



UNIVERSITY OF MAINE AT PRESQUE ISLE

UMPI YourPace Enrollments by Country Name - Distinct Count - Fall 2019 to Present



UMPI's YourPace degree completion programming changing lives around the world.

EXPECT the **UNEXPECTED**

UNIVERSITY of MAINE *at* PRESQUE ISLE

Our Financial Situation



At UMPI, as fast as we are growing with students, we are building infrastructure to support those evolving needs. While we deliver a balanced budget with a notable surplus, we also exercise caution in growing the most expensive element of the budget (salaries and benefits).

You will see we are planning on an average of 24% increase in our employee base either through essential new hires or the corrections of existing salaries which are not equitably distributed.

Our definition of need is not arbitrary. We are using actual activity to define work ratios of students to employees to make sure our inclusion of new team members matches our growth and mandate. While we are budgeting for the maximum need, employment will be staged only as the student growth occurs.

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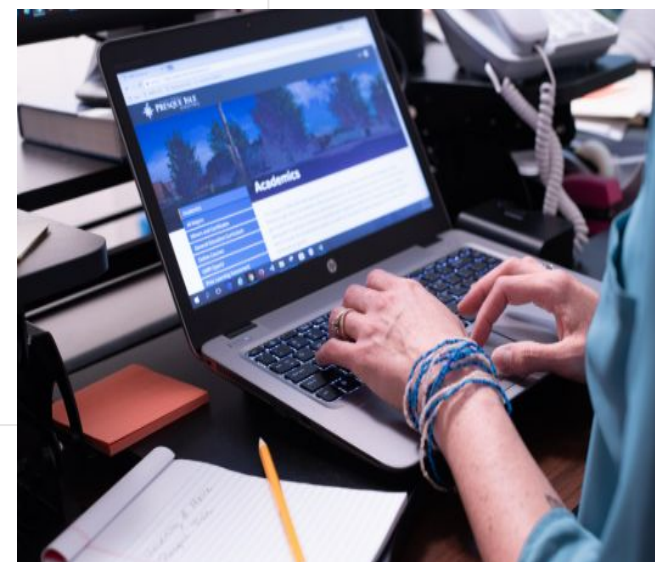
Priorities for Fiscal Year 26

- We have a quickly growing population of YourPace students and a standard population (growing slightly each year) of traditional undergraduate students. We are beginning to experience a comingling of these two programs with UMPI undergraduates awarded degrees in a traditional modality staying on to do their graduate work in competency programs (YourPace).
- The University is committed to defining the appropriate and necessary curriculum in the traditional program and in the YourPace program; FY26 will provide for cost:benefit work to be accomplished.
- With regard to expanding YourPace programming to other UMS institutions, we have an obligation for on-boarding non-UMPI faculty re: modality instruction and curriculum development. A primary goal is to ensure coherency of the developing YourPace national brand and programmatic consistency with fellow UMS institutions.

Academic Demands FY26

YourPace and our Traditional on-campus curriculum are launching graduate, undergraduate and associate programs to meet regional and national demand. This added curriculum will begin its launch this first fall session 2025 and will continue over the coming year. Included in this launch are:

- ❖ MSB Business Graduate Program (first 3/10 concentrations) YourPace
- ❖ BS Computer Science YourPace
- ❖ BA Social Work Adding Traditional Online Modality (with UM)
- ❖ AA Human Services YourPace
- ❖ BS Art Education In-Person/ Traditional Online
- ❖ BA Public Policy YourPace (delivering UMF program)
- ❖ BSN RN to BSN Your Pace (delivering UMFK program)
- ❖ AA & BS Early Childhood Education YourPace & (Trad.)In-Person/Online
- ❖ BS Medical Laboratory Scientist (Trad.)Online (with UM Augusta)



Actual FY24 E&G and Auxiliary- Bridging the Gap

- FY24 Original Budget was deficit of \$2,378,160 (departure of Academic Partnership not identified yet).
- FY24 Revised Budget anticipated to be deficit of \$566,230 (Academic Partnership 6 month period)
- Due to separation from Academic Partnership UMPI returned \$691,963 of Budget Stabilization funds to UMS

	Revised Base Budget	Actuals
Total Revenue	21,931,146	23,574,810
Total Expenses	22,856,543	23,888,389
Operating Increase(Decrease)	-925,397	-313,579
<i>Modified Cash Flow</i>		
Operating Increase(Decrease)	-925,397	-313,579
Plus Depreciation	1,468,743	1,420,446
Less Capital Expenditures	-384,543	-406,118
Less Debt Service Principal	-373,431	-354,430
Net Change Before Reserve Transfers	-214,628	346,319

△ **\$560,947**

Anticipated Outcome of FY25: Reinvesting in Us

	Base Budget	Anticipated Budget
Total Revenue	25,770,311	29,732,801
Personnel Services	15,441,826	17,441,426
All Other Expenses	9,720,755	10,108,885
Transfers	-328,910	-450,000
Total Expenses	24,833,671	27,100,311
Operating Increase(Decrease)	936,640	2,632,490

*Capital Expenditures: funding additional deferred maintenance & capital projects, purchase of Residential Halls mattresses & furniture, purchase of 2 motor pool vehicles

*Personnel: employment demand & correcting salaries

*Transfers: UMaine MOU, 1 time lump sums, ADC scholarships

Modified Cash Flow	Base Budget	Anticipated Budget
Operating Increase(Decrease)	936,640	2,632,490
Plus Depreciation	1,501,212	1,501,212
Less Capital Expenditures	-403,771	-916,169
Less Debt Service Principal	-334,900	-334,900
Net Change Before Reserve Transfers	1,699,181	2,882,633

↑
 $\frac{1}{3}$ Capital, $\frac{1}{3}$ Operating, $\frac{1}{3}$ Reserves

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UNIVERSITY of MAINE at PRESQUE ISLE

