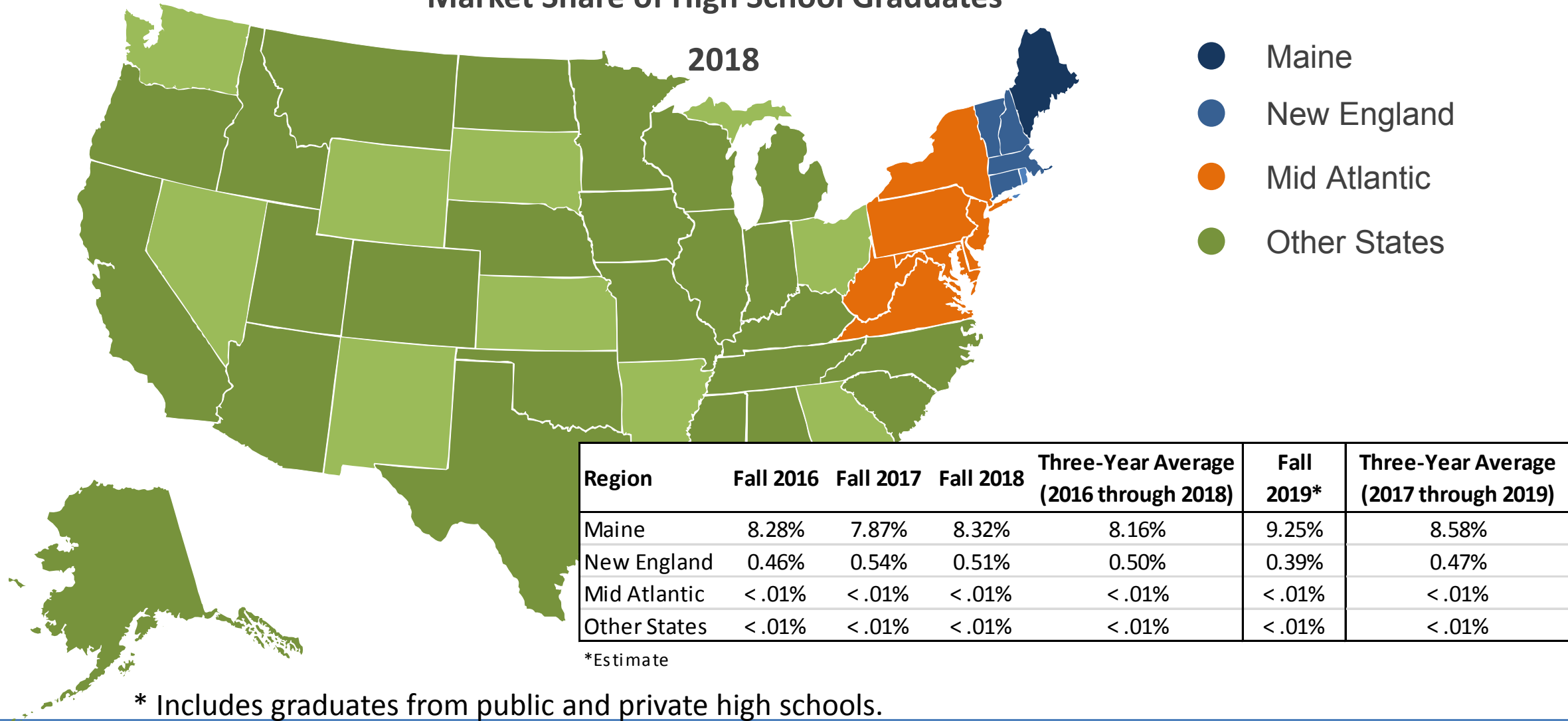
\*\* Exclude IEI and Bridge Year credit hours





