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# FY26 Budget Presentation

Initial Campus Budget Presentation  
March 19, 2025

# A Mission on the Rise

## Past

### Serving All Populations

- National trailblazer in distance education
- Place-bound and adult learners

### Contributing to State Workforce

- Maine's "community college"
- From one location to statewide presence

### Leading in Educational Technologies

- Evolution of technology to meet students where they are
- ITV to Polycom

60<sup>th</sup> Anniversary –  
1965 - 2025

## Present

### Serving All Populations

- "Phygital" presence with accessible learning
- Diverse enrollment streams – online & on-site

### Contributing to State Workforce

- Regional public with majority baccalaureate and graduate degrees
- Nimble program development and delivery meeting state needs

### Leading in Educational Technologies

- High speed internet and video conferencing
- Polycom to Zoom
- Leader in course accessibility (ADA Compliant)

## Future

### Serving All Populations

- Out-of-state & international student strategy
- Neurodiverse student support

### Contributing to State Workforce

- Upskill credentials
- New academic programs

### Leading Educational Technologies

- EAB student support
- AI

### Growing External Relations

- Marketing & branding
- Advancement and alumni relations

# Advancement & Alumni Relations

- An inspiring, relevant mission that is on the rise
- More than **17,000** active alumni: an untapped source of advocacy and support for UMA and Maine's public universities
- Strategic planning that will yield clear institutional priorities for funding
- A 60<sup>th</sup> Anniversary on the horizon

Our Starting Point

Our Long-Term Goals



- Find our alumni, meet them where they are, build affinity, pride, mission engagement
- Raise the visibility of UMA and its impact to build community engagement and attract strategic funders
- Establish a professional fundraising operation following industry best practices
- Build sustainable philanthropic revenue to fuel UMA's mission



# FY2026 Budget Force Field Analysis

## Driving Forces

- Highest retention ever (EAB Navigate)
- Very large entering spring 2025 class
  - Adult degree completers, MCCS, & traditional
- Strong demand for professional programs
- Graduate program growth exceeded budget
- Direct Admission for EC students
- TransferME, articulation agreements, & employer partnerships
- Availability of flexible housing overflow



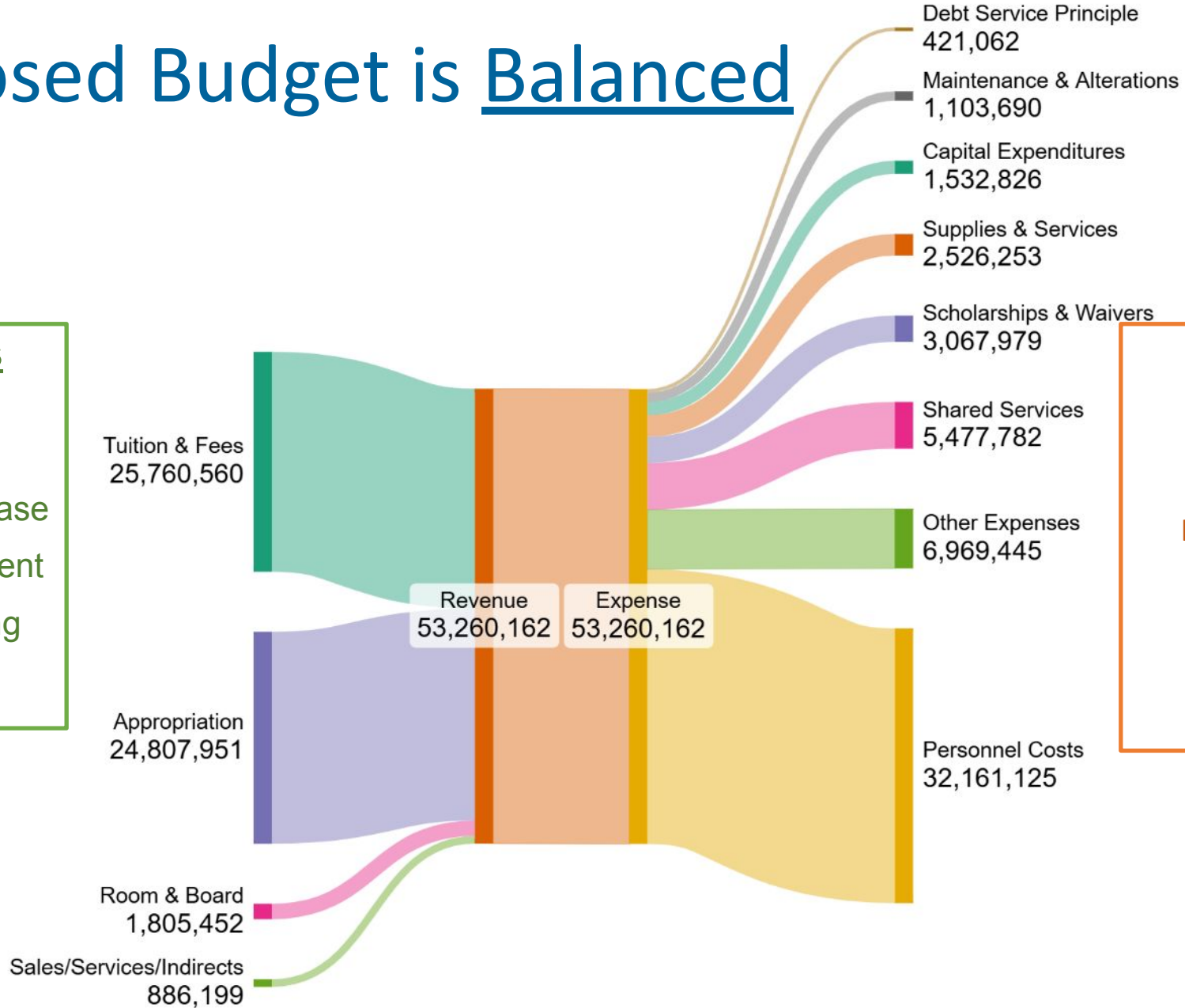
## Restraining Forces

- Demographics
- Steep escalation of goods and services
- MCCS Free College continuation
- Early College
- Higher education in the political climate
- Hot economy keeping adults in the workforce

# FY26 Proposed Budget is Balanced

## Revenue Drivers

- Increased state appropriation
- Slight credit hours increase
- Tuition and fee adjustment
- Increased conferencing
- Housing demand



## Expense Drivers

- Waivers/scholarships
- Personnel increases
- Investments in technology
- Capital improvements
- Fuel & electricity

