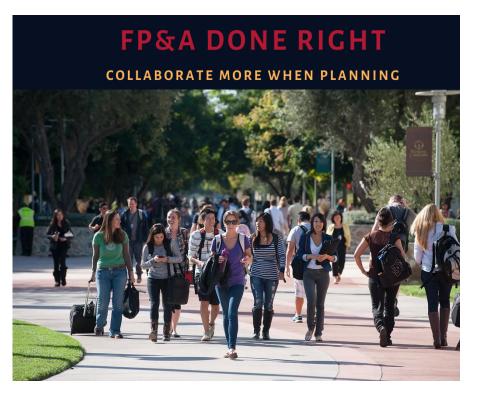
**Financial Planning & Analysis Process Phase I Budget Development for FY 2025** Office of Financial Planning & Analysis, UFS&T Welcome to the WesternU Family

Western University of Health Sciences

## **Session Objectives**

- Multi-Year Financial Planning & Analysis
- Collaborative and Transparent Approach
- Building Teams and Industry Best Practices
- FY 2025 Budget Projections & Assumptions
- Assumptions & Projections Checklist & Training
- Running Workday Reports for Analysis
- Budget Requests Checklist & Training



#### **Multi-Year Financial Planning and Analysis**



**Short-Range Planning**: Forecasting revenues and expenditures over a short-term period, usually within one to two years. Rolling forecasts and upcoming year plans are common tools to use for short-range planning to assist in solving immediate problems and developing strategies that will lead to results.

**Long-Range Planning:** Projecting revenues and expenditures over a long-term period, usually extends out three years or more, depending on the nature of the project. Long-Range plans and scenario analysis are common tools used for strategic planning and goal seeking. Typically requires using assumptions about economic/organization conditions, future scenarios, and other variables.

### **Collaborative & Transparent Approach**

llment nning	Healthcare Planning	Gifts & Donations Planning	Grants & Contracts Planning	Auxiliary Planning	Personnel Planning	Operating Planning	Capital Planning
J							

#### • Collaboration and Transparency

✓ Working collaboratively within cross-functional teams will provide transparency and assist with strategically identifying and prioritizing financial resources and needs (both revenues and expenditures).

### **Building Teams & Using Industry Best Practice Analytics**

#### **Collaborative Review of Industry Best Practice Financial Reports & Metrics**

- ✓ College of Osteopathic Medicine
- ✓ College of Pharmacy
- ✓ College of Veterinary Medicine
- ✓ College of Dental Medicine
- ✓ College of Optometry
- ✓ College of Podiatric Medicine
- □ Other Colleges

- ✓ University Student Affairs
- ✓ Research
- ✓ Library
- ✓ Security
- ✓ Facilities
- ✓ Patient Care Operations
- Other Shared Services



Using Data, Analytics and Strategic Goals for Decision Making Consideration



FYE23 Budget vs Actual Analysis FYE 2017 to FYE 2023 Multi-Year Historical Trend Analysis Goal & Target Oriented Plans & Projections

#### **Building Teams & Using Industry Best Practice Analytics**

Reports / 7. Budget Vs Actual (FY23)

#### $\land$ $\square$ $\checkmark$ $\square$ $\checkmark$ $\square$ $\checkmark$ Edit | $2, \lor$ | 2 $\pm$ $\lor$ Q

Level Other Units (Division)  $\vee$  Fund 1100 - Current Unrestricted  $\vee$  Period Jun-2023  $\vee$ 