Proposed FY26 Budget E & G

UNIVERSITY OF MAINE PRESQUE ISLE FY26 BUDGET PROPOSAL			
		FY26 Proposed	
Education and General	Revenue	Tuition	5,615,494
		YourPace	16,057,500
		Fees	868,488
		Less: Waivers/Scholarships	(1,032,700)
		Appropriation (Base)	9,056,048
		Sales/Services/Other	449,110
		Total E&G Revenue	31,013,940
	Expense	Salaries, Wages, & Benefits	19,494,216
		Fuel/Electricity	668,800
		Supplies/Services	1,296,189
		Shared Services	3,127,090
		Travel	446,683
		Maintenance/Alterations	426,784
		Depreciation	1,313,698
		Other Expense	1,426,313
		Total E&G Expense	28,199,773
		E&G Operating Increase (Decrease)	2,814,167
		Modified Cash Flow	
		Add Depreciation	1,313,698
		Less Capital Expenditures	(339,744)
	Less Capital Reserve Funding	-	
	Less Debt Service	(262,684)	
	Net Change	3,525,437	

Proposed FY26 Budget Auxiliary

UNIVERSITY OF MAINE PRESQUE ISLE FY26 BUDGET PROPOSAL			
		FY26 Proposed	
Auxiliary	Revenue	Dining & Residence Revenue	2,131,475
		Less: Waivers/Scholarships	(230,000)
		Sales/Services/Other	22,000
		Total AUX Revenue	1,923,475
	Expense	Salaries, Wages, & Benefits	-
		Fuel/Electricity	474,000
		Supplies/Services	1,218,399
		Travel	750
		Maintenance/Alterations	247,000
		Depreciation	242,498
		Other Expense	163,439
		Total AUX Expense	2,346,086
		AUX Operating Increase (Decrease)	(422,612)
		Modified Cash Flow	
		Add Back Depreciation	242,498
		Less Capital Expenditures	(434,338)
		Less Capital Reserve Funding	-
	Less Debt Service	-	
	Net Change	(614,452)	

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Proposed FY26 Budget Consolidated

UNIVERSITY OF MAINE PRESQUE ISLE FY26 BUDGET PROPOSAL			
		FY26 Proposed	
TOTAL E&G and AUX	Revenue	Tuition & Fees	22,541,482
		Dining & Residence	2,131,475
		Less: Waivers/Scholarships	(1,262,700)
		State Appropriation	9,056,048
		Sales/Service/Other	471,110
		Total Revenue	32,937,415
	Expense	Salaries, Wages, & Benefits	19,494,216
		Fuel/Electricity	1,142,800
		Supplies & Services	2,514,588
		Shared Service	3,127,090
		Travel	447,433
		Maintenance & Alterations	673,784
		Depreciation	1,556,196
		Other Expense	1,589,753
		Total Expense	30,545,860
		Total Operating Increase (Decrease)	2,391,555
		Modified Cash Flow	
		Add Back Depreciation	1,556,196
		Less Capital Expenditures	(774,082)
	Less Debt Service	(262,684)	
	Net Change	2,910,985	

EXPECT the **UNEXPECTED**

UNIVERSITY of MAINE at PRESQUE ISLE

Enrollment - UMPI "Placido" Summary- Credit Hours

SYSTEM VS. CAMPUS PROJECTIONS (EXCLUDES EARLY COLLEGE)																		
		Summer 2025				Fall 2025				Spring 2026				Total FY26				
		SYSTEM PROJ.	CAMPUS PROJ.	Diff. N	Diff. %	SYSTEM PROJ.	CAMPUS PROJ.	Diff. N	Diff. %	SYSTEM PROJ.	CAMPUS PROJ.	Diff. N	Diff. %	SYSTEM PROJ.	CAMPUS PROJ.	Diff. N	Diff. %	
University of Maine at Presque Isle	Undergraduate	In-State	670	720	50	7.5%	5,184	5,200	16	0.3%	4,477	4,667	190	4.2%	10,331	10,587	256	2.5%
		Out-of-State/International	121	110	-11	-9.1%	1,101	1,292	191	17.3%	943	1,257	314	33.3%	2,165	2,659	494	22.8%
		Canadian	481	481	0	0.0%	1,725	1,725	0	0.0%	1,604	1,604	0	0.0%	3,810	3,810	0	0.0%
		NEBHE	0	0	0	--	0	0	0	--	0	0	0	--	0	0	0	--
		Online Program	0	0	0	--	0	0	0	--	0	0	0	--	0	0	0	--
		MaineOnline (AP)	26,551	21,000	-5,551	-20.9%	25,371	29,000	3,629	14.3%	26,698	29,000	2,302	8.6%	78,620	79,000	380	0.5%
		Subtotal	27,823	22,311	-5,512	-19.8%	33,381	37,217	3,836	11.5%	33,722	36,528	2,806	8.3%	94,926	96,056	1,130	1.2%
	Graduate	In-State	0	0	0	--	0	0	0	--	0	0	0	--	0	0	0	--
		Out-of-State/International	0	0	0	--	0	0	0	--	0	0	0	--	0	0	0	--
		Canadian	0	0	0	--	0	0	0	--	0	0	0	--	0	0	0	--
		NEBHE	0	0	0	--	0	0	0	--	0	0	0	--	0	0	0	--
		Online Program	0	0	0	--	0	0	0	--	0	0	0	--	0	0	0	--
		MaineOnline (AP)	1,876	1,600	-276	-14.7%	2,062	2,400	338	16.4%	1,190	2,800	1,610	135.3%	5,128	6,800	1,672	32.6%
		Subtotal	1,876	1,600	-276	-14.7%	2,062	2,400	338	16.4%	1,190	2,800	1,610	135.3%	5,128	6,800	1,672	32.6%
Subtotal	29,699	23,911	-5,788	-19.5%	35,443	39,617	4,174	11.8%	34,912	39,328	4,416	12.6%	100,054	102,856	2,802	2.8%		

Conservative enrollment strategy due to an unpredictable potential new student interest