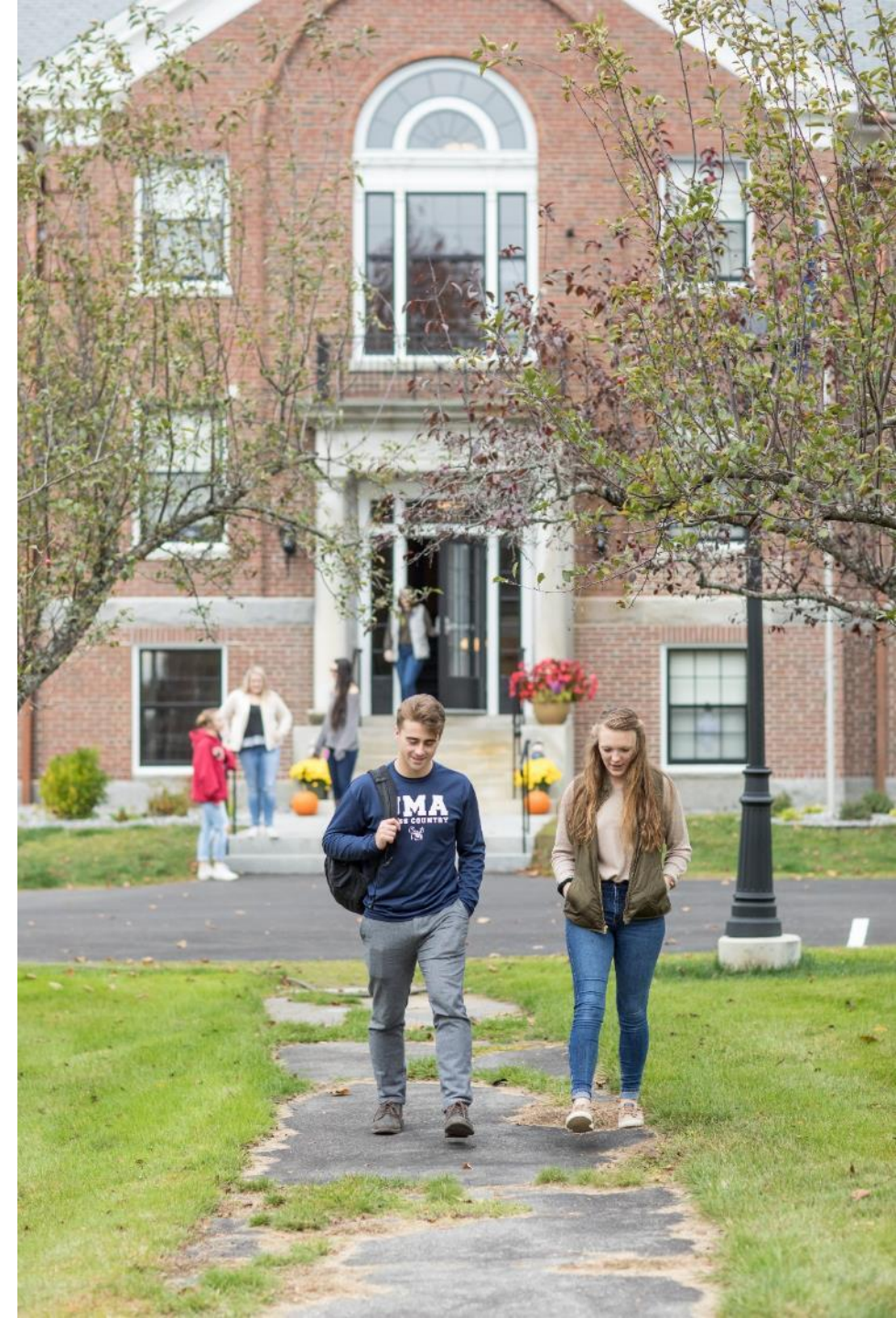
# FY26 E&G Budget

	FY2025	FY2026	\$ Change	% Change
Tuition & Fees	24,003,640	25,760,560	1,756,920	7.3%
Less Waivers/Scholarships	(2,533,489)	(2,953,267)	(419,778)	16.6%
Appropriation	23,921,100	24,807,951	886,851	3.7%
Indirect Cost Recovery	160,885	190,885	30,000	18.6%
Sale/Service/Other	681,651	644,114	(37,537)	-5.5%
<b>Total E&amp;G Revenue</b>	<b>46,233,787</b>	<b>48,450,243</b>	<b>2,216,456</b>	<b>4.8%</b>
Salaries, Wages & Benefits	31,986,664	33,459,693	1,473,029	4.6%
Attirtion Expense	(1,442,818)	(1,442,818)	-	0.0%
Fuel/Electricity	896,475	1,003,072	106,597	11.9%
Supplies/Services	1,826,711	1,936,115	109,404	6.0%
Shared Services	4,996,083	5,477,782	481,699	9.6%
Travel	266,252	259,754	(6,498)	-2.4%
Maintenance & Alterations	959,396	1,088,690	129,294	13.5%
Depreciation	2,438,149	2,438,987	838	0.0%
Other Expense	3,478,553	4,463,253	984,700	28.3%
<b>Total E&amp;G Expense</b>	<b>45,405,465</b>	<b>48,684,528</b>	<b>3,279,063</b>	<b>7.2%</b>
Operating Increase (Decrease)	828,322	(234,285)	(1,062,607)	-128.3%
Add Back Depreciation	2,438,149	2,438,987	838	0.0%
Less Capital Expenditures	(1,370,784)	(1,531,326)	(160,542)	11.7%
Less Debt Service	(374,811)	(408,016)	(33,205)	8.9%
<b>Net Change</b>	<b>1,520,876</b>	<b>265,360</b>	<b>(1,255,516)</b>	<b>-82.6%</b>



# FY26 Auxiliaries Budget

	FY2025	FY2026	\$ Change	% Change
Dining & Residence	922,208	1,805,452	883,244	95.8%
Less Waivers/Scholarships	(74,919)	(114,712)	(39,793)	53.1%
Sale/Service/Other	51,200	51,200	-	0.0%
<b>Total E&amp;G Revenue</b>	<b>898,489</b>	<b>1,741,940</b>	<b>843,451</b>	<b>93.9%</b>
Personnel Expense	141,498	144,250	2,752	1.9%
Fuel/Electricity	2,000	2,000	-	0.0%
Supplies/Services	158,938	590,138	431,200	271.3%
Maintenance & Alterations	15,000	15,000	-	0.0%
Depreciation	10,180	13,581	3,401	33.4%
Transfers	-	(50,000)	(50,000)	0.0%
Other Expense	969,097	1,291,366	322,269	33.3%
<b>Total E&amp;G Expense</b>	<b>1,296,713</b>	<b>2,006,335</b>	<b>709,622</b>	<b>54.7%</b>
Operating Increase (Decrease)	(398,224)	(264,395)	133,829	-33.6%
Add Back Depreciation	10,180	13,581	3,401	33.4%
Less Capital Expenditures	(1,500)	(1,500)	-	0.0%
Less Debt Service	(3,046)	(13,046)	(10,000)	328.3%
<b>Net Change</b>	<b>(392,590)</b>	<b>(265,360)</b>	<b>127,230</b>	<b>-32.4%</b>