		Year to date as	of Jun-2023								
Accounts	Adjusted Budget	Actuals	Variance (\$)	Variance (%)							
Operating Expenses											
Commencement, Convocation & Other Student Activities	424,000	594,786	(170,786)		Reports /	4. Yearly Trend	d (FY17-FY23	Actuals)			
Conference, Continuing Education, Faculty Dev, & Travel	-	5,568	(5,568)	∧ _ □   <i>₀</i>	🔊 Edit	<b>₽. ~   £</b>	<u>↓</u> ∨	Q			
Miscellaneous	15,000	13,871	1,129								
Parking, Rents, Equipment Leases, & Property Assessment	-	7,708	(7,708)	Level Other Units (Division)	∽ Fund	l 1100 - Curre	ent Unrestricte	d ~			
Postage	-	564	(564)		FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Repairs and Maintenance & Supplies	-	480	(480)	Accounts	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
Software Licenses	283,204	-	283,204	Advertising, Marketing, Promoti							
Supplies	35,000	37	34,963	on, & Sponsorships	-	2,652	3,066	9,266	1,500	267	
Telecommunications	-	928	(928)	Banking & Investment Fees	-	_	-	30	10	-	
Total Operating Expenses	757,204	623,942	133,262	Commencement, Convocation &	641,586	717,210	736,686	494,132	297,376	620,476	594,78

**Other Student Activities** 

on, Faculty Dev, & Travel

enses

Conference, Continuing Educati

Contracts & Consulting Services

Dues, Memberships, Fees, & Lic

11,205

899

22,127

162,091

773

148,976

49,397

13,747

61,960

39,645

2,998

6,872

54,566

4,298

842

25,636

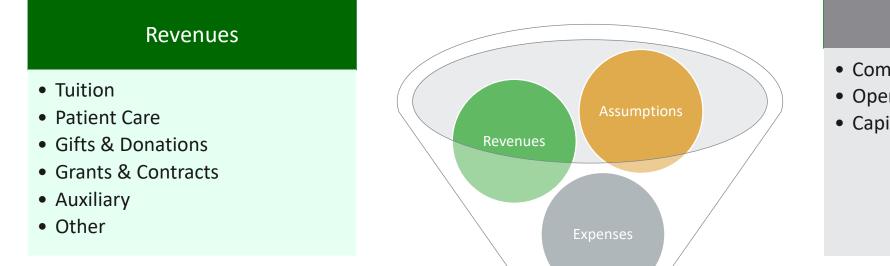
5,568

### **Building Teams & Using Industry Best Practice Analytics**

#### Additional Reports Available

≡	Western University Western Univ	ersity of	Health Sciences Home	
Rej	ports			
	Add New  ←	Q	Search	
		Name		Output
Ē	All		I. YTD YOY Comparison (Actuals)	HTML
8	Personal		2. Quarter YOY Comparison (Actuals)	HTML
2	Shared		3. Month YOY Comparison (Actuals)	HTML
<i>C</i> *	Shareu		4. Yearly Trend (FY17-FY23 Actuals)	HTML
☆	Favorites		Image: Second system     5. Quarterly Trend (Actuals)	HTML
Q	Reusable		6. Monthly Trend (Actuals)	HTML
			T. Budget Vs Actual (FY23)	HTML
			8. Budget Vs Actual (FY24 YTD)	HTML

## FY 2025 Budget Projections and Assumptions



#### Expenses

- Compensation
- Operating (OpEx)
- Capital (CapEx)

FY 2025 Budget Projection & Pre-Planning for Multi-Year Projections

## **Assumptions & Projections Checklist**

#### Due: November 27<sup>th</sup>, 2023

Proposed Tuition Rate Assumption - Workday w
 Proposed Salary Pool Rate Assumption - Workday w

#### Due: December 4<sup>th</sup>, 2023

Enrollment Projections - Excel

Gifts & Donations Projections - Excel

Grants & Contracts Projections - Excel

Patient Care Revenue Projections - Workday w

Auxiliary Services Projections - Workday

## **Additional Planning Training Sessions**

Please note individualized planning training sessions will be provided for:

