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FY21 Budget Discussion-- Forecasting and Process

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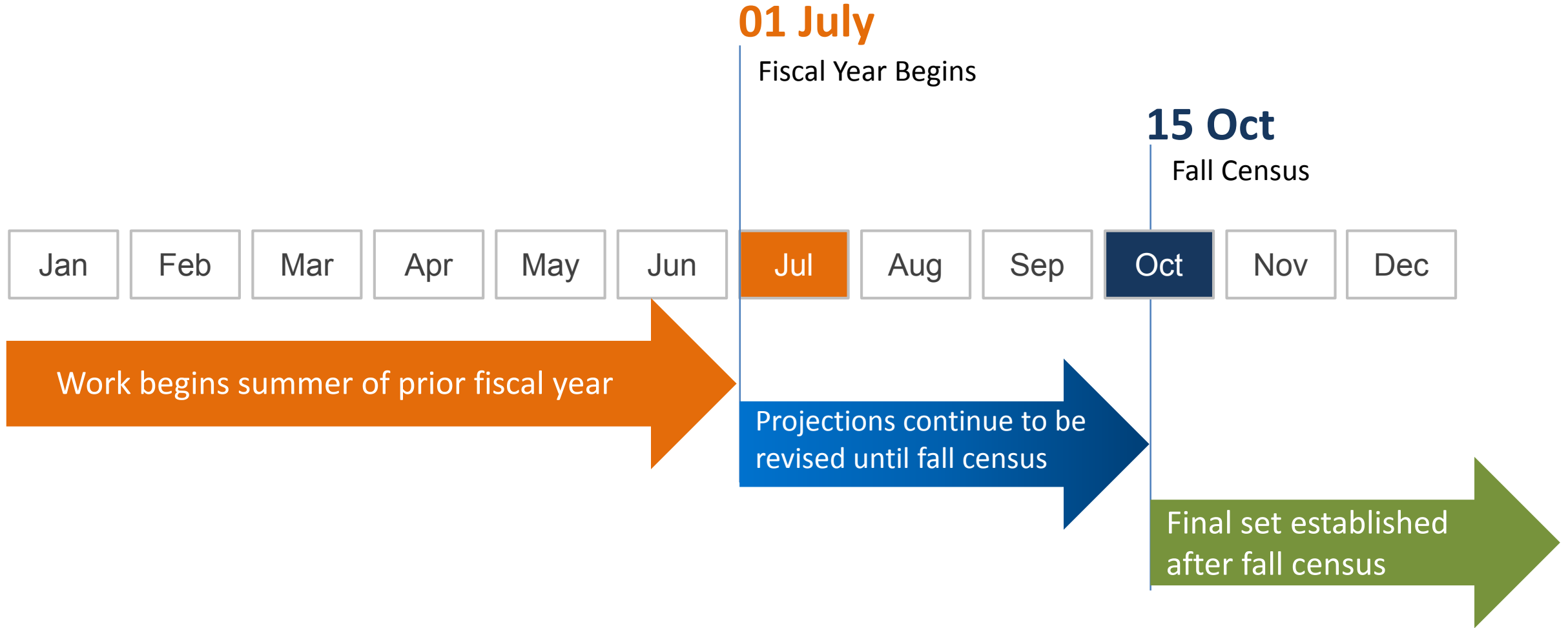
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Projecting Credit Hours for Budget Preparation