# FY26 Tuition & Fees

<b>Undergraduate Tuition Group</b>	<b>FY2025 Rate</b>	<b>FY2026 Rate</b>	<b>\$ Change</b>	<b>Increase Notes</b>
In-State & Canadian	260.00	268.00	8.00	3% Increase
Non-Residential Online & NEBHE	442.00	469.00	27.00	175% In-State Rate
Out-of-State & International	703.00	724.00	21.00	225% In-State Rate

<b>Graduate Tuition Group</b>	<b>FY2025 Rate</b>	<b>FY2026 Rate</b>	<b>\$ Change</b>	<b>Increase Notes</b>
In-State & Canadian	458.00	472.00	14.00	3% Increase
Non-Residential Online	605.00	623.00	18.00	3% Increase
Graduate NEBHE	780.00	826.00	46.00	175% In-State Rate

<b>Differential Tuition</b>	<b>FY2025 Rate</b>	<b>FY2026 Rate</b>	<b>\$ Change</b>
Architecture	210.00	210.00	-
Aviation	-	50.00	50.00
Computer Information/Data Science	25.00	30.00	5.00
Cyber/Information Systems Security	55.00	60.00	5.00
Dental Hygiene	800.00	800.00	-
Dental Assisting/Expanded Functions	150.00	150.00	-

<b>Mandatory Fees</b>	<b>FY2025 Rate</b>	<b>FY2026 Rate</b>	<b>\$ Change</b>	<b>Notes</b>
Unified Fee	34.00	-	(34.00)	Eliminated
Web Online Fee	12.00	-	(12.00)	Eliminated
Academic Support Fee	-	53.00	53.00	Consolidated
Student Activity Fee	2.25	2.25	-	



## Fee Consolidation

- Investments in technology required for all programs
- Fewer fees spread across the entire population
- \$5 per CH increase = 10% increase



# FY26 Room & Board Rates by Term

Room Type	FY2025 per Term	FY2026 per Term	\$ Change	% Increase
Single-Multi	4,076.00	4,239.00	163.00	4%
Double-Multi	3,373.00	3,508.00	135.00	4%
Studio	4,498.00	4,678.00	180.00	4%
Cleveland - Single	2,549.00	2,651.00	102.00	4%
Cleveland - Double	2,434.00	2,531.00	97.00	4%
Cleveland - Triple	2,318.00	2,411.00	93.00	4%
Best Western Hotel	3,876.00	4,218.00	342.00	9%

Board Type	FY2025 per Term	FY2026 per Term	\$ Change	Mandatory Meal Plans for Residents
19 Meals/Week	2,625.00	3,000.00	375.00	Cleveland
5 Meals/Week	1,407.00	1,525.00	118.00	Stevens/Erskine
14 Meals/Week	2,050.00	2,200.00	150.00	Best Western
50 Meals/Semester	651.00	675.00	24.00	Voluntary



# FY26 Budget Priorities

## •Allied Health

- UMF/UMM Nursing
- Med Lab Sciences (with UMPI)
- Capital Center (Nursing)

## •Community partnerships

- School Districts
- Maine Municipal Association

## •90 credit Public Administration

## •Prisoner Education Program

## •NISS retention/Advising Model

## •Grad program growth

- MAT- Education
- Data Visualization

## •WUMA Internet Radio

## •Interdisciplinary Studies

## •Maine College of Engineering & Computing

- Advanced Manufacturing
- Computer Gaming
- AI Certificate

## •Transfer

- AS Cyber
- AS Psych
- Articulation agreements

## •Landmark

- Improved Online Materials
- ADA compliance
- Faculty and Staff training

## •AI

- Academic Integration
- Back Office Processes

## •BA Music Technology

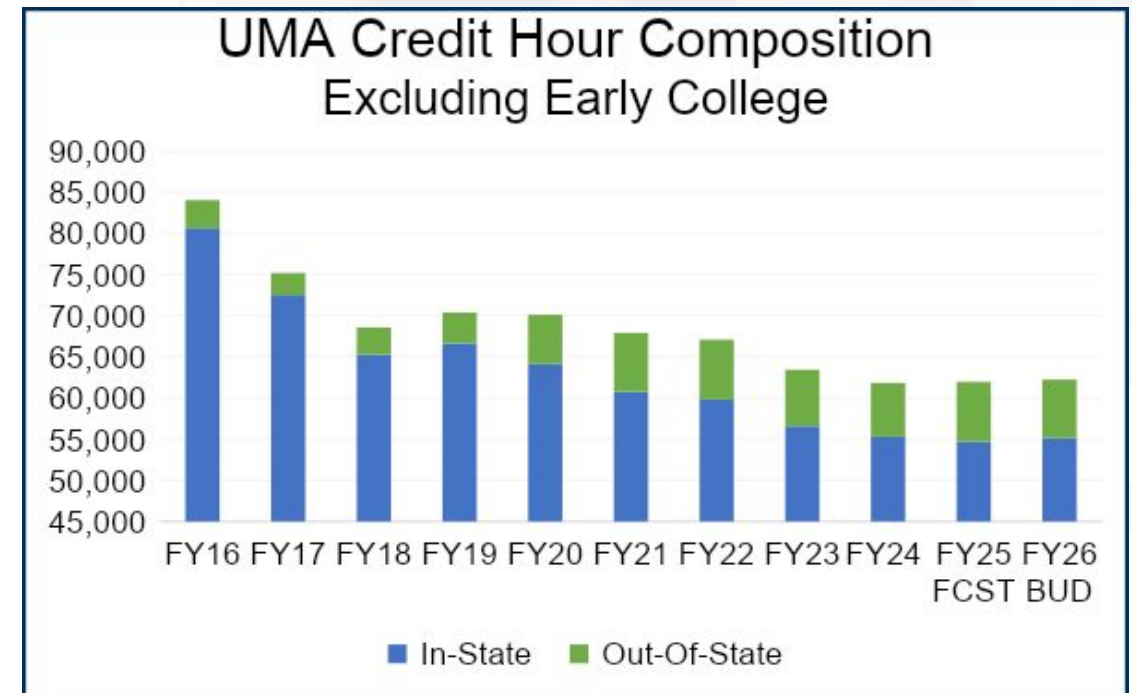
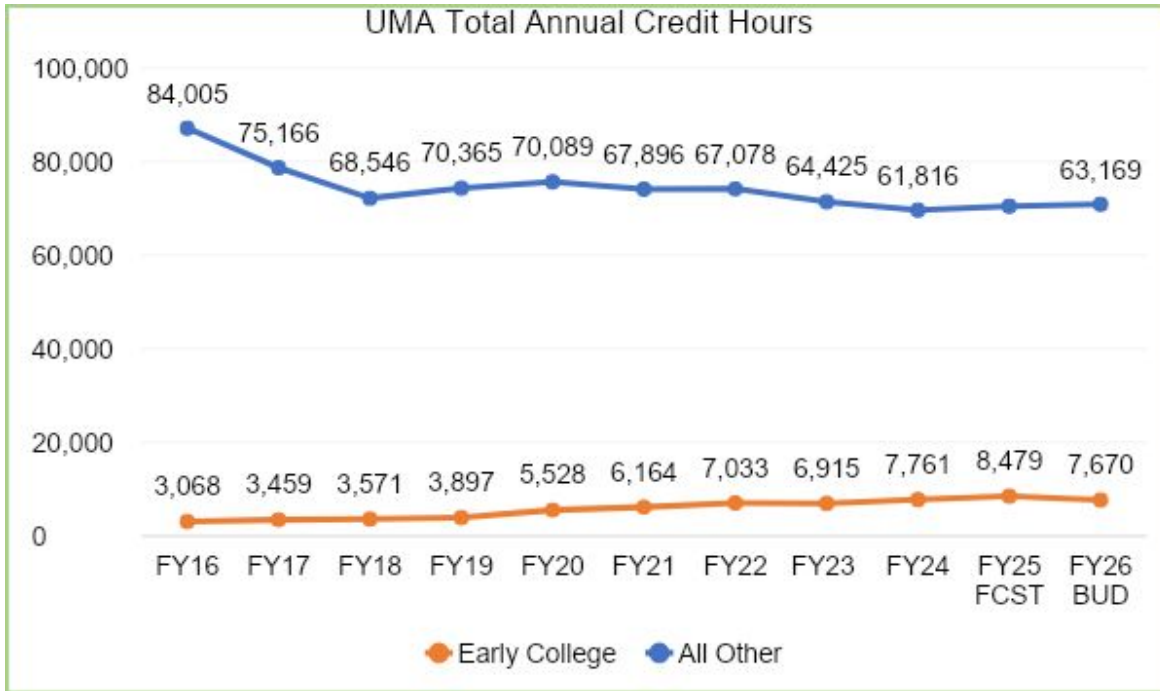
- Recording Studio (NASM)