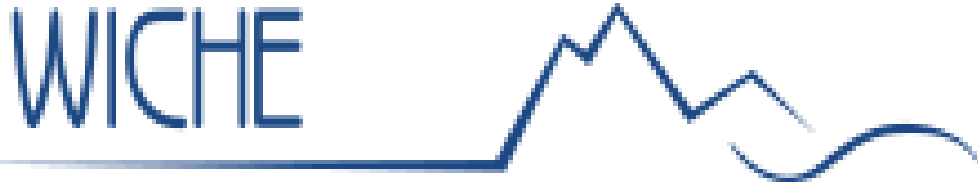
# Projecting Incoming FYR Class Size

## Market Share of High School Graduates\*





# Projected Incoming First-Year Class Size



Market Share rates applied with high school graduate projections published by the Western Interstate Commission for Higher Education (WICHE)

	Fall 2019		Projected				
	Projected From Market Share	Fall 2019 Actual	Fall 2020	Fall 2021	Fall 2022	Fall 2023	Fall 2024
<b>Total Domestic</b>	2,183	2,104	2,131	2,135	2,134	2,108	2,123
<b>In-State</b>	1,171	1,328	1,180	1,164	1,169	1,155	1,159
<b>Out-of-State</b>	1,012	776	950	971	965	953	964
<b>International Estimate</b>	35	36	35	35	35	35	35
<b>Total Projection</b>	<b>2,218</b>	<b>2,140</b>	<b>2,166</b>	<b>2,170</b>	<b>2,169</b>	<b>2,143</b>	<b>2,158</b>

Source for market share data: Western Interstate Commission for Higher Education (WICHE), 2016.



# Projecting Fall 2020 (Realistic Scenario)

## Incoming First-Year

**2,150**

In-State 1,332  
Out-of-State 818

## Incoming Transfer

**475**

In-State 311  
Out-of-State 164

## Continuation Rates

**Equal to Fall 2018 to Fall 2019 rates**

## Spring 2020 New Admits

**Equal to Spring 2019**  
(66 first-years, 191 transfers)

## Graduate Enrollment

**Equal to Fall 2019 – 2,131**

## Non-Degree Enrollment

Early college  
(excluding Bridge Year) 308  
Nondegree undergraduate 262  
Nondegree graduate 281



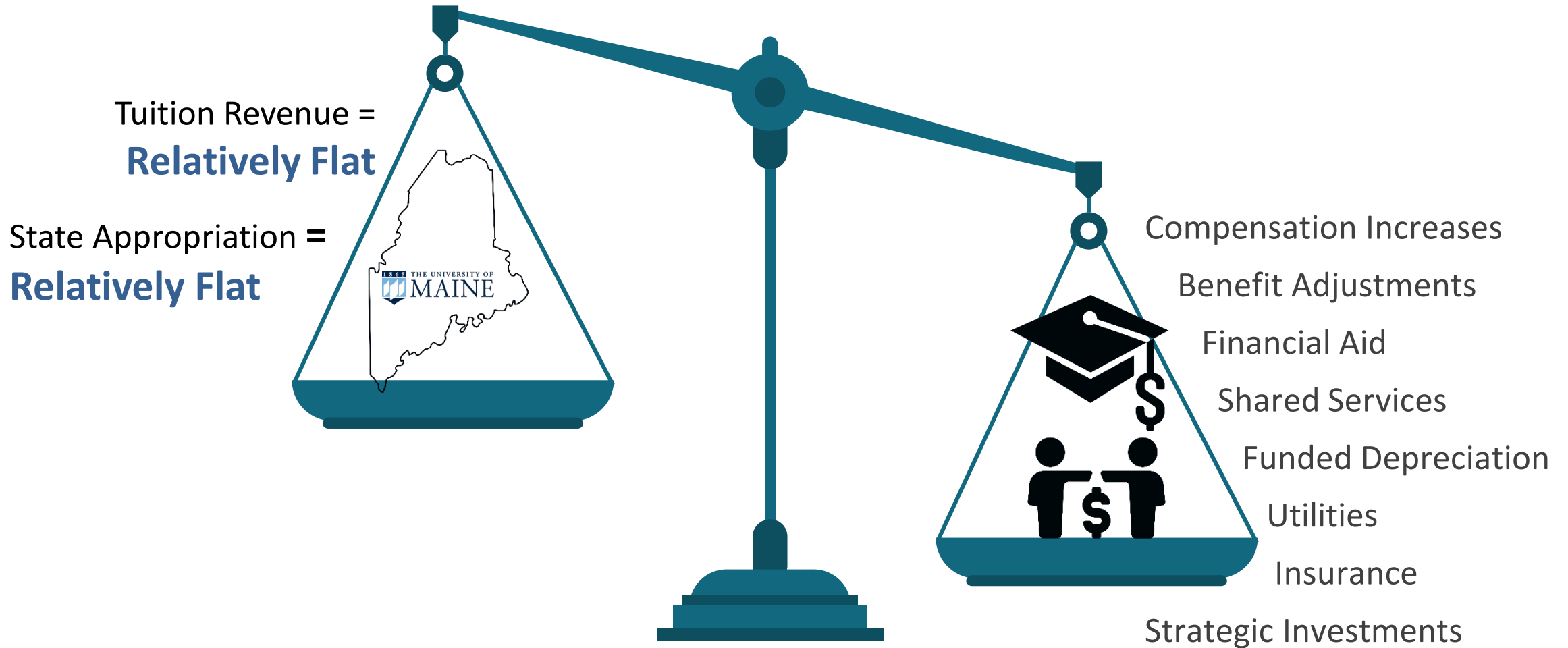
# Fall 2020 Preliminary\* Realistic Scenario vs. Fall 2019 Actual