Presented to Campus Community
October 16, 2019

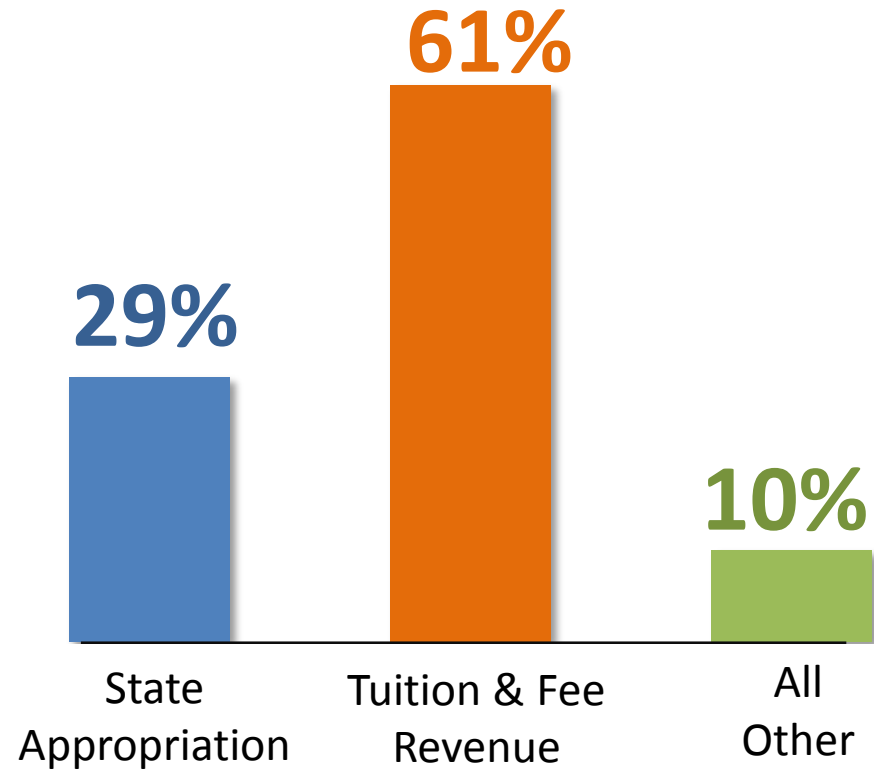


Projecting Credit Hours Timeline





Percentages of FY20 Revenue Base



Education & General Funds (E&G)



Projection Methods by Student Category

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:

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	1,374
New First-Year	1,328	73.0%	969	15.2	14,695
Sophomores	1,149	81.9%	941	14.4	13,590
Juniors	1,126	87.4%	984	13.8	13,622
Seniors	1,679	27.6%	463	11.5	5,335
Total Continuing	5,447		3,460		48,616



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%

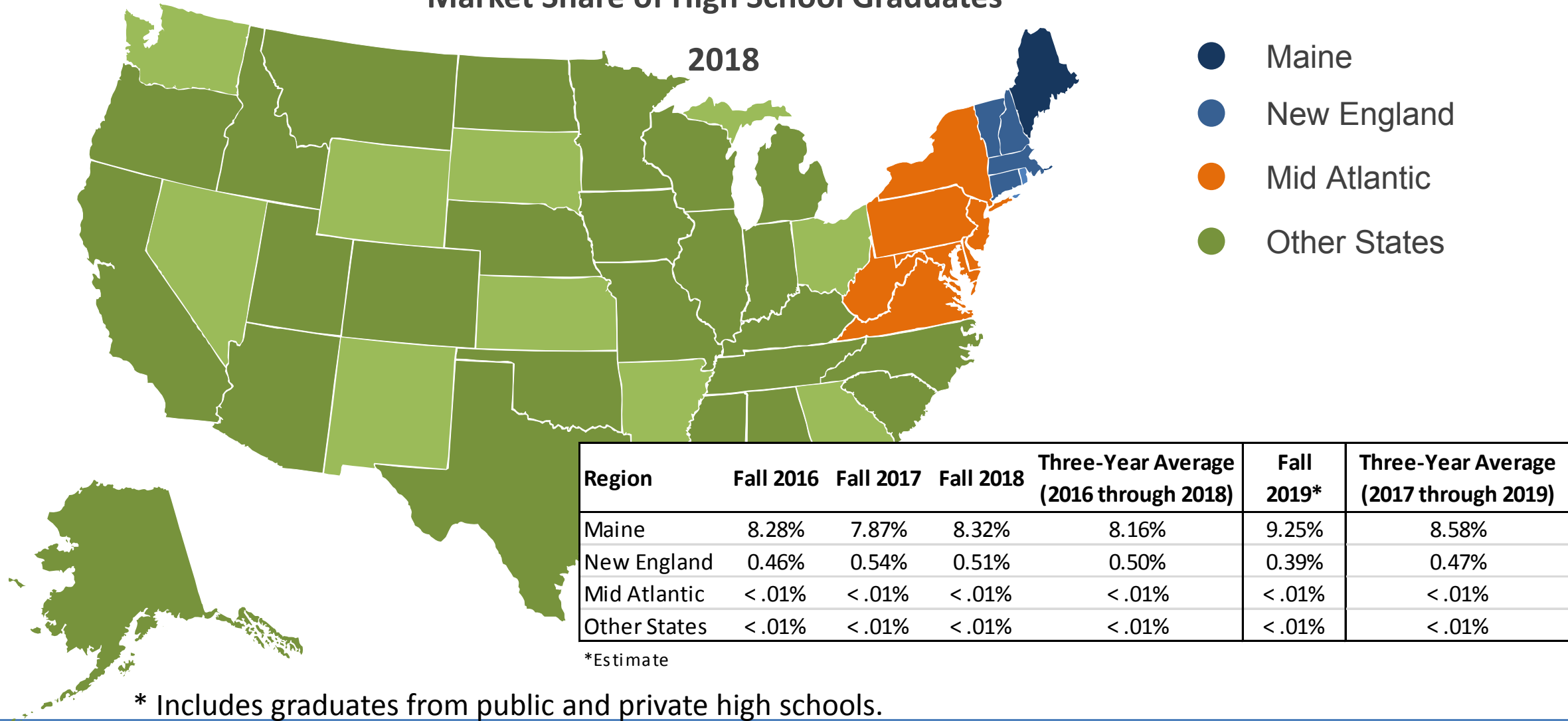
* First year of Flagship Match program.