Headcount YourPace Undergraduate

UMPI YourPace Enrollment Undergraduate

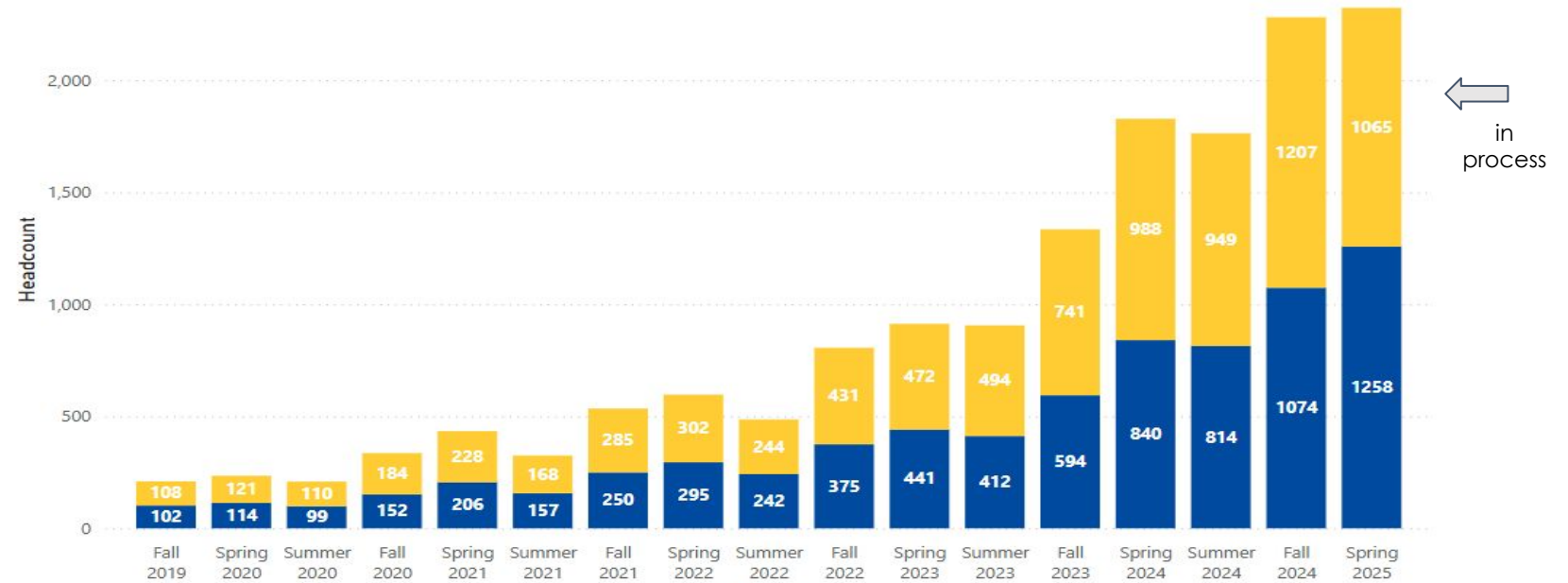
Headcount by Academic Term and Session

Academic Term	Session 1	Session 2	Total
Fall 2019	102	108	210
Spring 2020	114	121	235
Summer 2020	99	110	209
Fall 2020	152	184	336
Spring 2021	206	228	434
Summer 2021	157	168	325
Fall 2021	250	285	535
Spring 2022	295	302	597
Summer 2022	242	244	486
Fall 2022	375	431	806
Spring 2023	441	472	913
Summer 2023	412	494	906
Fall 2023	594	741	1335
Spring 2024	840	988	1828
Summer 2024	814	949	1763
Fall 2024	1074	1207	2281
Spring 2025	1258	1065	2323
Total	7425	8097	15522

UMPI YourPace Enrollment - Undergraduate

Headcount by Academic Term and Session

Subterm ● Session 1 ● Session 2



Most Recent (119 days after the Start of the Term)

CREDIT HOURS OVER 5 YEARS UNDERGRADUATE (FALL SEMESTERS)

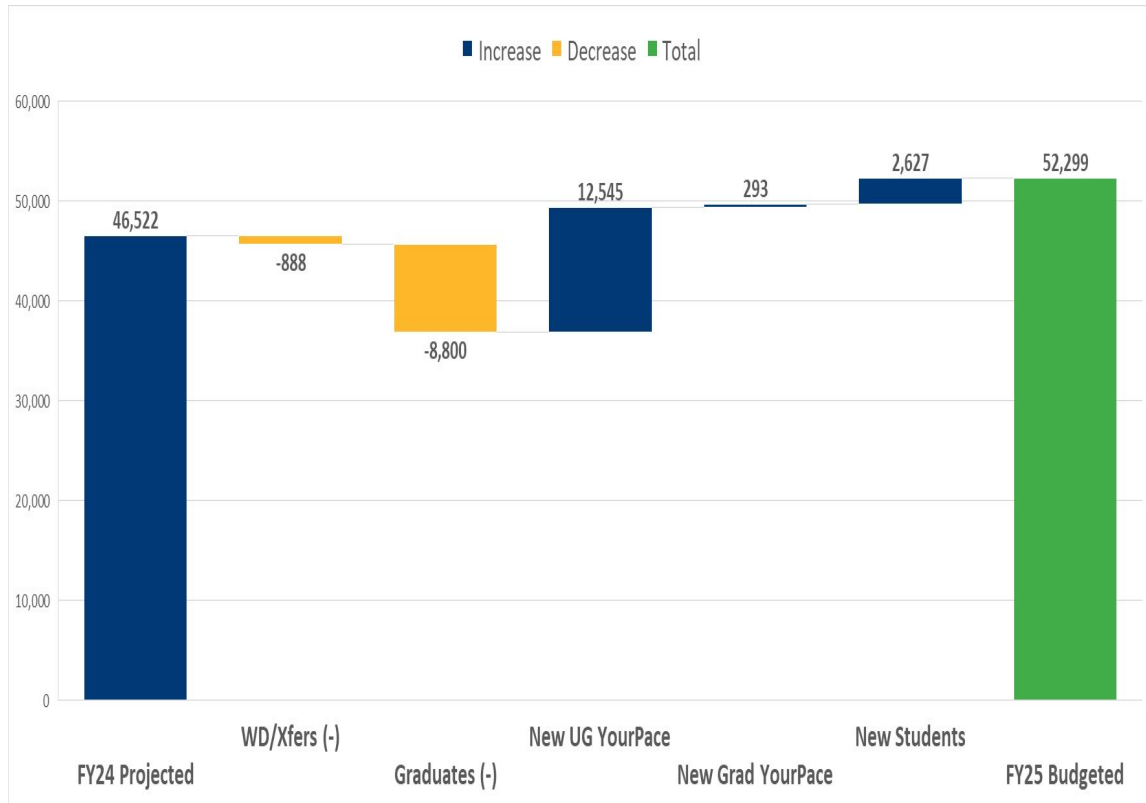
	2020	2021	2022	2023	2024
UMPI	11,237	13,035	14,886	19,182	29,856
Total	11,237	13,035	14,886	19,182	29,856

