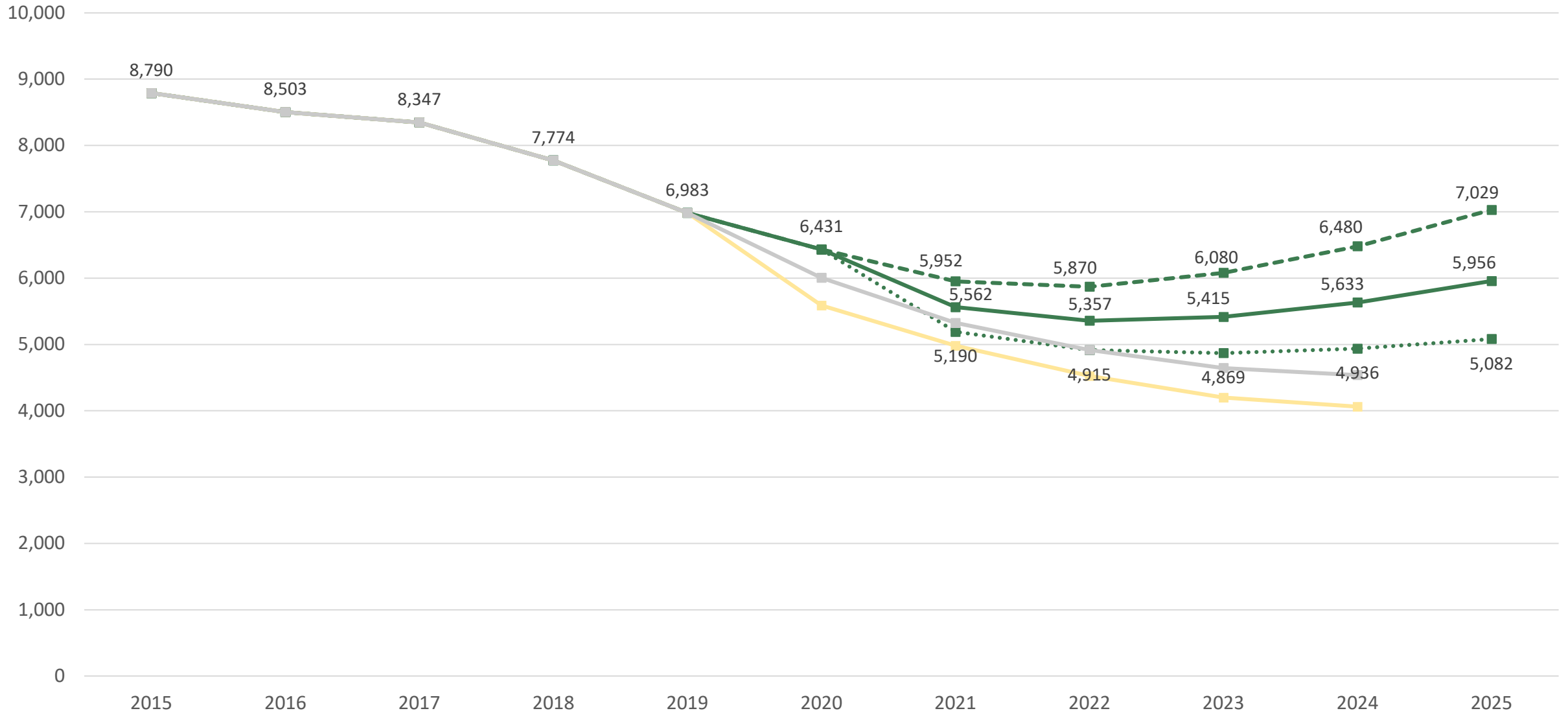


Enrollment & Tuition Planning

January 29, 2021

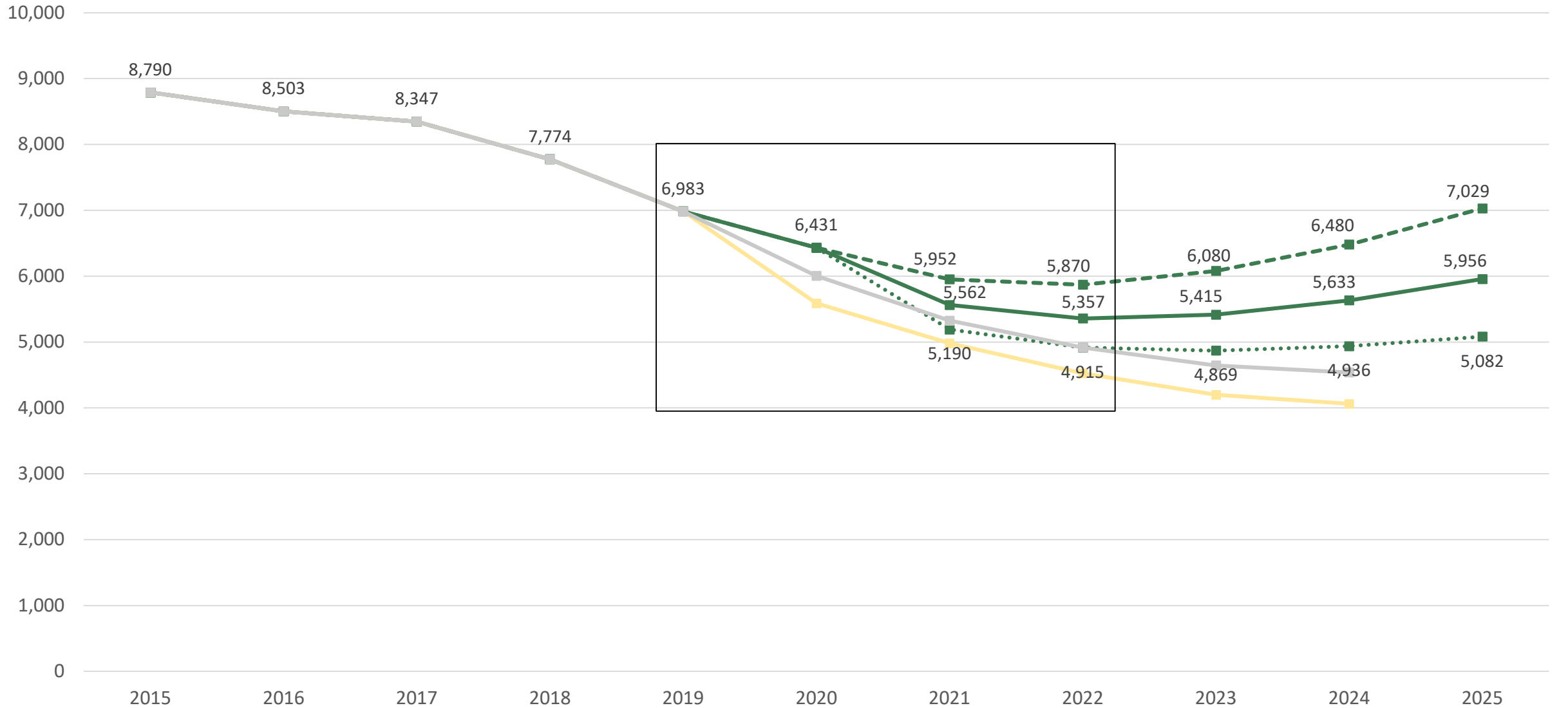
Fall Headcount Planning Scenarios

■ Baseline - High ··· Low ■ PY -20% (budget) ■ PY -14% (pre-COVID)

