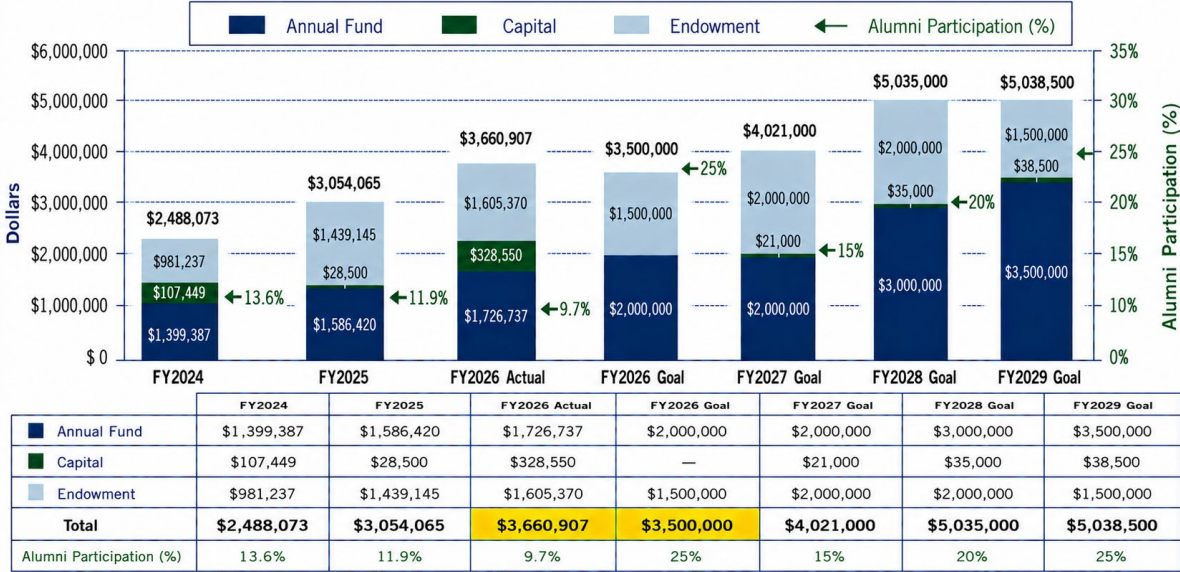


Board KPI Briefing: August 6, 2026

1. Fundraising KPIs

a) Advancement, Annual Fund, and Alumni Participation trends (Updated)

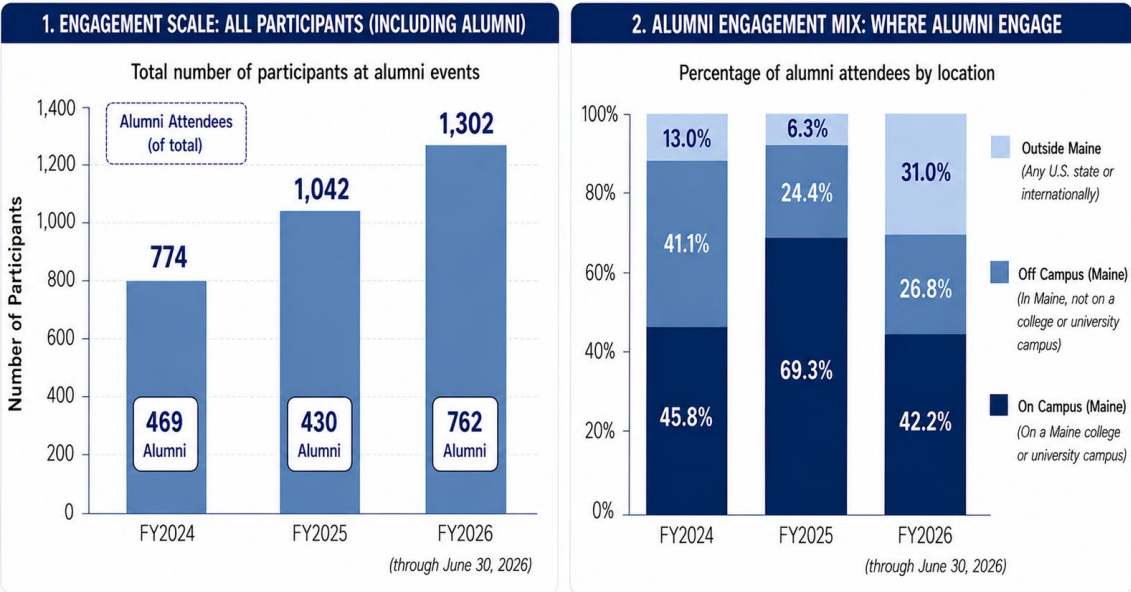
Fundraising Progress and Goals (FY2024–FY2029)



Note: FY2026 Actual reflects activity through 6/30/2026.