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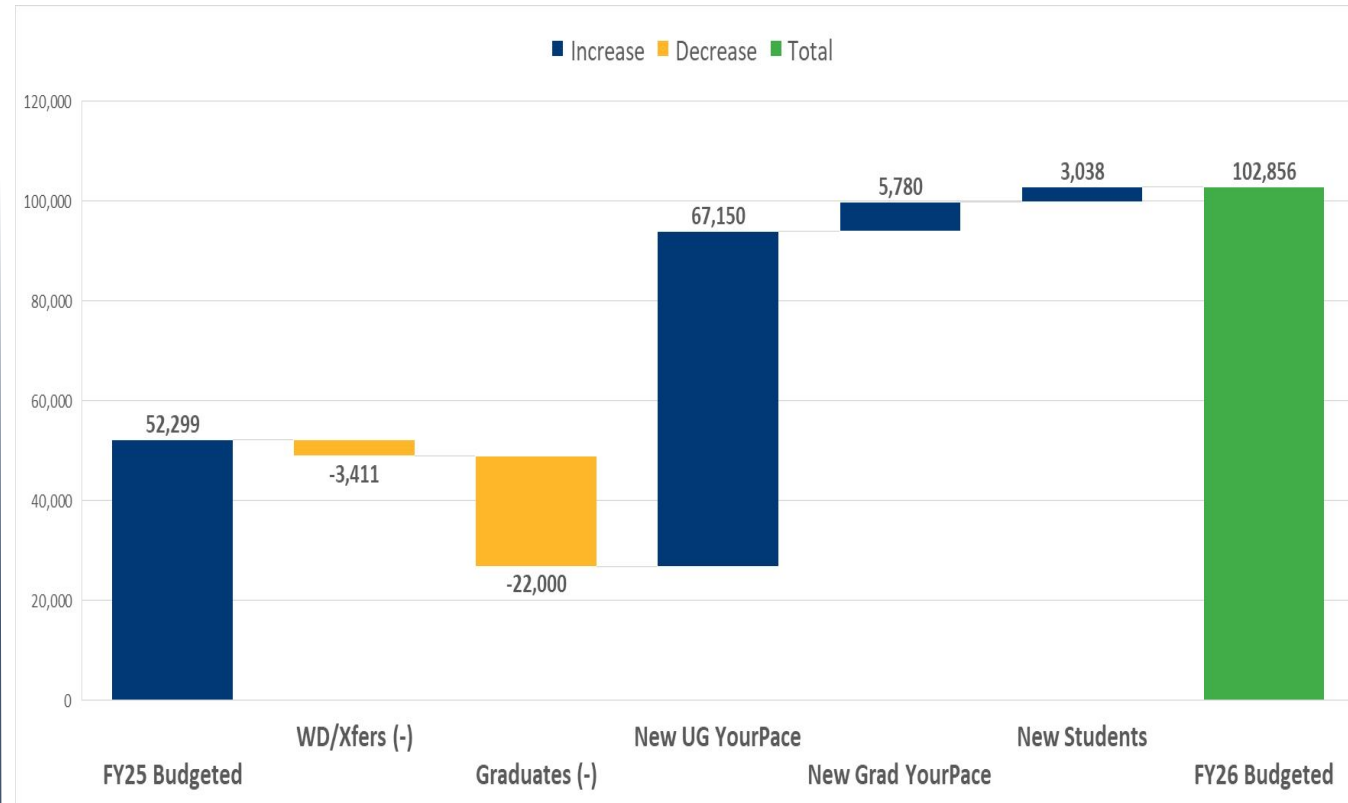
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Waterfall Slide- Credit Hours

Budgeted FY25



Projected FY26



FY26 Tuition, Fees, Room & Board

Cost per Credit Hour (CH) *Mandatory	FY25	FY26
In-State Tuition/Canadian (Undergraduate)	260	268
Out-of-State/NEBHE Tuition (Undergraduate)	442	457
Unified Fee	34	35
Technology Fee	12	13

Cost per 8 week session	FY25	FY26
YourPace- Undergraduate	1,700	1,800
YourPace- Graduate	2,350	2,450

Room Type	Per Semester	Academic Year
Double	2,805	5,610
Single (Medical)	2,805	5,610
Single	3,620	7,240
Double as Single (Buyout Rate)	3,620	7,240
Unlimited Dining (+250 DBD)	2,757.50	5,515

Misc. Fees per Semester *Depends if student is present on campus	FY25	FY26
Athletic Fee (Enrolled in 10 or more CHs)	22.50	24
Athletic Fee (Enrolled in less than 10 CHs)	11.25	12
Student Activity Fee (Enrolled in 7 or more CHs)	88	90
Student Activity Fee (Enrolled in less than 7 CHs)	44	45

Strategies to Enroll and Retain Students

UMPI manages its Financial Aid/Scholarships to attract the most committed and qualified students. Our expenditures in FA/Scholarships remain historically consistent. To accomplish this requires considerable manual processes via phone or email. This is the labor intensive work required by Student Financial Services, Admissions and Your Pace (plus Student Records and Academic Advising).

UMPI maintains three support systems for all students in regards to academic success: Student Support Services incorporates counseling & tutoring; the EAB/Navigate Platform tracks student progress and identifies at-risk students through four individual reporting campaigns and ongoing faculty reporting processes; the UMPI Care Team, comprised of faculty and staff academic support professionals, meets weekly to identify individual student needs and define necessary interventions.