## •Aviation

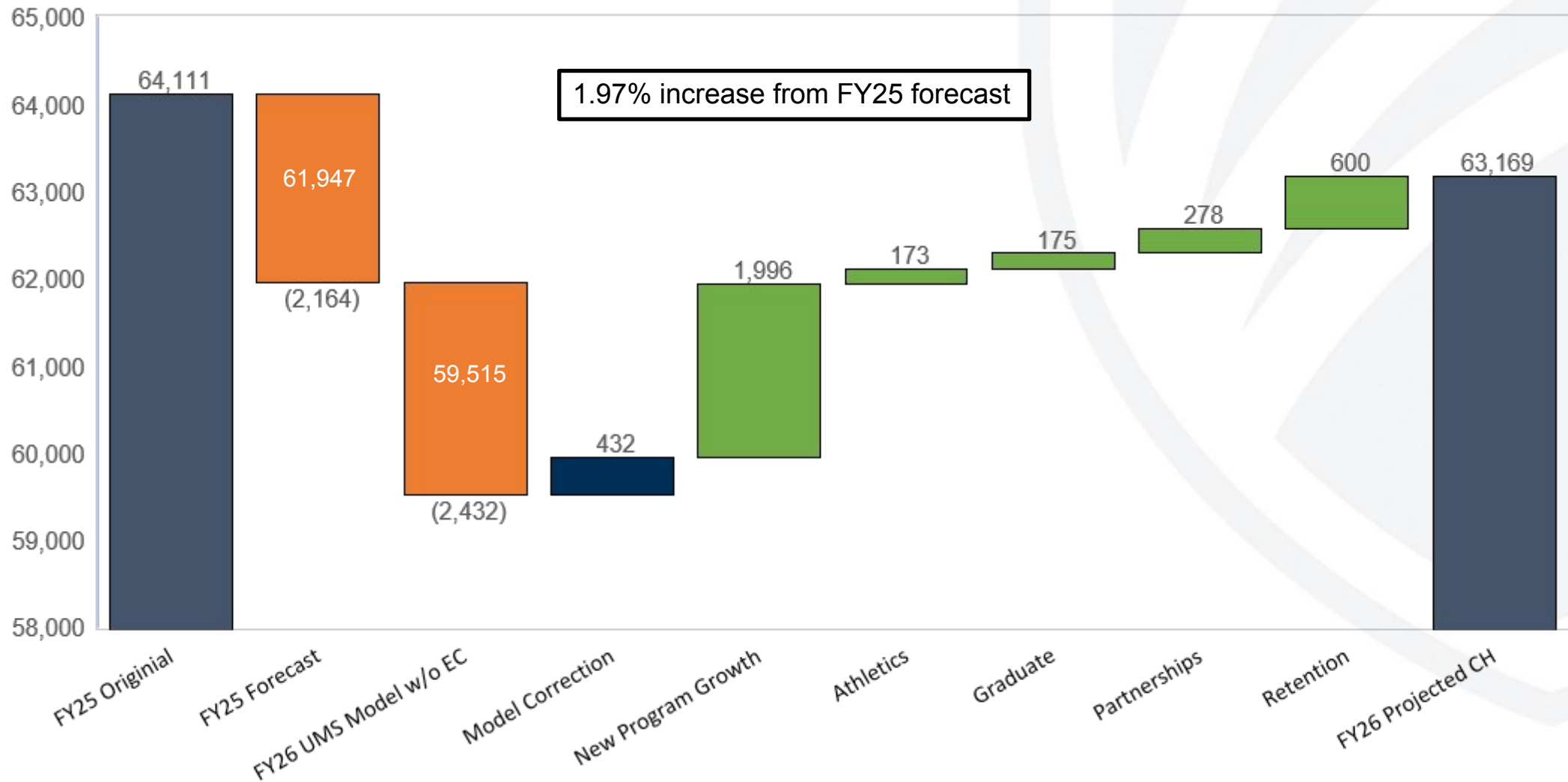
- AMTS - FAA Brunswick
- ATC (air traffic control)
- ATP (airline transport pilot )
- AABI



# FY26 10-Year Credit Hour Comparison



# FY26 Enrollment without Early College



# System Credit Hour Projections – Form E5

Projected Enrollment			Campus 2025-26 Proj.	
Career	Tuition Residency	Summer 2025		Summer 2025
		IR Proj. Credit Hours		Total Credit Hours
<b>Early College Undergraduate</b>		<b>282</b>		<b>316</b>
Undergraduate	In-State	7,126		7,288
	Out-of-State/International	568		600
	Canadian	20		19
	NEBHE	72		90
	<b>Subtotal</b>	<b>7,786</b>		<b>7,997</b>
Graduate	In-State	179		165
	Out-of-State/International	24		36
	<b>Subtotal</b>	<b>203</b>		<b>201</b>
<b>Total (Including Early College)</b>		<b>8,271</b>		<b>8,514</b>
<b>Total (Excluding Early College)</b>		<b>7,989</b>		<b>8,198</b>