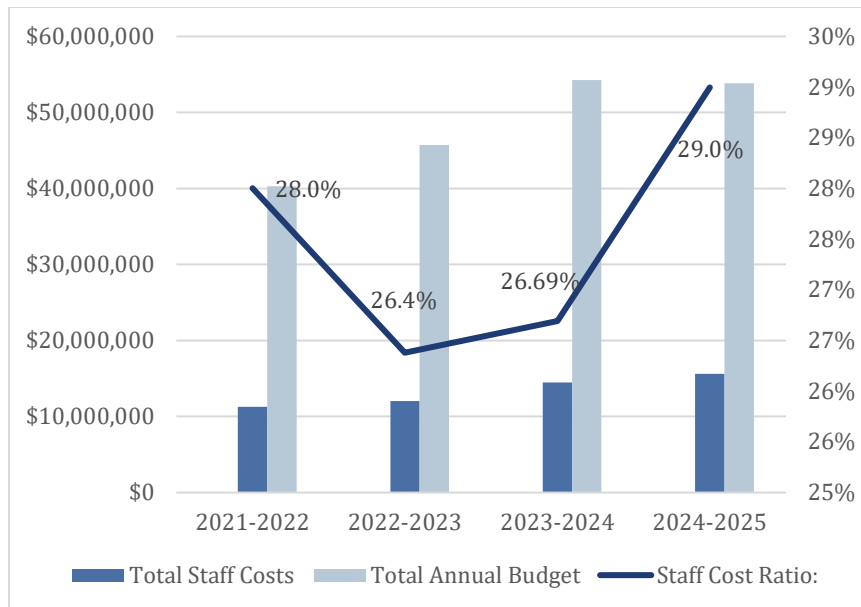
b) Alumni Engagement (Updated)

ALUMNI ENGAGEMENT BY YEAR AND LOCATION



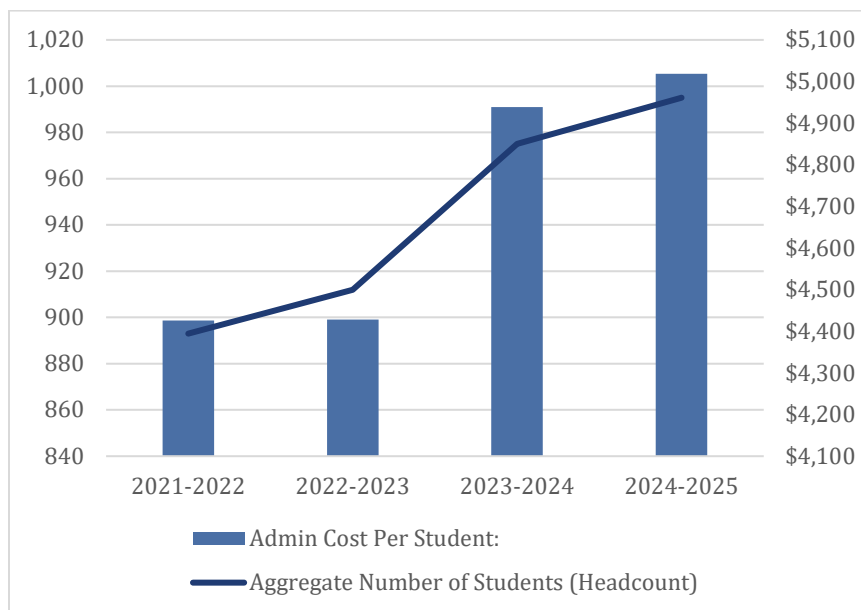
2. FY Financial KPIs

a) Staff Cost as a Percent of Total Budget (NEW)