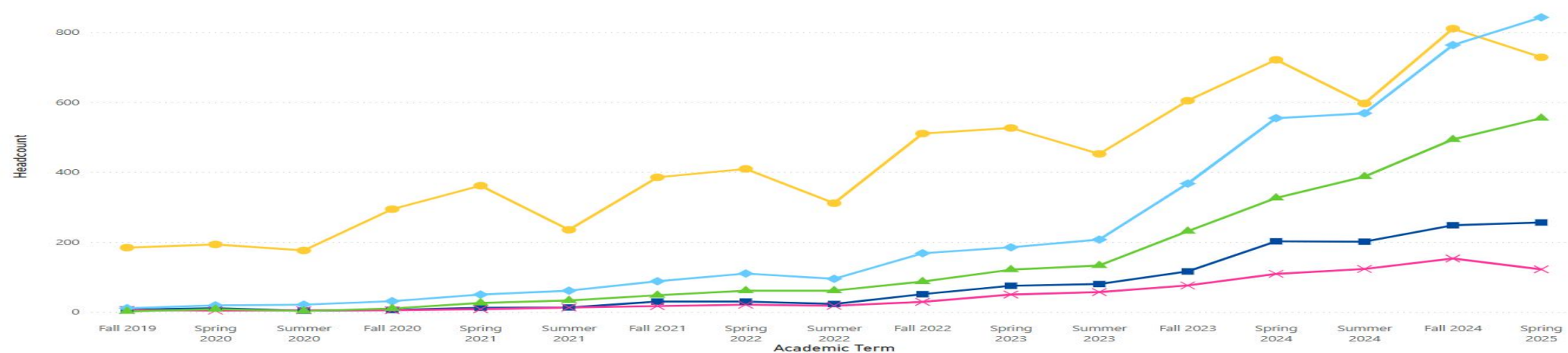
UMPI is also investing in critical infrastructure areas. E.g. procuring all new student residence furniture & mattresses (cost split between FY25 and FY26) to replace 25+ year old furnishings. Cost is \$300,000 for each fiscal year for a \$600,000 total with a 20 year guarantee.

Marketing Strategies and Partnerships

Our new marketing campaign is dedicated toward building a national brand outside of Maine and the Northeast (US). We have a rising population joining from the South and West as well as a steadily increasing international market.

YourPace Enrollment by Academic Term & US Region (non-distinct)

Geographic Region ■ Midwest ● Northeast × Other ◆ South ▲ West

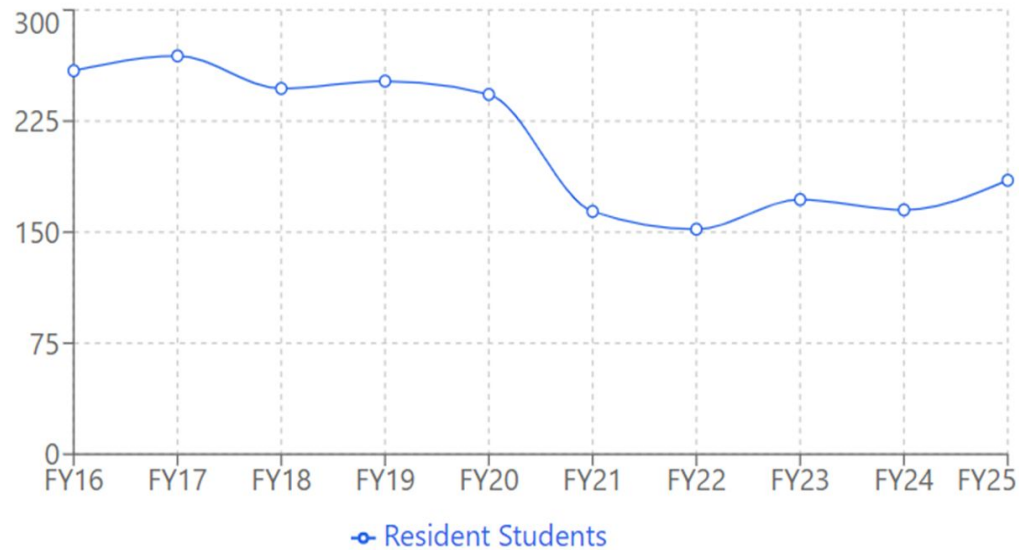


System funding supports both marketing and pilot partnerships with UMS institutions. This support allows our partners to expand an existing curriculum into the competency modality and to defray direct costs while we work collaboratively to identify the true direct costs associated with shared competency programming for the coming years. Both funding opportunities ensure the rapid establishment of a strong national brand for the YourPace competency programming portfolio.

Residence Halls & Dining Program

All who live in Residence are on the same “all you can eat” meal plan with the opportunity to take away meals when there is need (as defined by each student). COVID led to a significant decline in residential numbers, but have since begin gradually to recover. Simultaneously, we are adopting housing assignments to match student interest (i.e., a greater number of singles paid for at a higher housing rate).

UMPI Historical Resident Population



Traditional Student Numbers

In Residence on Campus 166
Living off Campus: 484

Rooms not being used this semester

- 23 Rooms in total
- 2 Rooms are kept open for MLT short term stay

Financial Aid

Table 1. Total Institutional Aid & Tuition and Mandatory Fees Charged (Fall 2023/Spring 2024)

Institution	Included in UMS Calculated Tuition Discount Rate			Not Included in UMS Calculated Tuition Discount Rate	Tuition and Fees Charged
	Unrestricted Institutional Aid	Designated Institutional Aid	Institutional Waivers	Restricted Institutional Aid	
University of Maine at Presque Isle	\$563,384	\$0	\$218,334	\$192,965	\$7,331,638

We are currently able to operate within our historical Institutional Scholarship allotment. we are able to both live within our budget and satisfy many of the students financial requirements. Assistance is provided to all students who have filed a FAFSA for Federal and State Grants.