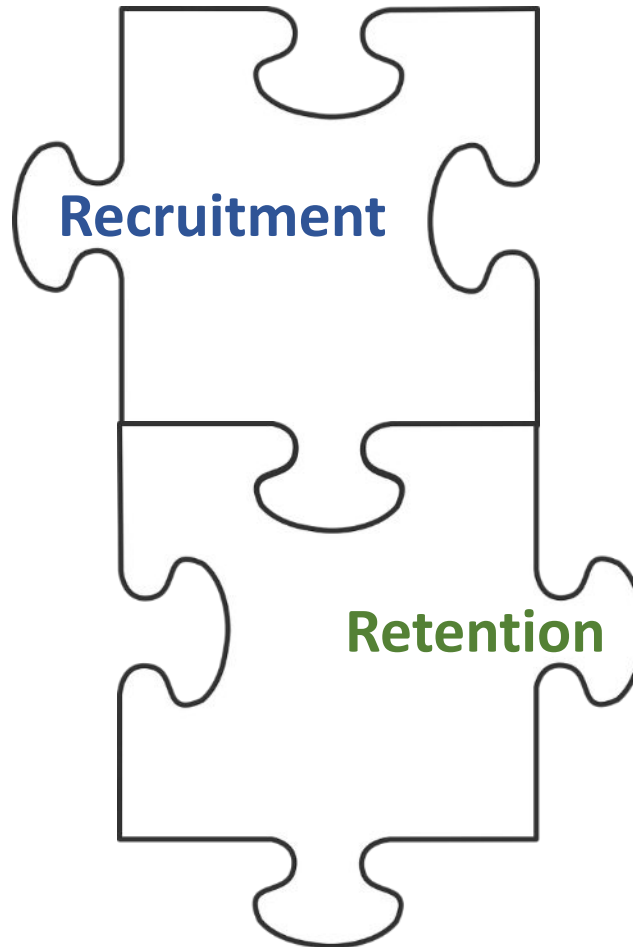
Career	Tuition Residency	Fall 2025			Fall 2025
		IR Proj. Credit Hours	# Change from Fall 2024	% Change from Fall 2024	Total Credit Hours
<b>Early College Undergraduate</b>		<b>5,533</b>	<b>-615</b>	<b>-10.0%</b>	<b>5,273</b>
Undergraduate	In-State	23,559	-310	-1.3%	24,667
	Out-of-State/International	2,272	-92	-3.9%	2,386
	Canadian	94	11	13.3%	84
	NEBHE	315	-64	-16.9%	386
	<b>Subtotal</b>	<b>26,240</b>	<b>-455</b>	<b>-1.7%</b>	<b>27,523</b>
Graduate	In-State	328	31	10.4%	299
	Out-of-State/International	96	0	0.0%	122
	Canadian	9	0	0.0%	0
	Online Program	9	0	0.0%	0
	MaineOnline (AP)	6	0	0.0%	0
	<b>Subtotal</b>	<b>448</b>	<b>31</b>	<b>7.4%</b>	<b>421</b>
<b>Total (Including Early College)</b>		<b>32,221</b>	<b>-1,039</b>	<b>-3.1%</b>	<b>33,217</b>
<b>Total (Excluding Early College)</b>		<b>26,688</b>	<b>-424</b>	<b>-1.6%</b>	<b>27,944</b>

Career	Tuition Residency	Spring 2026			Spring 2026
		IR Proj. Credit Hours	# Change from Spring 2024	% Change from Spring 2024	Total Credit Hours
<b>Early College Undergraduate</b>		<b>2,389</b>	<b>76</b>	<b>3.3%</b>	<b>2,081</b>
Undergraduate	In-State	22,126	-815	-3.6%	24,107
	Out-of-State/International	2,036	-184	-8.3%	2,094
	Canadian	55	20	57.1%	54
	NEBHE	265	-121	-31.3%	345
	Online Program	6	0	0.0%	0
	<b>Subtotal</b>	<b>24,488</b>	<b>-1,100</b>	<b>-4.3%</b>	<b>26,600</b>
	Graduate	In-State	276	51	22.7%
Out-of-State/International		68	-13	-16.0%	97
Canadian		3	0	0.0%	0
Online Program		3	0	0.0%	0
<b>Subtotal</b>		<b>350</b>	<b>38</b>	<b>12.2%</b>	<b>427</b>
<b>Total (Including Early College)</b>		<b>27,227</b>	<b>-986</b>	<b>-3.5%</b>	<b>29,108</b>
<b>Total (Excluding Early College)</b>		<b>24,838</b>	<b>-1,062</b>	<b>-4.1%</b>	<b>27,027</b>
<b>Total (Including Early College)</b>		<b>67,719</b>			<b>70,839</b>
<b>Total (Excluding Early College)</b>		<b>59,515</b>			<b>63,169</b>

- Early College credit hours are projected to decline due to a slight drop in demand
- Graduate credit hours are expected to increase due to new and maturing programs
- All other growth is consistent with UMA's enrollment growth forecast and additional new program growth

# FY26 Recruitment & Retention Plan

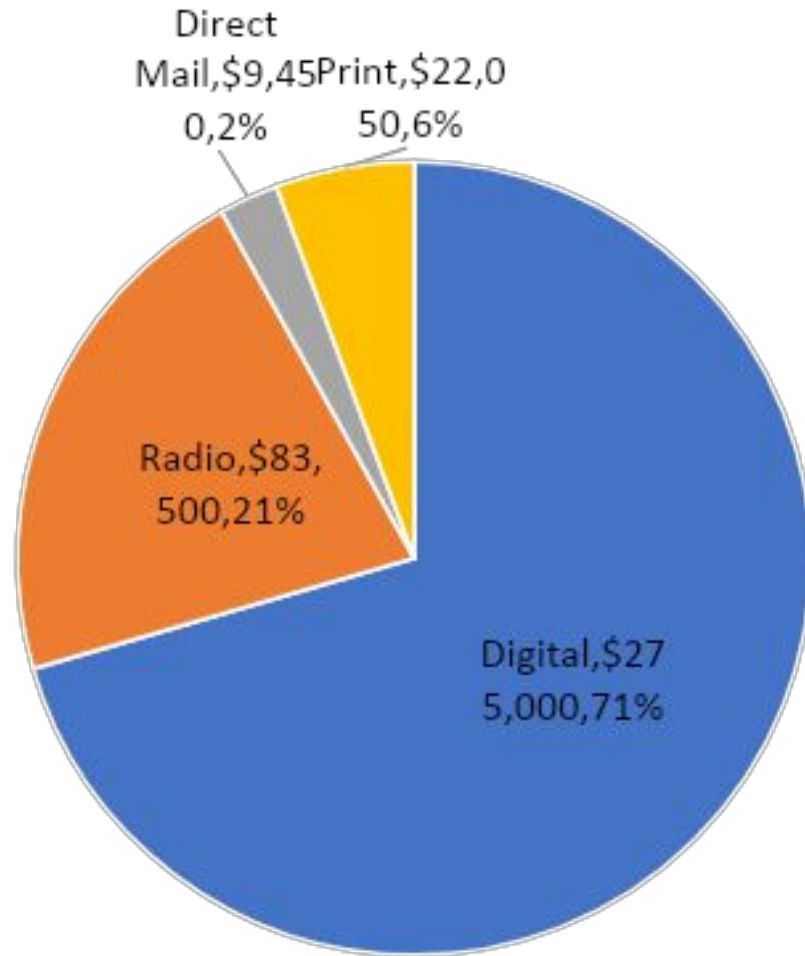
- Additional recruiter via the Adult Degree Completion grant
- Digital student search
- Expansion of out-of-state & international recruitment
- Consistent visibility at Maine Community Colleges
- Updated articulation agreements
- Pine Tree State Pledge
- Prison Education Program
- Digital marketing & website presence