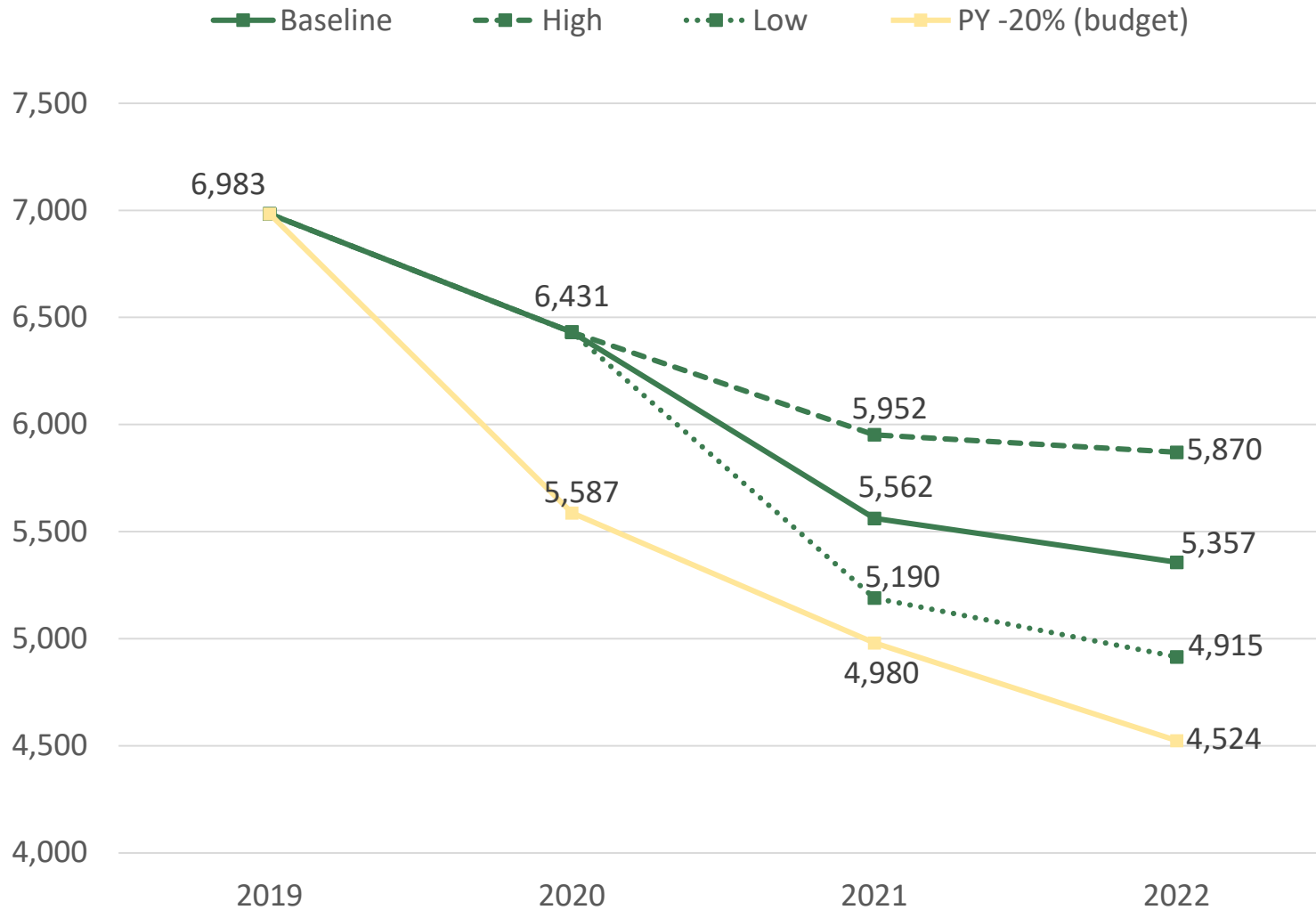


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