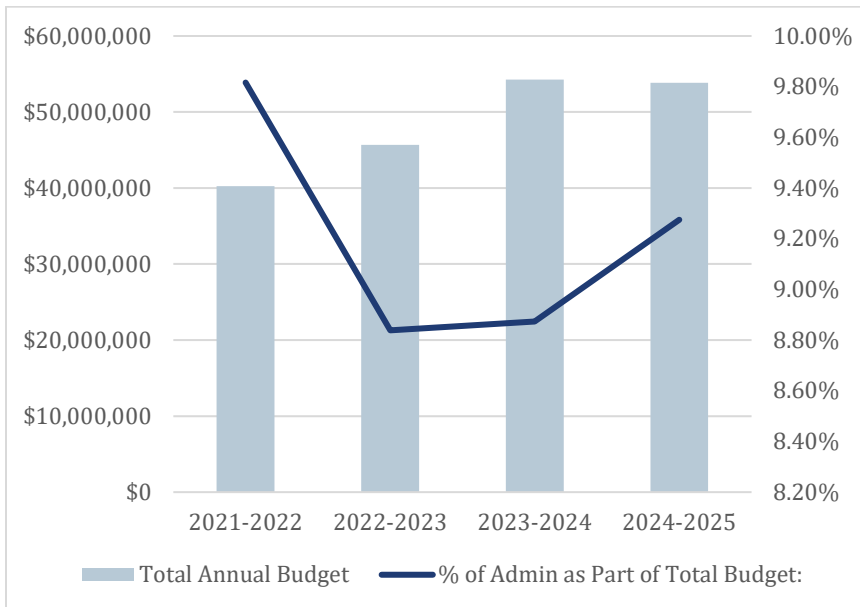
Assumptions: Total salaries & benefits minus salaries/benefits for Academic Support, Instruction, and Research; Expenses taken from General Ledger and includes Institutional Support, Student Services, Auxiliary, and Operations & Maintenance of Plant.

b) Administrative Cost per Student (NEW)



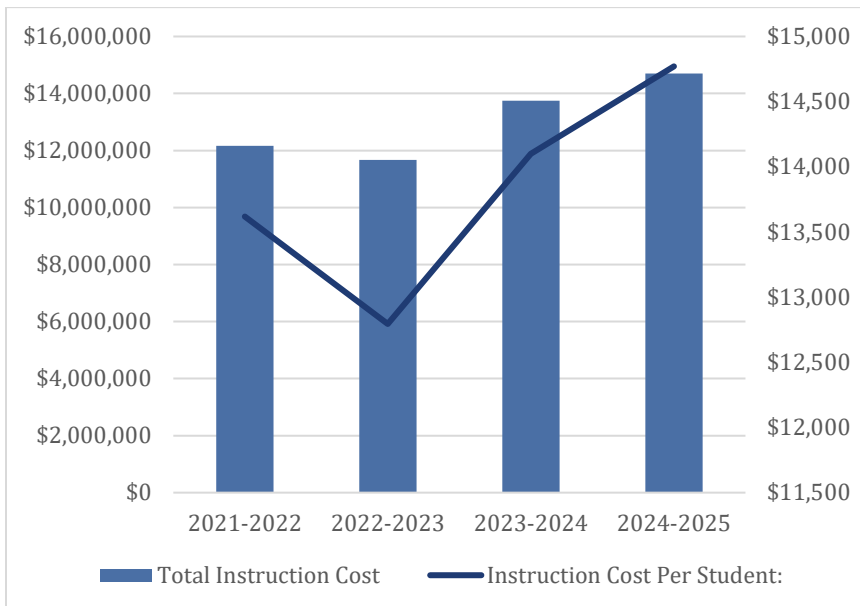
Assumptions: Total Institutional Support costs including benefits - Institutional Support includes Finance, the President's Office, HR, Advancement, the Alumni Office.

c) Administrative Costs (% of Budget) (NEW)



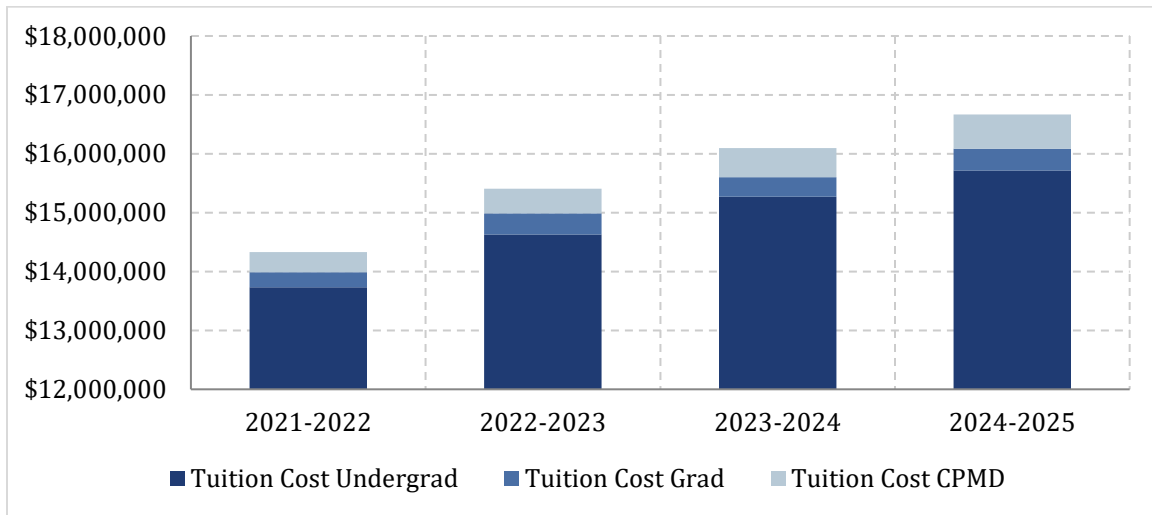
Assumptions: Total Institutional Support costs including benefits - Institutional Support includes Finance, the President's Office, HR, Advancement, the Alumni Office, Purchasing and IT.