Table 26. IPEDS Tuition Discount Rates for First-Time, Full-Time Degree-Seeking Undergraduates: UMPI Top 5 Competitors

Institution	2022-23		2021-22		2020-21		2019-20		2018-19	
	IPEDS Discount Rate	% w/ Inst. Aid	IPEDS Discount Rate	% w/ Inst. Aid	IPEDS Discount Rate	% w/ Inst. Aid	IPEDS Discount Rate	% w/ Inst. Aid	IPEDS Discount Rate	% w/ Inst. Aid
University of Maine at Presque Isle	25%	76%	26%	75%	26%	67%	21%	76%	23%	75%
Community College of Rhode Island	6%	40%	0%	9%	2%	4%	5%	43%	4%	47%
Husson University	48%	100%	51%	98%	43%	98%	46%	99%	46%	98%
Northern Maine Community College	31%	56%	41%	66%	30%	58%	31%	65%	25%	70%
Rhode Island College	25%	91%	16%	57%	17%	51%	20%	48%	22%	54%
University of Rhode Island	41%	98%	40%	96%	40%	93%	37%	90%	34%	86%
UMPI Competitors Mean	30%	77%	30%	65%	26%	61%	28%	69%	26%	71%
UMPI Competitors Median	31%	91%	40%	66%	30%	58%	31%	65%	25%	70%

Tuition FY 25 Per Semester	
\$7,800 In State	UMPI
\$2,537 In State	CCRI
\$11,377 In/Out	Husson
\$2,880 In State	NMCC
\$4,882.50 In State	RIC
\$17,476 In State	URI

As you can see, our discount rate has stayed constant over the years and in alignment with peers.

Changes in Facility Ownership



Skyway Hall: Approved for Sale by FFT and BoT. Sale followed State standards for RFP and Closed Bid. Purchased by Mi'qmaq Tribe for \$1,100,000. Proceeds split as follows: \$177,248 to Dept of Education, \$440,000 to MSAD#1 and \$482,752 to UMPI



Houlton Higher Education Center: Approved for Sale by FFT and BoT. Sale followed State standards for RFP and Closed Bid. Purchased by Community Living Association (CLA) for \$525,000. Proceeds to UMPI.

Proceeds will be swept into Auxiliary Revenue in Reserves.
Building annual operating cost savings estimated (low) to be \$750,000 to \$800,000

Changes in Facilities: Capital Projects

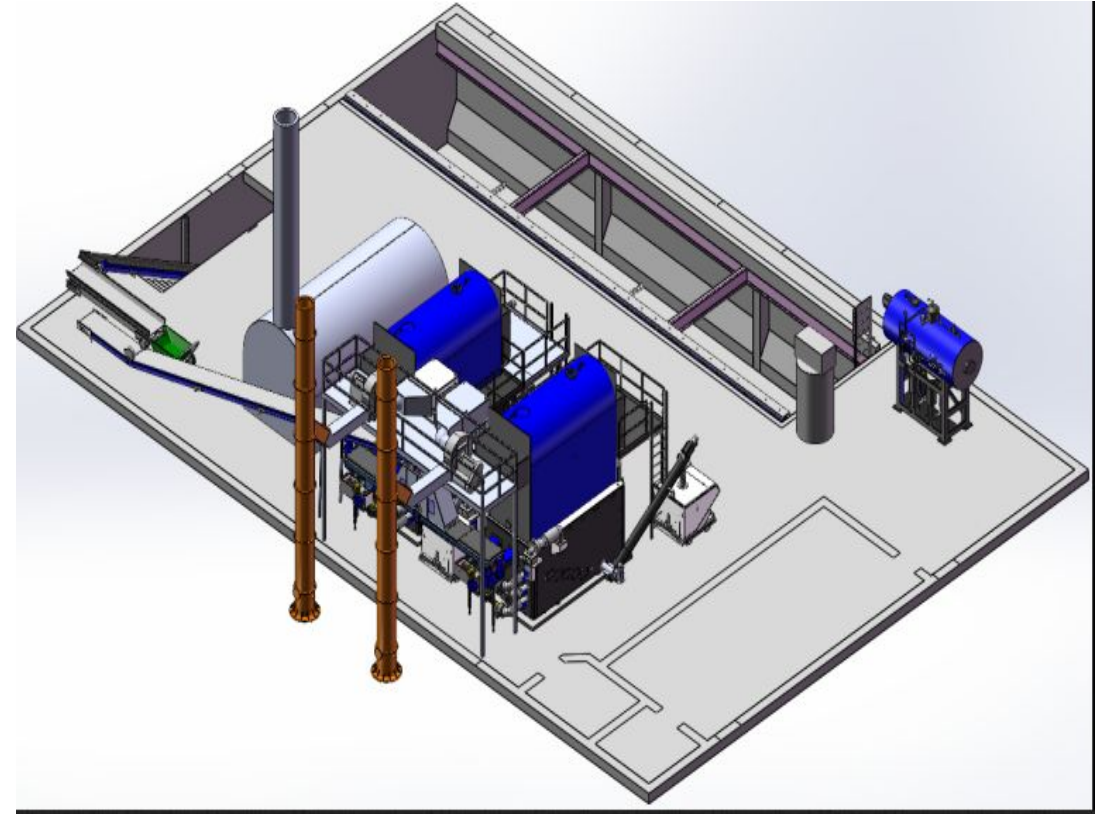
Two major approved capital projects occurring:

- Dental Lab: Congressional Funds supporting a renovation in Wieden Hall allowing for 3 dental teaching chairs in a fully renovated teaching laboratory. CDS funding = \$750,000. Bids to be returned by March 15/expectation of cost to be double the funding. We believe we can fund this out of reserves.
- Wieden Auditorium: Congressional Funds supporting a renovation of the full space have been directed to UMPI CDS funding = \$4,000,000 We now have some knowledge, based on the renovation at UMFK of their auditorium, that the cost will not be \$10-12,000,000 but rather likely \$6 - 6,500,000. We are planning a Capital Campaign and to use available surplus funds put into Reserves. Engineering design is in process.

Additional Capital Planning

We are focused on four potential future projects, none yet presented to FFT:

- BioMass Heating Plant (funded with direct savings, 20 year payback)
- Turf field for Athletic Competition in Soccer, LaCrosse, Softball & Baseball.
- Removing Normal Hall
- (Internal Management/Design Work Only)
Redesigning Faculty Office Space to meet higher need.