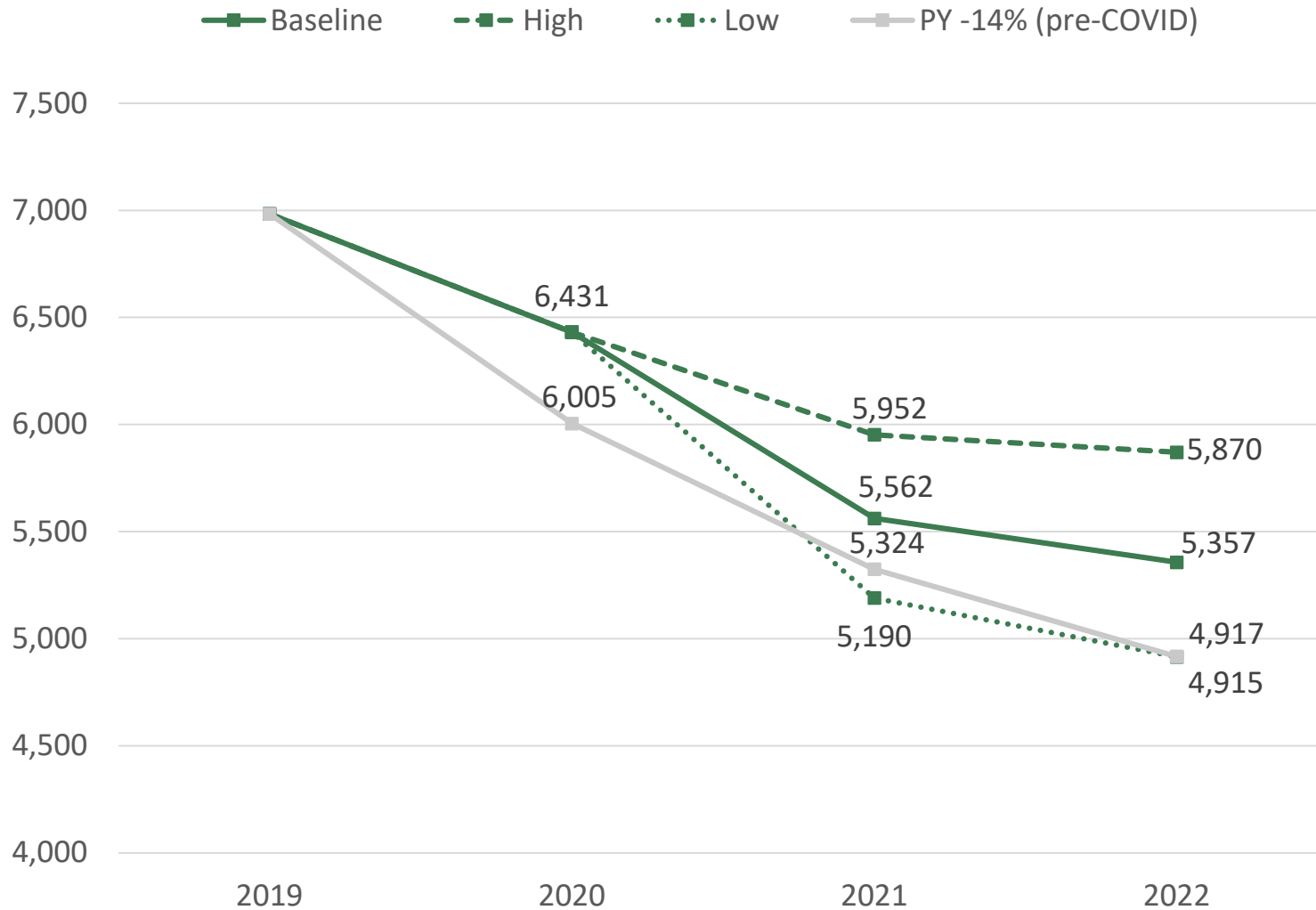