d) Instructional Cost Per Student (NEW)



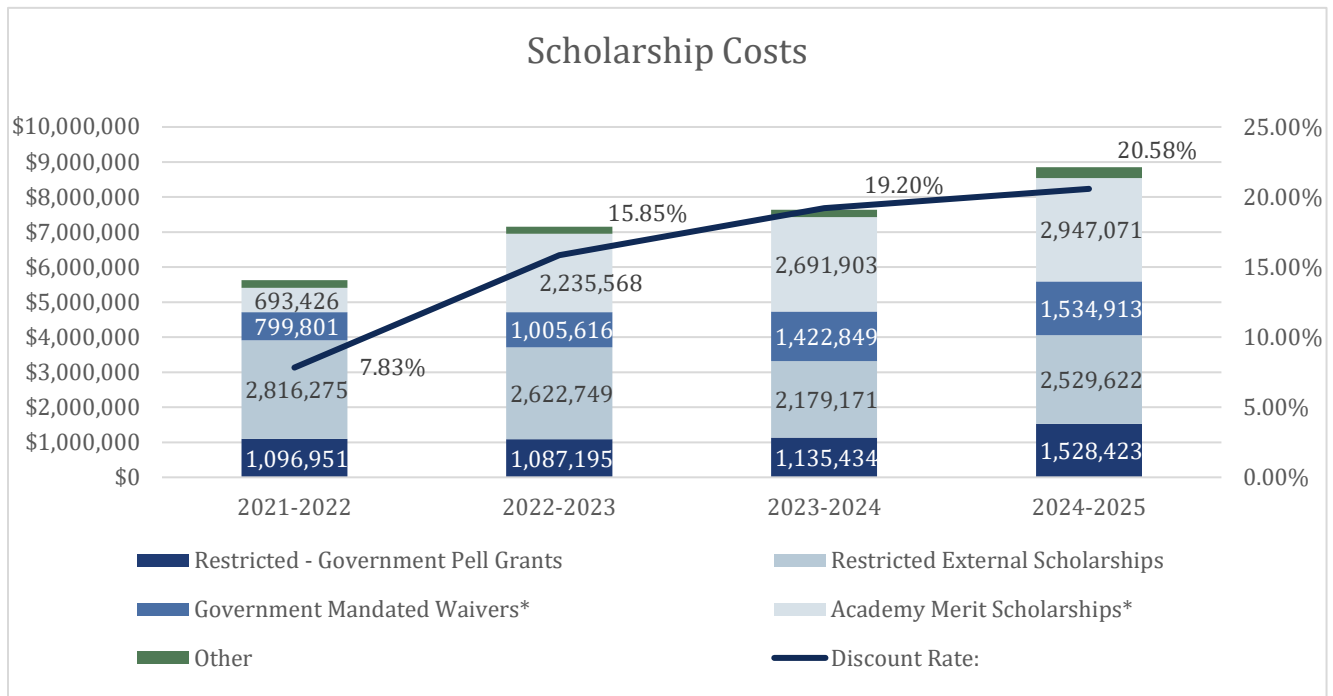
Assumptions: Total Instruction Costs including benefits - Instruction costs include all Academic Departments, Ship, Cruise, Provost, BIW, the Learning Center, and vessels tied to instruction.

e) Tuition Cost (Revenue) (NEW)



Assumptions: Total tuition cost by sub-group excluding scholarships, government payments, student loans, and other financial aid given; Note: does not include fees or room & board.

f) Scholarship Costs & Tuition Discount Rate (NEW)