- Implementation of EAB Navigate
- Maturity of dual advising model
- Student engagement via CARE team
- National Institute of Student Success
- ADA compliant educational materials
- ADC emergency grants



# FY26 Marketing Budget Allocation



## FY26 Marketing Priorities

Full implementation of Marcom restructure

Shift to digital targeting

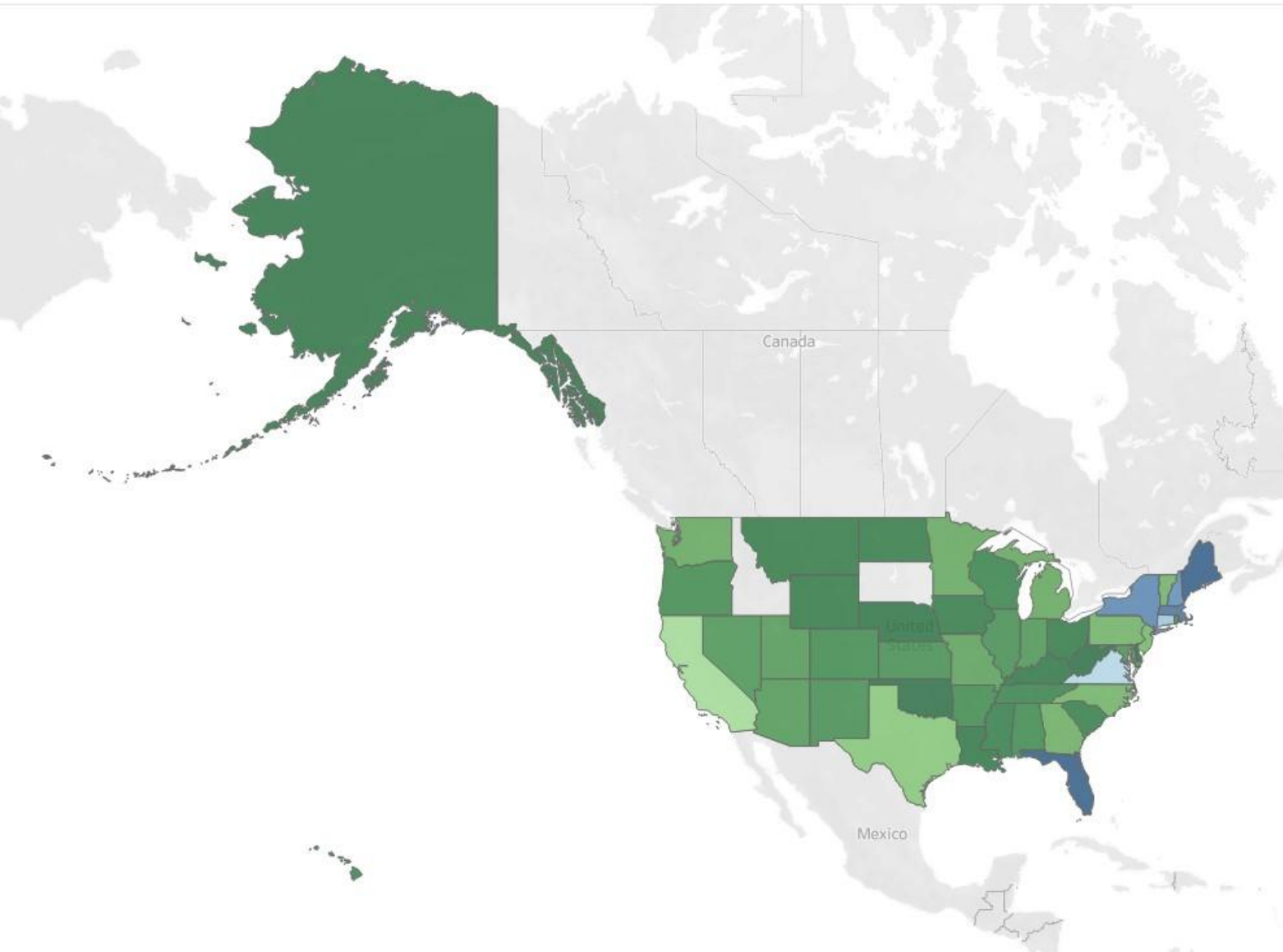
Increased marketing budget

Focus on brand elevation and adult influencers

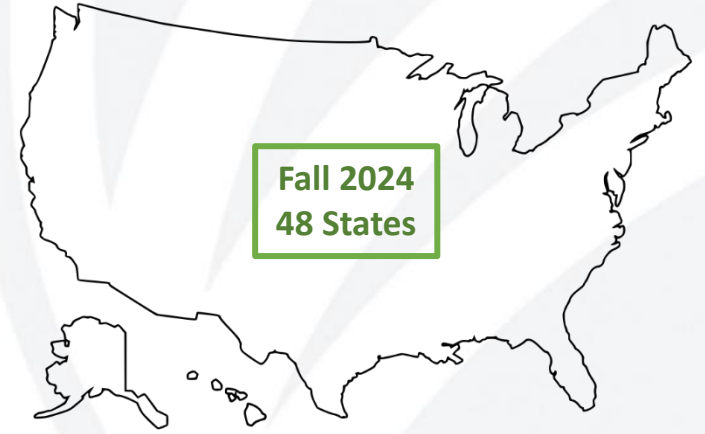
Out-of-state marketing strategies



# Expanding Our Reach



## Increasing Out-of-State Presence

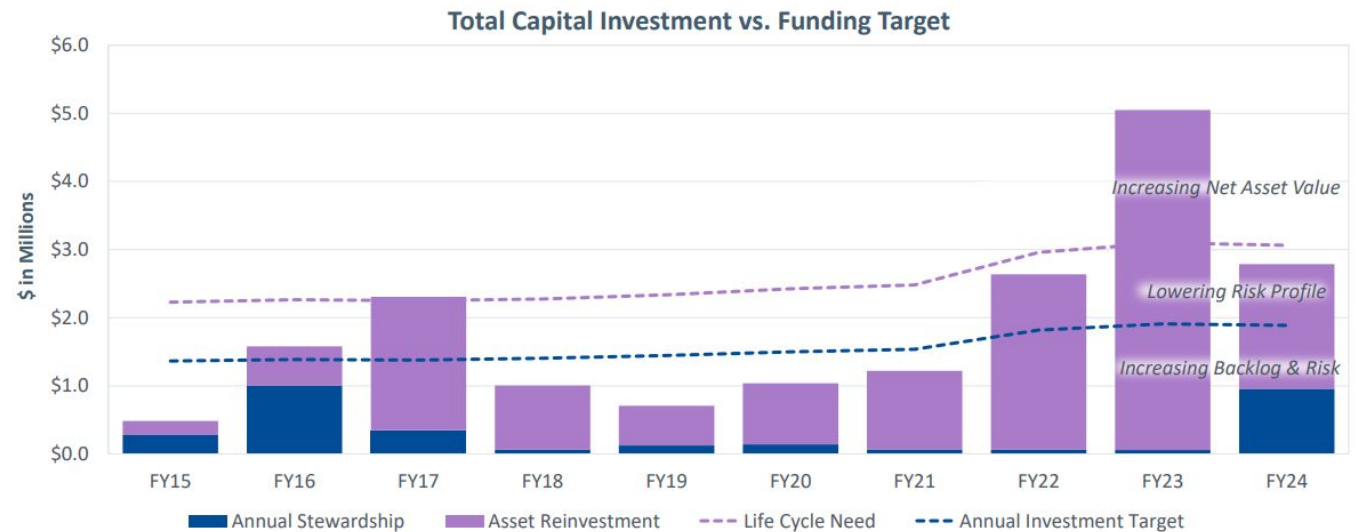




# FY26 Capital Investments & Sightlines Report

FY26 Planned Project	E&G Budgeted Cost	Building NAV
Eastport Hall Interior/Exterior Renovations	\$200,000	47%
Recording Studio Renovation	\$350,000	56%
College Center Boiler Upgrades	\$165,724	96%
Jewett Interior Water Damage Repair	\$150,000	55%
UMA Bangor Garage Demo	\$200,000	31%
UMA Texas Ave & Walkway Repairs	\$100,000	
UMA Grounds Infrastructure	\$125,000	
Fire Panel Replacement	\$60,000	
<b>Total</b>	<b>\$1,350,724</b>	

## UMA Performance Against Target

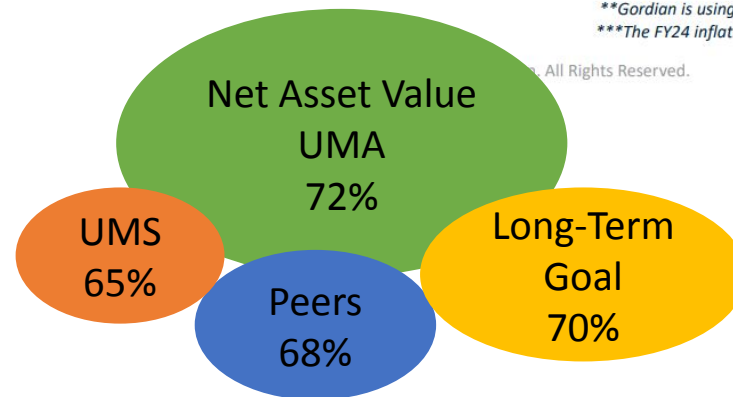


\*\*Gordian is using a 16.2% inflation rate across its database for FY22 from the RSMean CCI catalog; 8.1% for FY23  
 \*\*\*The FY24 inflation target is reduced by 2%, informed by the RSMean cost database analysis, indicating a market stabilization from the volatility seen in FY22 and FY23.

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**GORDIAN**



# Budget Efficiencies

## Space

- Lease Reviews
- Building sales & removal
- Subleasing & subletting
- Thoughtful consolidation to increase density

## Energy

- HVAC improvements
- Building envelop repairs
- LED upgrades
- Solar panel & charging station exploration