Energy Efficiencies

As identified within our Capital Planning, we are currently working with NV5 (partnered with UMS) and Trane to provide FFT and the Board with an Energy Report of the Campus. It is our hope this will provide the pathway to the desired BioMass Power Plant installation in order to meet the University energy needs at a lower institutional cost and with significant gain to our infrastructure in all buildings.

At the same time we are working with ME.EMC to identify if we qualify for funding for a generator which serves the entire campus. We serve as a warming station and full support for the Town of Presque Isle when there is a power outage. We can provide dining access, warming/sleeping facilities, bathroom with shower facilities for the Town and Surrounding areas. This supports local municipalities, hospital, schools, and other institutions.

Strategic Plan

The University of Maine at Presque Isle is building its 3-Year Strategic Plan which will be linked to the University of Maine System Strategic Plan with an explicit crosswalk. We are defining 4 pillars of Action (in draft and below) and have teams working to fulfill that design for presentation at the May Board Meeting:

1. *We inspire students of all ages and career stages to pursue a purposeful, productive, and fulfilling life by ensuring their education is accessible and affordable wherever they may be.*
2. *We employ exceptional, diversely talented individuals from around the world and prioritize their experience, development, and ability to support an outstanding organization.*
3. *We provide a healthy, caring, and inclusive environment for all learners and employees, wherever they may be located.*
4. *Inspired by the natural beauty and resources of Aroostook County, Maine, where our institution was founded, we ensure that our university provides the tools and resources for learners everywhere to build and enjoy an equitable, sustainable, and just world for themselves and their communities.*

Reserves and rebuilding them

Assuming we are meeting our enrollment projections, we have defined our standard for use of Surplus it will be split three ways.

From UMPI's FY26 surplus:
 $\frac{1}{3}$ will be reinvested into Capital Projects
 $\frac{1}{3}$ will be reinvested into E&G operations
 $\frac{1}{3}$ will be reinvested into AUX Reserves

UMPI Reserve Balance History

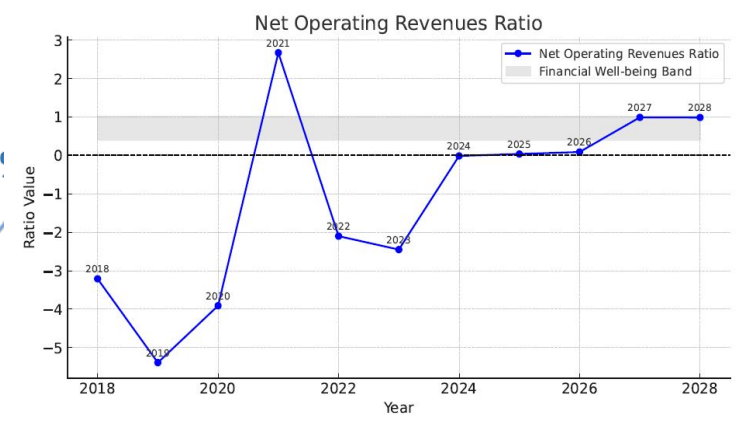
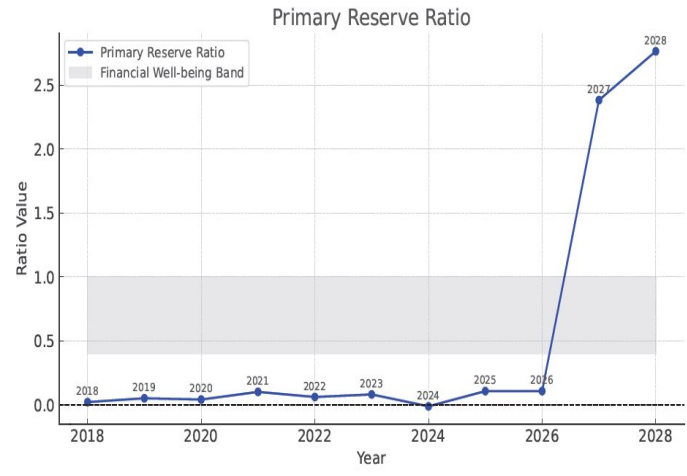
		FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24
Educational & General	E&G Operations	(709,156)	(279,862)	(460,217)	304,156	(303,047)	(253,865)	(522,744)	(522,744)	(522,744)	502,876
	E&G Maintenance	938,385	278,827	278,827	0	0	0	0	0	0	0
	Capital Planning	30,813	344,530	30,813	30,813	815,384	775,038	702,834	328,969	261,831	261,831
	E&G Vehicle Replacement	0	0	0	0	20,274	20,274	20,274	20,274	20,274	20,274
	Technology Fee	82,377	82,377	82,377	0	0	0	0	0	0	0
	Gentile Hall	259,067	259,067	259,067	0	0	0	0	0	0	0
	Early College	0	0	0	0	0	29,465	37,116	0	0	0
	Subtotal	601,486	684,939	190,867	334,969	532,611	570,912	237,480	(173,501)	(240,639)	784,981
Auxiliaries		FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24
	Residence and Dining Ops	1,000,271	1,320,026	1,142,174	1,139,052	1,318,819	1,036,856	1,384,180	1,401,026	1,405,289	738,286
	Bookstore	(531,789)	(596,289)	(647,372)	(630,862)	(705,251)	(752,702)	(809,154)	(847,583)	(845,572)	(845,572)
	Motor Pool	26,589	52,001	56,863	61,665	56,918	35,372	10,557	(11,341)	(17,614)	(29,913)
	Subtotal	495,071	775,738	551,665	569,855	670,486	319,526	585,582	542,102	542,102	(137,199)
TOTAL	1,096,557	1,460,677	742,532	904,824	1,203,097	890,438	823,062	368,601	301,463	647,782	

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UNIVERSITY of MAINE at PRESQUE ISLE

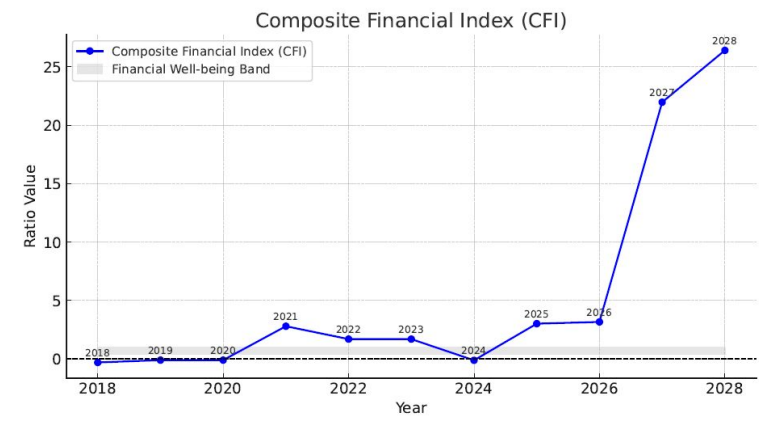
Yellow to Green 'how the University has been changed and will continue to grow'.