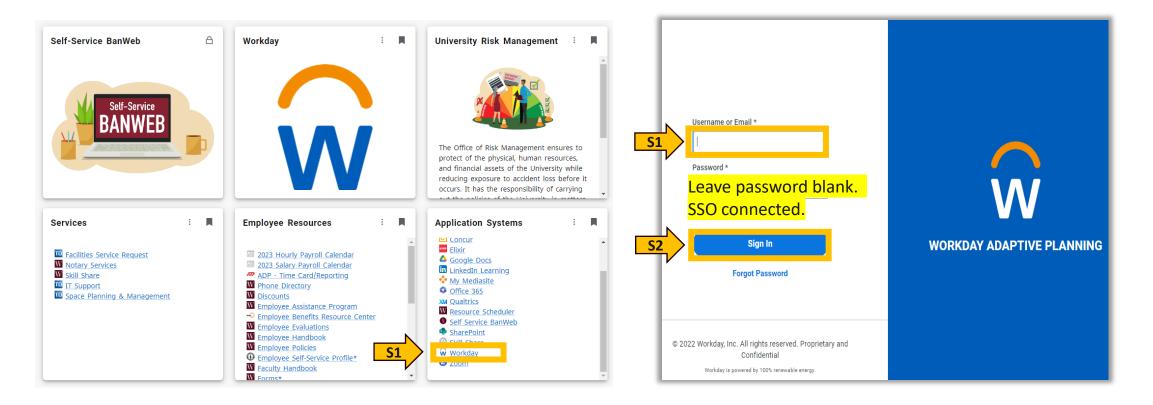
- Enrollment Projections Excel
- Gifts & Donations Projections Excel
- Grants & Contracts Projections Excel
- □ Patient Care Revenue Projections Workday
- Auxiliary Services Workday

Additional communication(s) will be provided via e-mail, if a project pertains to your area of specialty. All Excel planning sheets will be saved in the W Drive for completion.