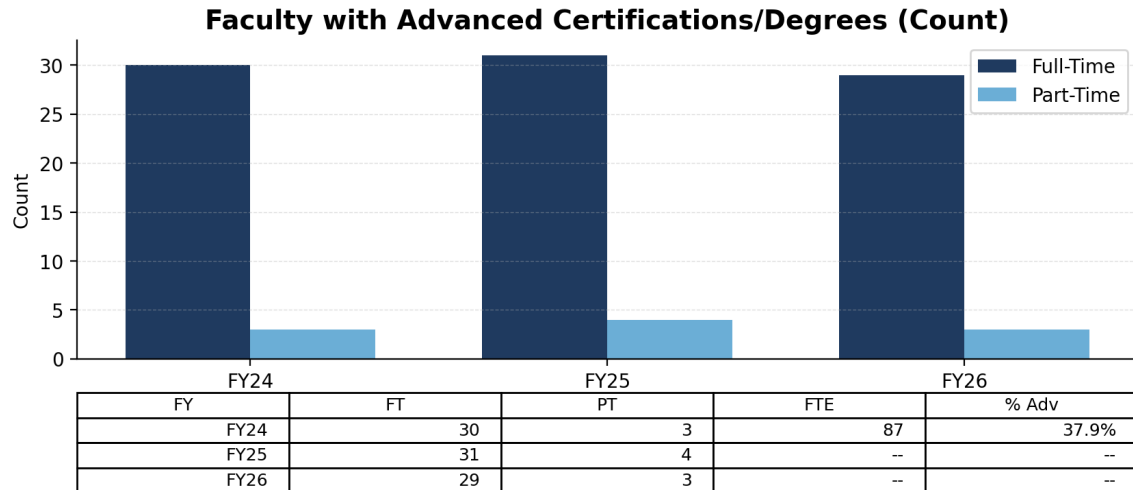
Notes:

- Restricted – Govt. Pell Grants: Pell grants passed on to students via Financial Aid awards
- Restricted External Scholarships: Endowed and Quasi-Endowed Scholarships
- Government Mandated Waivers: Endowed and Quasi-Endowed Scholarships
- Academy Merit Scholarships: Also known as discounting/MMA waivers

3. Faculty KPIs

a) Faculty Capacity & Credentials (Presented in May 2026)

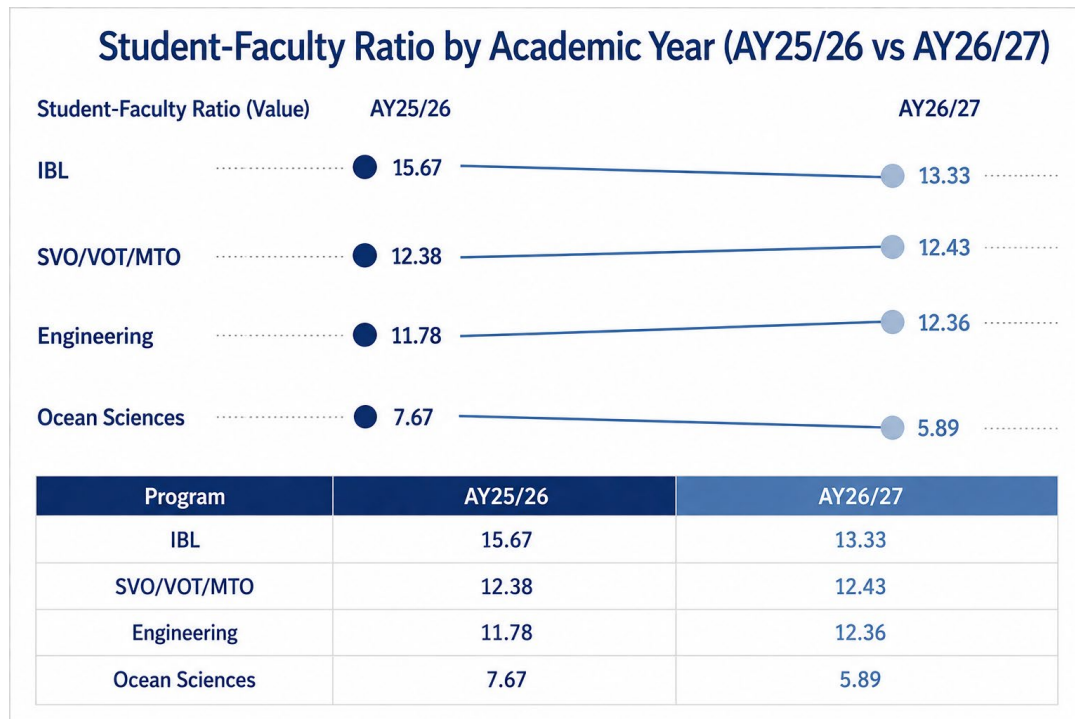
Full-time and part-time faculty with advanced credentials.