*Positive outcomes will build positive ratios, now and in the future



10%

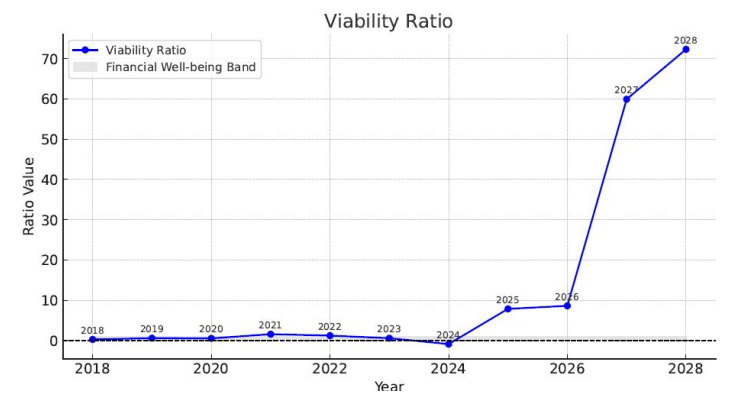
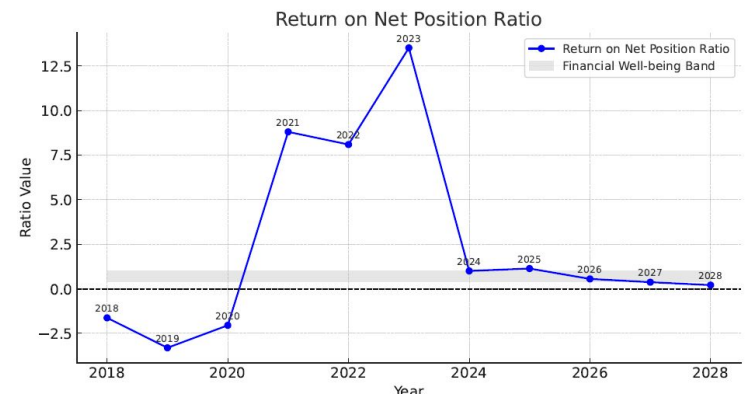
20%



These 4 KPIs are weighted to form a snapshot of the financial position of the University

35%

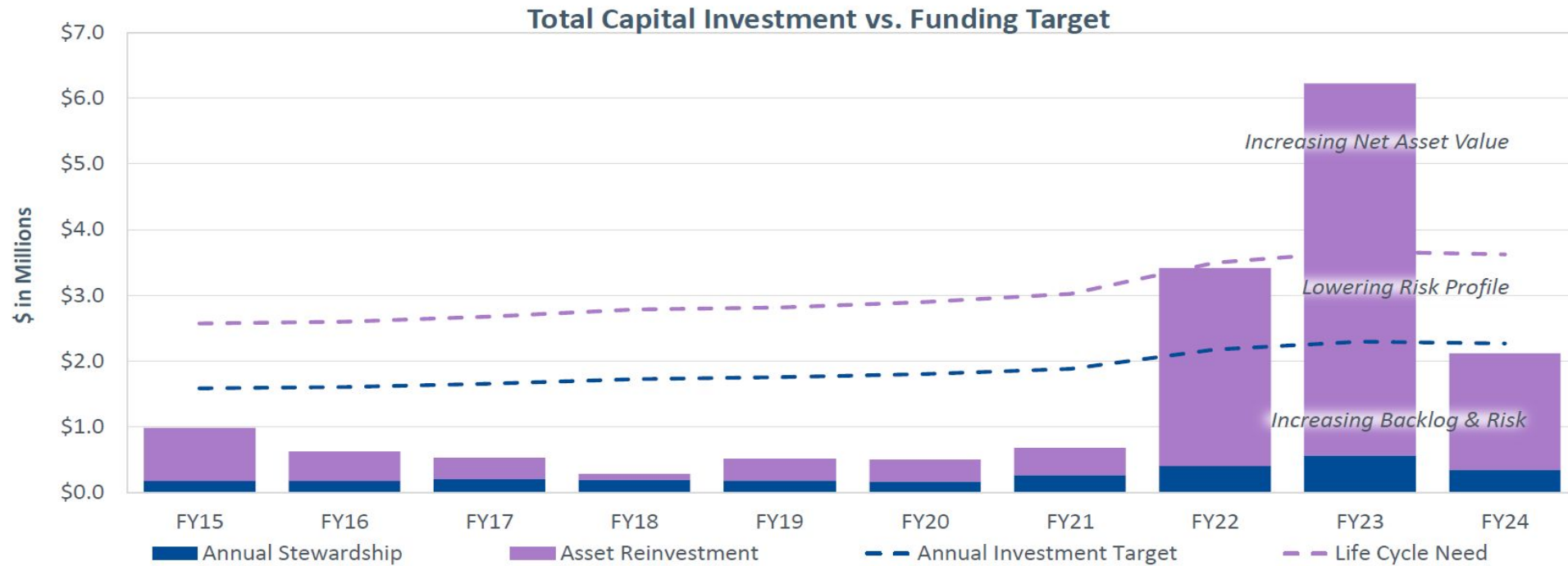
35%



EXPECT the UNEXPECTED

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UMPI Performance Against Target



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

Questions?



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