** Exclude IEI and Bridge Year credit hours



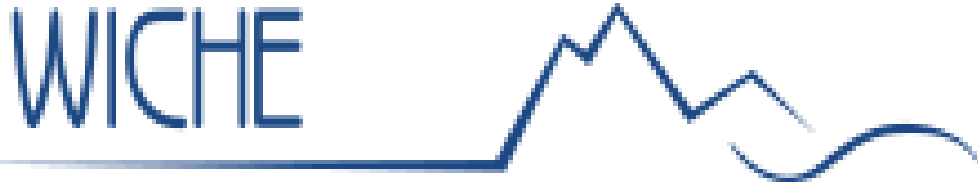
Projecting Incoming FYR Class Size

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
Total Domestic	2,183	2,104	2,131	2,135	2,134	2,108	2,123
In-State	1,171	1,328	1,180	1,164	1,169	1,155	1,159
Out-of-State	1,012	776	950	971	965	953	964
International Estimate	35	36	35	35	35	35	35
Total Projection	2,218	2,140	2,166	2,170	2,169	2,143	2,158

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



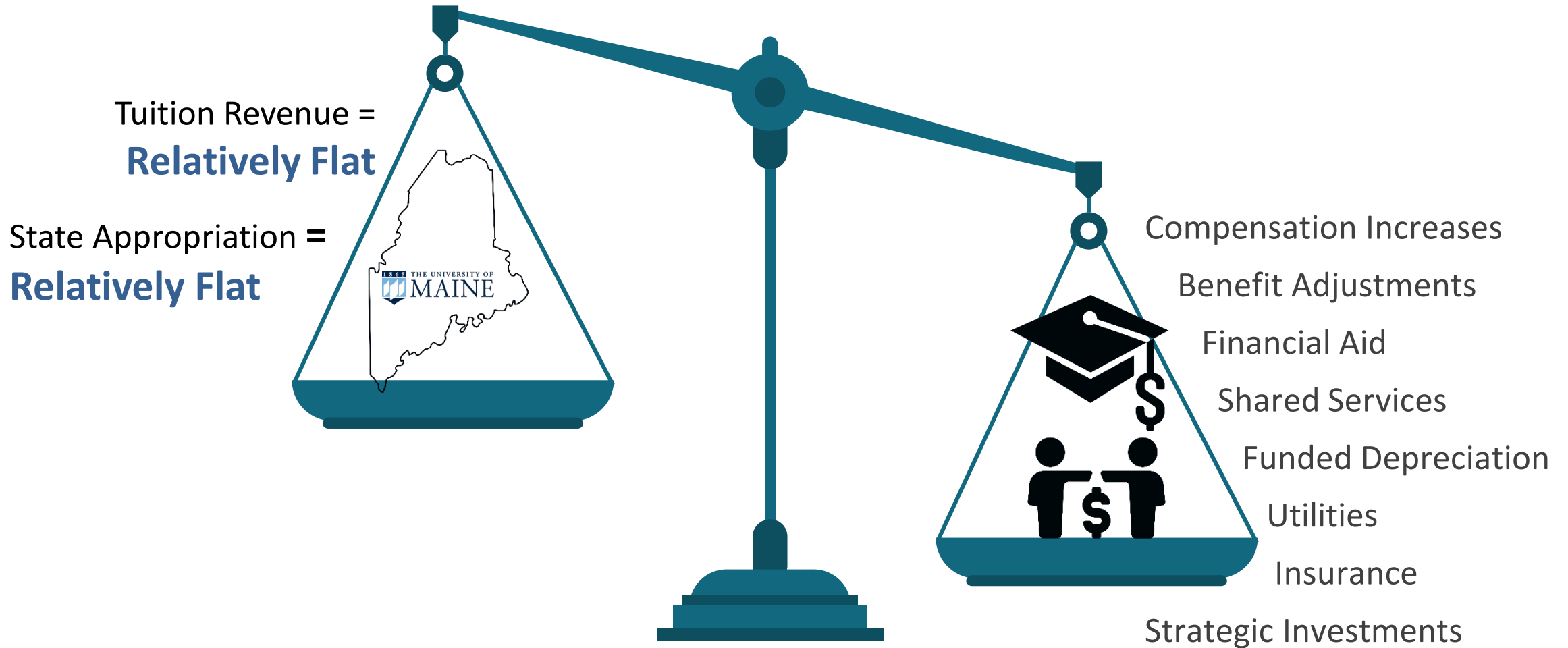
Fall 2020 Preliminary* Realistic Scenario vs. Fall 2019 Actual