	Fall 2019		Fall 2020 (Realistic Projection)		Difference		% Difference	
	Enrollment	Credit Hours	Enrollment	Credit Hours	Enrollment	Credit Hours	Enrollment	Credit Hours
Total	11,533	139,531	11,476	138,581	-57	-950	-0.5%	-0.7%
In-State Undergraduate	5,955	79,342	5,939	79,235	-16	-107	-0.3%	-0.1%
Out-of-State Undergraduate	3,447	49,496	3,406	48,653	-41	-843	-1.2%	-1.7%
In-State Graduate	1,500	7,024	1,500	7,024	0	0	0.0%	0.0%
Out-of-State Graduate	631	3,669	631	3,669	0	0	0.0%	0.0%

*Note: Enrollment and credit hours exclude IEI and Bridge Year students, who do not pay standard tuition.*



# FY21 Changes in Revenues vs Expenses (\$TBD)





# Becoming Optimistic: Enrollment Management Efforts

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Enrollment Management is engaging with 2020 Prospective Black Bears by:

- We @ UM/UMM are at High schools, community colleges, Evening Fairs, Instate, OS, International for one on one application completion (1200 plus events in Sept, Oct , Nov)
- We are Generating Early Applications with a Dec 1 deadline and sent 120,000 “apply now” letters to all our inquiries.
- To all responders we are calling, sending customized email responses and driving them to appropriate websites and Social Media outlets and helping them complete an Application, make an appointment and visit
- We are gearing up to read over 1000 applications per month
- We are getting Aid Award Packages ready for accepted and FAFSA filers and students
- Heritage House hosts tours (3 sessions a day) and during weekends. Join us for Fall Open house coming up on the 19<sup>th</sup> of Oct
- UMaine Awareness Campaign with 26 Billboards in Mass, RI CT, NY, and bus wraps and metro ads in Portland, Boston, Hartford, Fairfield, CT and Westchester NY