Fall Headcount: New Planning Range vs PY -20% Budget



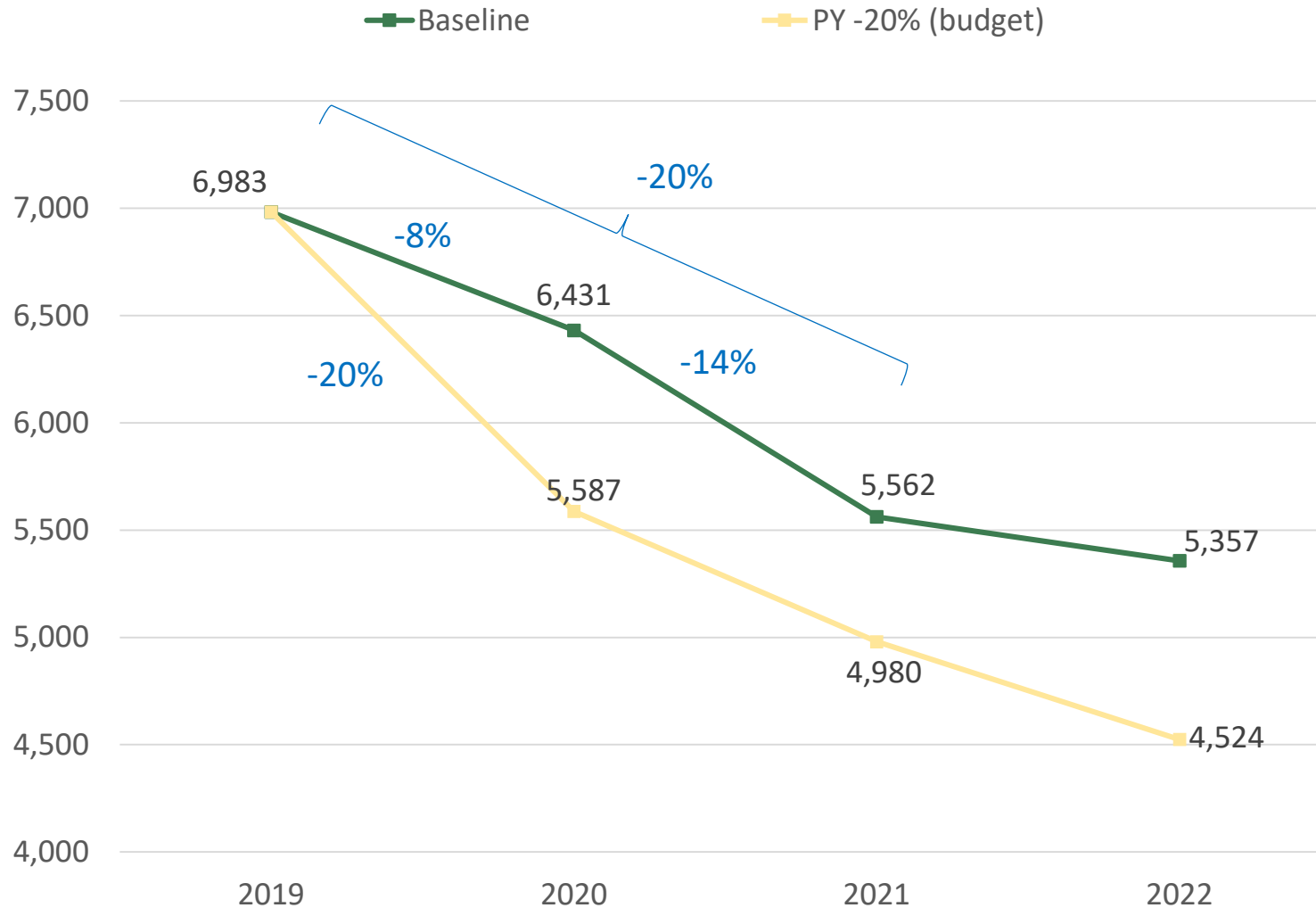
All scenarios outpacing the PY -20% (budget) estimate used in spring 2020 planning