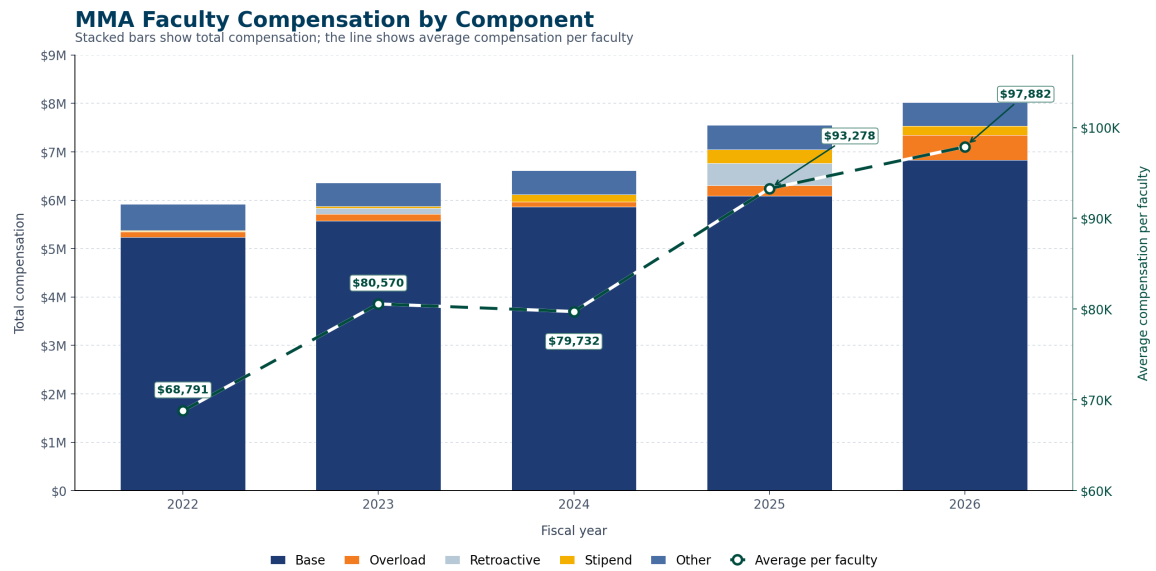
Notes:

- Stable Credentialed Faculty Base: Full-time faculty with advanced credentials remains consistent (29–31), indicating a steady, qualified core workforce.
- Strategic Opportunity: With ~38% of faculty FTE credentialed in FY24, there is opportunity to increase this share through hiring, development, or incentives aligned to institutional goals.

b) Student Faculty Ratio (Presented in May 2026)



c) Average Full-Time Faculty Total Pay (Updated)



Note: Salary data does not include adjunct or fixed-term appointments (i.e., visiting faculty).

d) Average Faculty Longevity (Presented in May 2026)

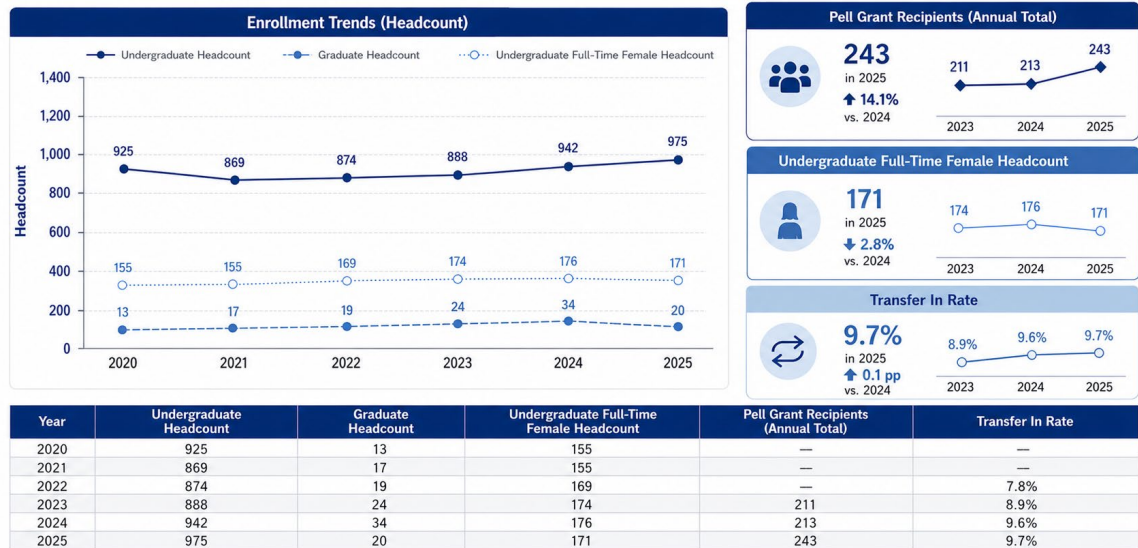
Average full-time faculty longevity is currently at 10 years.