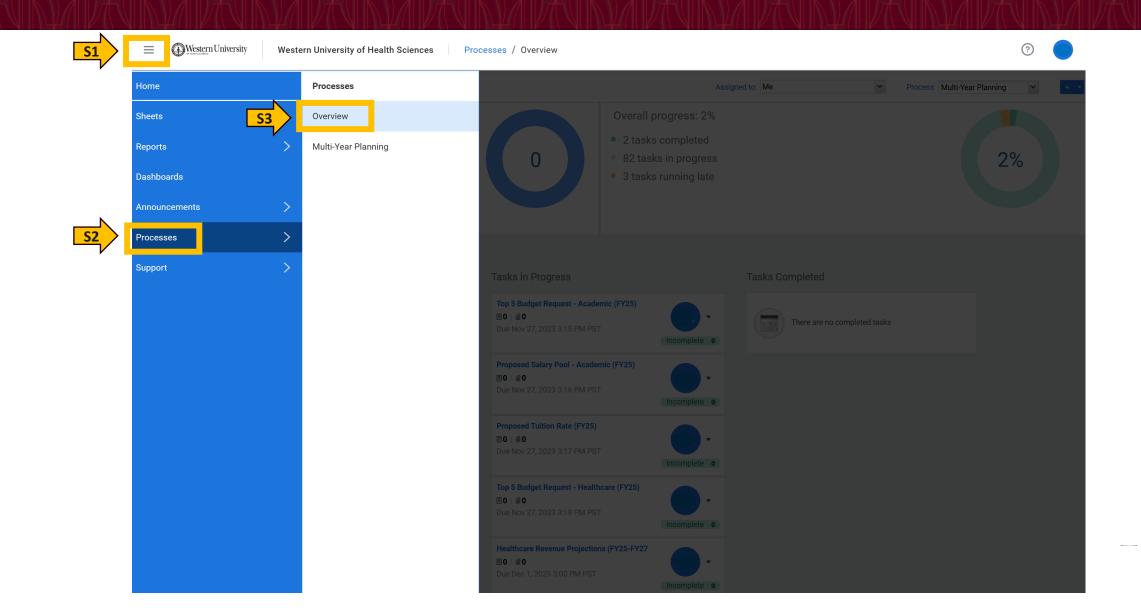
### **Accessing Workday**

#### Via: https://my.westernu.edu/

#### Directly: https://login.adaptiveinsights.com/app



### **Accessing Workday Processes Tasks**



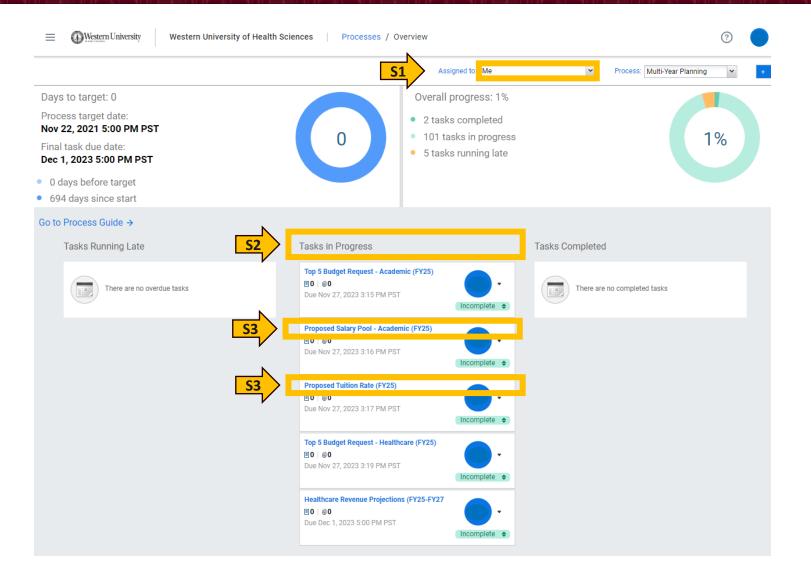
### **Tasks Dashboard**

**S1**: Select me, so that you are only able to view your tasks.

**S2**: Complete all tasks listed under "Tasks in Process" by due date specified.

**S3**: To access each task, you will have to click on the title link, and it will take you directly to the sheet required to be completed.

**Note**: To go back to task dashboard to view all tasks, you will have to go back to processes from menu bar, as shown on previous slide.



## **Proposed Tuition Rate Assumption - Training**

	Western University	of Health Sciences	Sheets / Propose	ed Tuition Rate FY25		FY2025 Phase I Budge	et Request 🗸 🧿 😁
Multi-Year Planning	Nov 22	✓ <u>54</u>	± ~   ₽		🗈   🗟   C <mark>S1</mark> Levels		× .
Top 5 Budget Request - A	Nov 27						, 🗸 X
Proposed Salary Pool - Ac	Nov 27	# EDUCATIONAL PROGR	STUDENT YE	FY24 TUITION RATE	FY25 PROPOSED TUITION % ADJUSTMENT	FY25 NEW TUITION RATE	SHORT RATIONALE/JUSTIFICATION
Proposed Tuition Rate (FY	Nov 27	<ul> <li>i) Showing rows 1-1 of 1.</li> </ul>					
Description Notes							
Content Proposed Tuition Rate	FY25						
Version FY2025 Phase I Budget	t Request						
On the sheet, please select your input FY25 Proposed Tuition % A complete the Short rationale/ ju well. All fields are required to be you need to add/ modify educat please contact fp&a@westernu.e	Adjustment and Istification field as e completed. If ion program,						

- **S1**: Select home level (Org) to view college programs
- **S2**: Click on FY25 Proposed Tuition % Adjustment entry cell and make your entry
- **S3**: Click on Short Rationale/Justification entry cell and make your entry
- S4: Click Save icon