Fall Headcount: New Planning Range vs Pre-COVID



Low scenario still below
PY -14% (pre-COVID)
planning

Fall Headcount: New Planning Baseline vs PY Budget



- Good news from a budget planning standpoint: In Baseline, most all of the projected enrollment decline is already captured in the 2020-21 Budget
- Challenge: Enrollment still estimated to drop by almost -14% from Fall 2020 Actual (6,431) to Fall 2021 (5,562)

Understanding Enrollment in the Context of Budget Planning

Fall vs. Annual Enrollment

- Annual enrollment = (summer + fall + spring)/2
 - Ex: Fall 2020 headcount 6,431, spring as of 1/29 at 5,685
- Fall enrollment is always higher than Spring enrollment (and higher than annual enrollment)
 - Headcount usually drops by 8-9% between fall and spring
 - In spring 2021, we are experiencing a larger drop, currently at -12%
- Make sure when looking at enrollment you are comparing fall to fall or annual to annual, not fall to annual
 - Especially when looking at our annual system funded resident FTES target

Headcount vs. full-time equivalent students (FTES)

- Headcount
 - 1 student = 1 headcount
 - Tuition is paid based on headcount
- Full-Time Equivalent Students (FTES)
 - 1 FTES = 15 units for an undergraduate, 12 units for a graduate
 - Budget planning is based on annualized full-time equivalent students (FTES)
 - (annualized = (summer + fall + spring) / 2)
- There are two separate FTES targets used in budget planning: CSU and HSU
 - The CSU Resident FTES target represents the level of students that the system provides HSU with funding to support via state appropriation (note: this is Resident FTES only)
 - Our current funded CSU Resident FTES level: 7,603
 - HSU's FTES budget includes Resident, WUE, Out-of-State, and International FTES targets, which are used to project tuition revenue (the revenue projection model is a complex model that converts FTES to Headcount, while incorporating a variety of factors including average unit loads, student levels, waivers & refunds, etc.)

Understanding Tuition Impacts @ Baseline

HSU Operating Fund - Budget Planning Date: January 27, 2021	2020-21 Budget	2021-22 Projection
Enrollment Budget		
Resident FTES <i>Shortfall from CSU Resident FTES Target of 7,603</i> <i>% off from CSU Resident FTES Target</i>	4,799 (2,804) -37%	4,781 (2,822) -37%
WUE FTES	220	200
Out-of-State FTES	70	55
International FTES	30	25
Total FTES Budget	5,119	5,061
<i>Total Annual Headcount</i>	<i>5,369</i>	<i>5,312</i>
Revenue Budget		
State Tuition Fee	30,356,000	29,640,000
Non-Resident Tuition Fee	1,045,000	851,000

- State Tuition: -\$716,000
 - Lower enrollment
 - -20 WUE paying 150%
 - Higher waivers/refunds/adjustments
- Non-Resident Tuition: -\$194,000 (-20 FTES)

**Total Change:
-\$910,000**