4. Student KPIs

a) Student Enrollment and Inclusivity (Presented in May 2026)

Enrollment and Access Trends

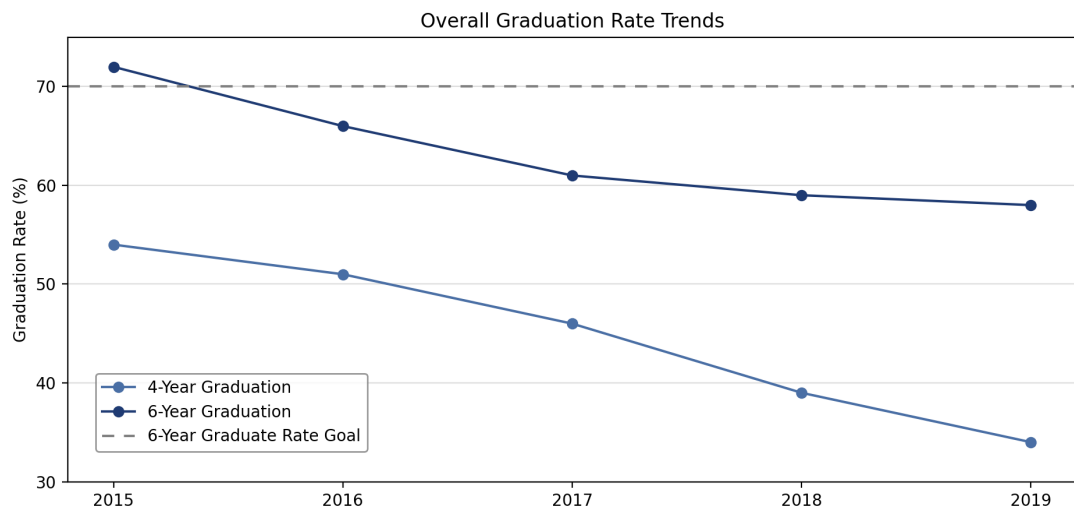
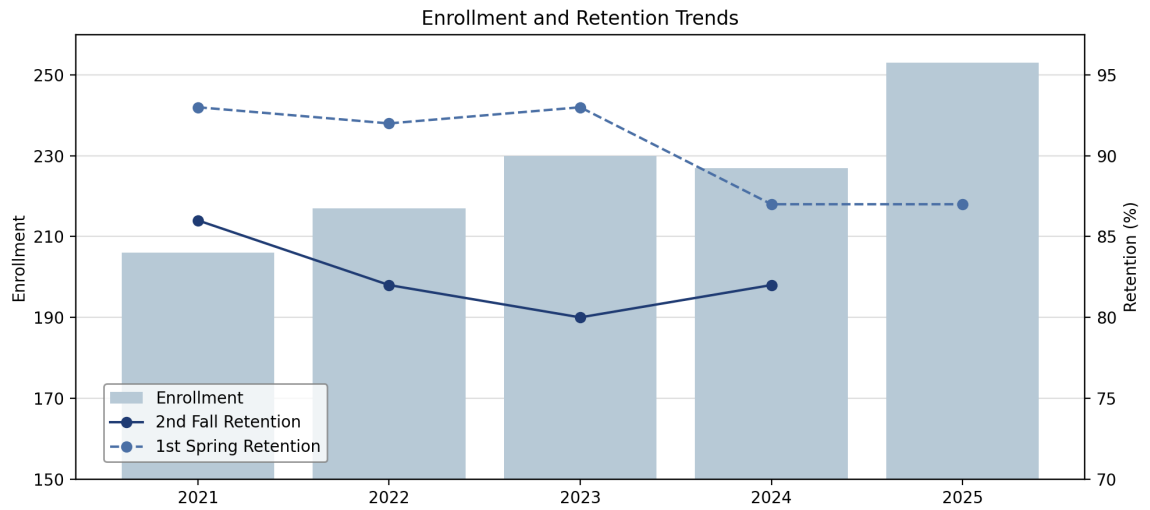
Source: Fact Book, Fall Enrollment Trends; Institutional Data



Notes:

- Undergraduate enrollment is strong and growing, reaching its highest level in 2025, indicating sustained demand and institutional stability.
- The institution is serving a meaningful number of Pell-eligible students, reinforcing its access mission while raising considerations for financial aid strategy and student support.
- Undergraduate full-time female enrollment has grown modestly over time, remaining stable and indicating consistent gender representation within the core student population.

b) Retention and Graduation Rate Trends (Updated)