## Partnerships

- Academic
- Security
- Sodexo conferencing
- Housing

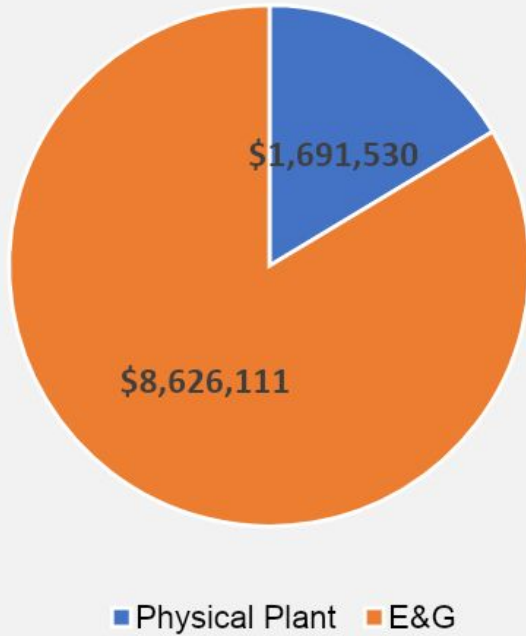
## Workforce

- Position allocation
- Attrition management
- Artificial Intelligence

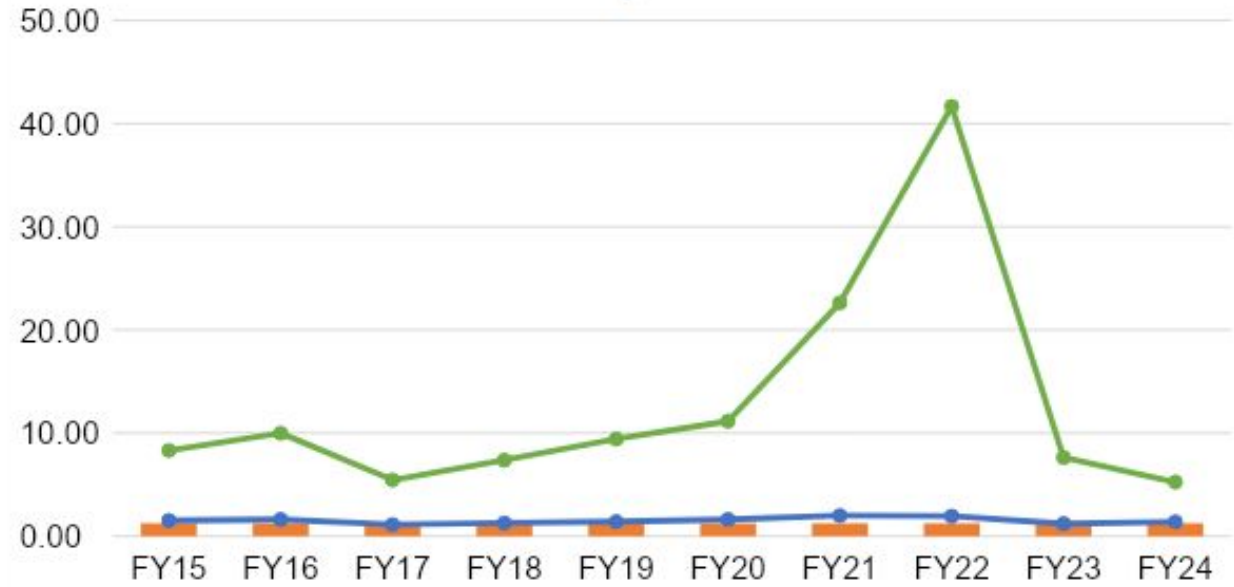


# Reserves & Ratios

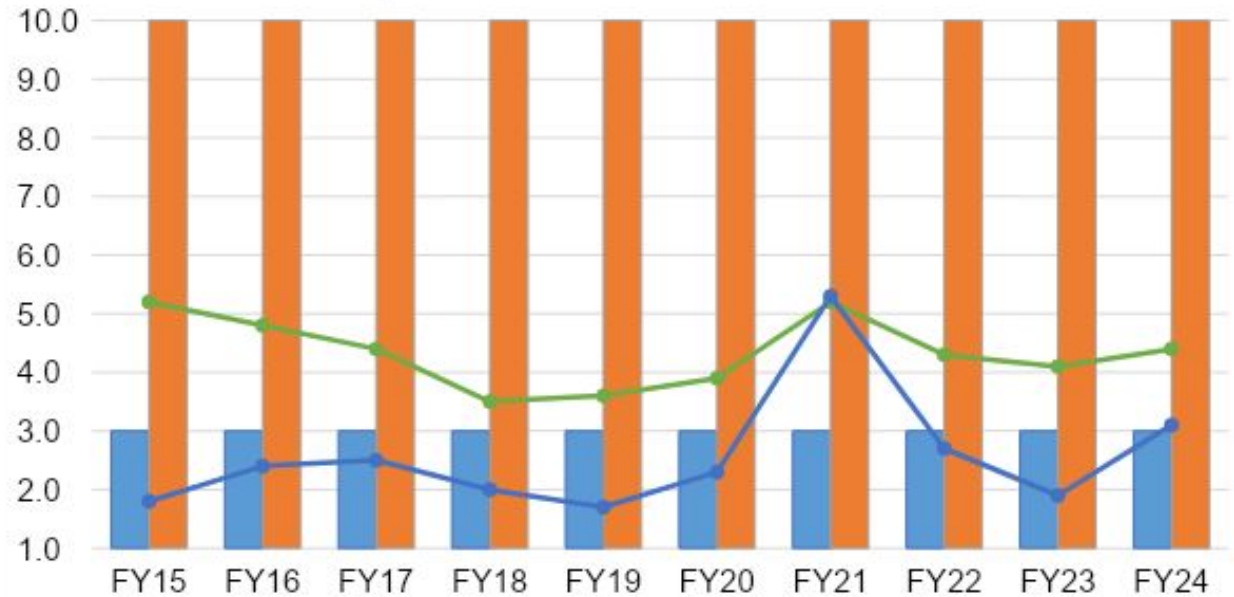
Reserve Balances as of February 2025



## Viability Ratio



## Composite Financial Index



# FY26 Financial Aid Strategy

## 2<sup>nd</sup> Lowest Discount Rate in the System

- FY23 Overall Discount Rate: 13%
- More stringent merit scholarship criteria implemented Fall 24

## Maine State Grant Increase

- Results in decreasing pressure on institutional aid
- Lessened loan burden for mostly part-time population

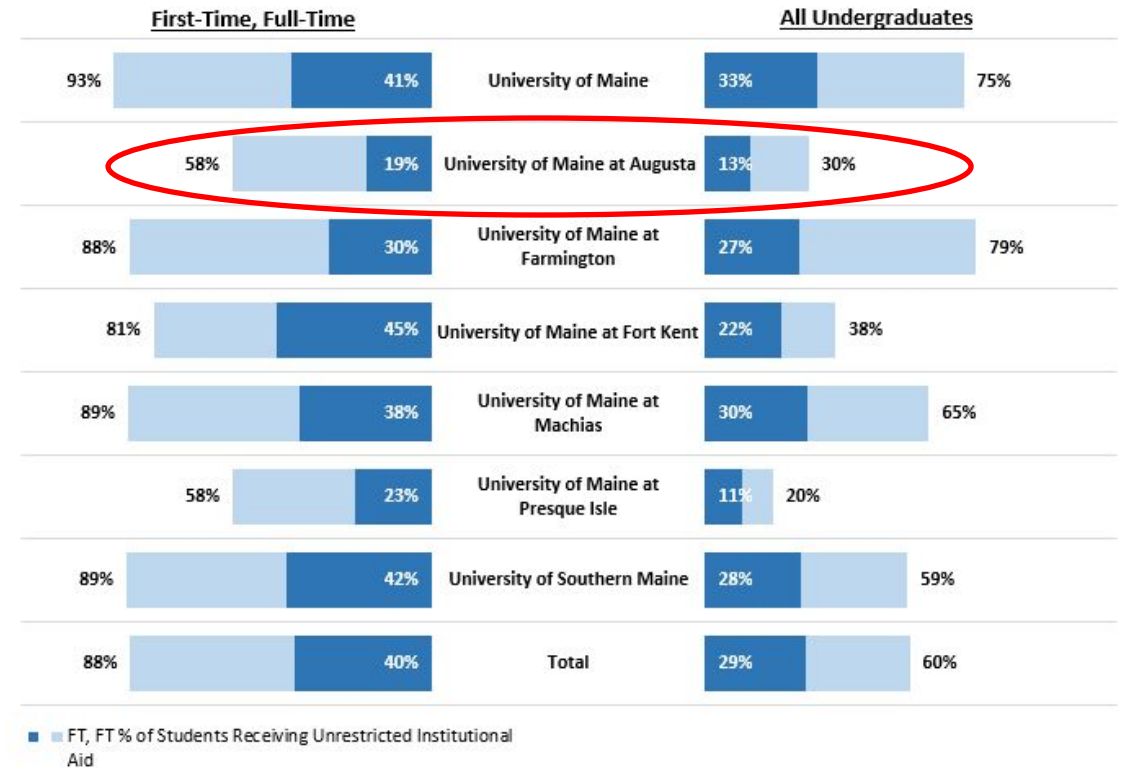
## Pine Tree State Pledge Tuition Promise

- More inclusive than Community College Free Tuition
- Originated in fall 2018
- Includes part-time and full-time options

## Merit Scholarships for in-state and out-of-state/international students

### UNIVERSITY OF MAINE SYSTEM – 2023-24 TUITION DISCOUNT REPORT

Figure 1. 2023-24 UMS Calculated Tuition Discount Rates and Percentage of Degree-Seeking Undergraduates Receiving Unrestricted Institutional Aid



# UMA's Proven Model

## Strategies

- Strengthen student success
- Advance academics
- Enhance marketing & recruitment
- Cultivate reputations & resources
- Foster a sense of belonging

## Results

- Balanced budget
- Sustained success

## Outcomes

- Increased retention rates
- Growing academic programs
- Align programs with the workforce
- Diversify enrollment sources
- Increased housing demand
- Meeting the students where they are
- Best for Vets distinction