	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

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 19th 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



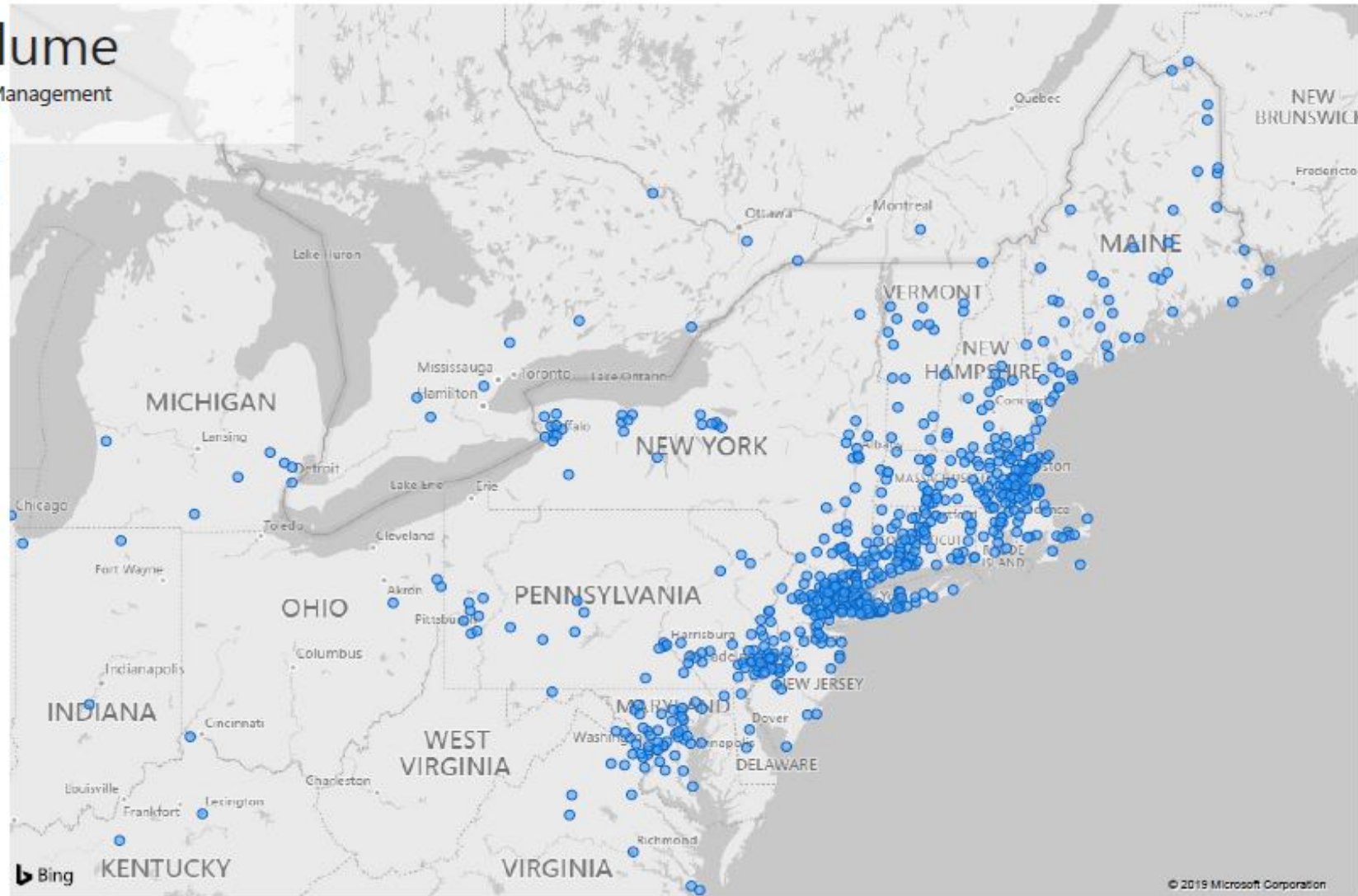
Enrollment Management Efforts

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
Total	1586





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

- ☑ 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**