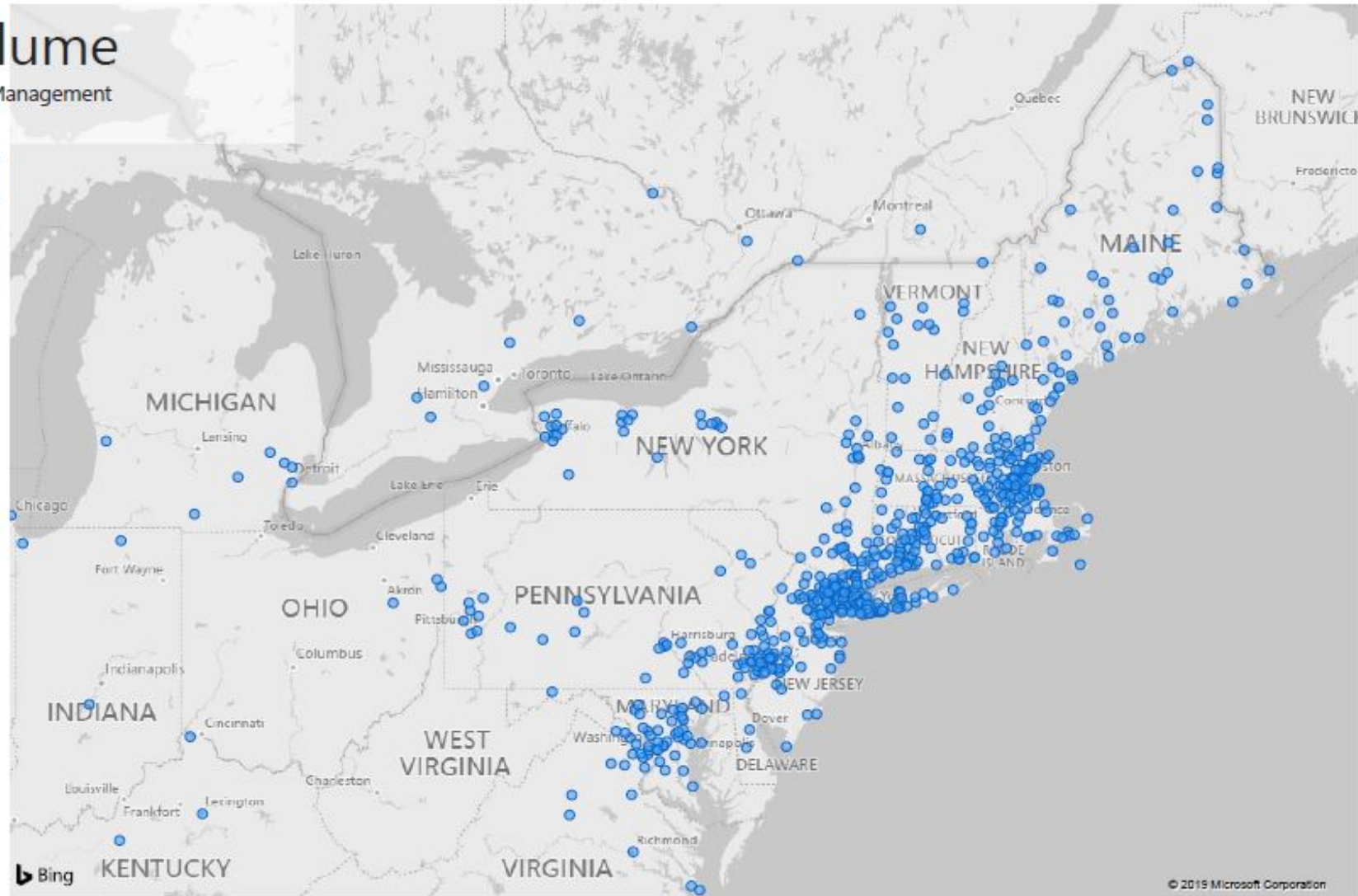
# Enrollment Management Efforts

## Events by Volume

University of Maine - Enrollment Management

Month	# of Events
October	874
September	475
November	218
December	15

Event Type	Count
High School Visit	1055
College Fair	237
1st Year	165
App Review Day	39
Transfer Fair	30
NEACAC / NACAC	22
Recruiting Event (Other)	9
School Counselor Update	6
Lunch Visit	4
Mailing	4
UMS Counselor Program	4
International Recruiting Event	3
On Campus Event	3
Transfer Visit	3
Conference	2
<b>Total</b>	<b>1586</b>





# Call to Action



## **Credit hours will be impacted by changes in:**

- The sizes of the incoming first-year and transfer classes
- Graduate enrollment
- Continuation rates
- Credit hour loads
- In-state/out-of-state mix
- Program offerings
- Everyone recruits
- Enrollment management events





# Upcoming Budget Forums

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- ☑ October 16 (9:00 to 10:30): **Forecasting and Process**
- November 6 (9:30 to 11:00): **Allocation**
- December 4 (2:00 to 4:00): **Projected FY21 Budget**