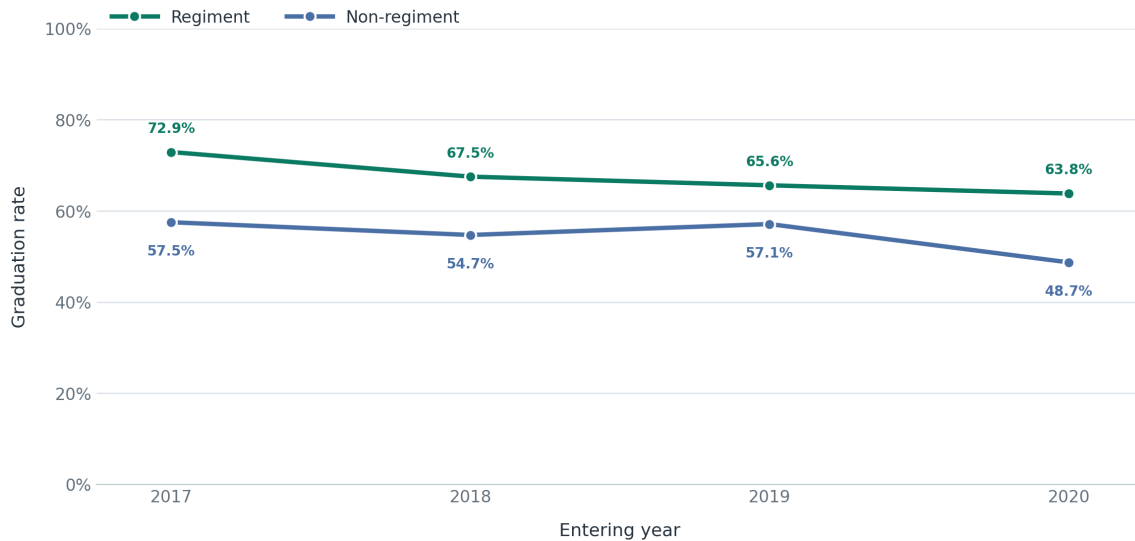
Notes:

- Enrollment has stabilized and early retention remains relatively strong.
- 6-year graduation rate is stabilizing.
- The largest opportunity is improving conversion from retention to completion.

c) Regimental vs. Independent Graduation Rate Trends (NEW)

Graduation Rate: Regiment vs. Non-Regiment

Entering years 2017-2020



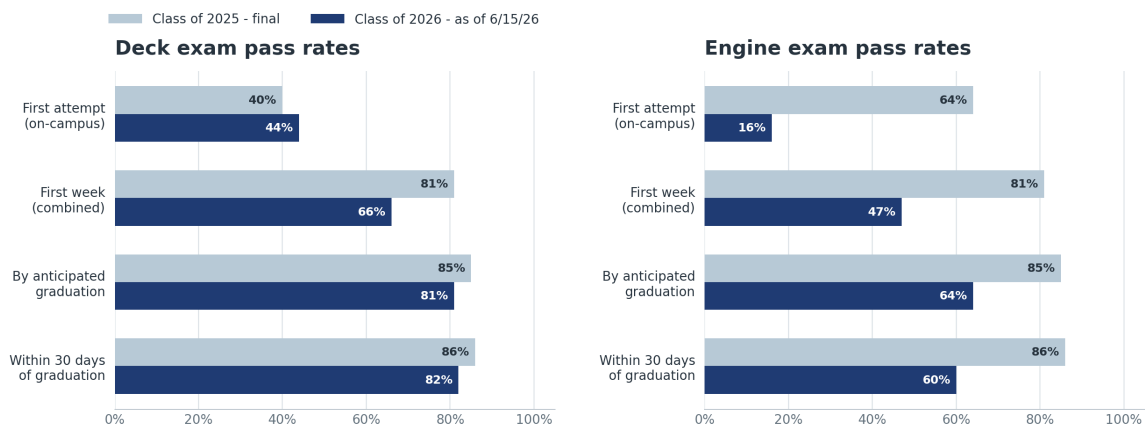
Notes:

- Years 2021 and 2022 students not included due to presence of five-year degrees and degrees being withheld until successful completion of Coast Guard exams.
- Regimental students defined as those who started in the regiment in their first fall semester.

d) Coast Guard Exam Trends (NEW)

USCG Exam Outcomes: Class of 2026 vs. Class of 2025

Deck results are near prior-year levels at later milestones; Engine results remain materially lower.



Notes:

- In 2026 the Coast Guard introduced a new exam format negatively impacting pass rate.
- Class of 2025 one-year pass rates: **97% Deck and 94% Engine**. Class of 2026 one-year results are not yet available.