## **Proposed Salary Pool Assumption - Training**

Sheets / Droposed Salary Dool Allocation EV25

FY2025 Phase I Budget Request 🗸

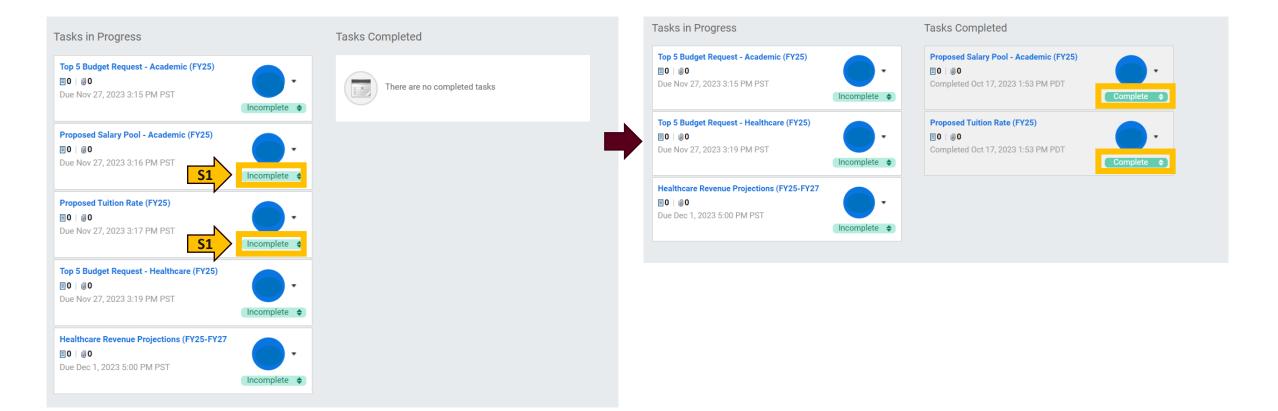
	western onwersity of freditinoen				0
Multi-Year Planning	Nov 22				~
Top 5 Budget Request - A	Nov 27				, ~
Proposed Salary Pool - Ac	Nov 27 # FY25	PROPOSED SALARY POOL ALLOCATION %	SHORT RATIONALE/JUSTIFICATION		
Description Notes	i) Showing re				
Content Proposed Salary Pool Alloc	cation FY25				
Version FY2025 Phase I Budget Re	quest				
On the sheet, please select your ho input FY25 Proposed Salary Pool All complete the Short Rationale/Justifi well. All fields are required to be co	ocation % and ication field as				

- **S1**: Select home level (Org) for entry
- **S2**: Click Add Row icon
- **S3**: Click on FY25 Proposed Salary Pool Allocation % entry cell and make your entry
- **S4**: Click on Short Rationale/Justification entry cell and make your entry
- **S5**: Click Save icon

Western University of Health Sciences

Western University

## **Completing Task(s) Status - Training**



**S1**: Once you have completed your task(s), go to process menu bar. Click Incomplete Status and the status will change to complete.

### **Budget Requests - Checklist**

#### Due: November 27<sup>th</sup>, 2023

Promotions Requests

FY23 Budget vs Actual & FY17-FY23 Multi Year Trend Analysis w

□ Top 5 Requests w

### **Promotion Requests - Training**

#### Instructions:

Please provide the department promotion increase requests. Complete 1 worksheet per ORG, do not combine positions from different ORGs on the worksheet. Please provide the source of funding, (e.g. the PCN) if applying department funds towards the promotion amount. If approved, a PeopleAdmin action form will need to be generated for processing the promotion.

	Current Account Number	Account	Employee Name	Current Title	New Title	Current FTE	New FTE	Base Salary/Wage Level	Department Funding Amount	Department Funding Source (List PCN/Other Line)	Amount Requested from Priority Pool 7	Amount of Total Increase	Total % Increase	2024-25 Proposed Salary Wage Level	Rationale/Justification
999777	6600		Smith, Sam	Associate Buyer	Lead Buyer	1.000	1.000	65,000.00		Vacant PCN 999222	2,500.00	5,000.00	7.69%		Employee is being promoted from Associate Buyer to Lead Buyer due to an increase in responsibilities.
					•							-			
												-		-	
												-		-	
												-		-	
												-		-	
												-		-	
			Salaries, W	Salaries and Wages Fringe Benefits ages, and Fringe Benefits							\$ 2,500.00 830.00 \$ 3,330.00				
	Com	pleted by: Title:		Org Number: Date:											

- 1. Access Proposed Promotion Funding Request Form from: W:\Budget Office\Your Department\Salaries.
- 2. Please complete form. Above you will find a listed example to reference.
- 3. Once completed, save in W Drive.

### **Phase I Budgetary Requests**

During Phase I Budget Development Process you will be able to request your **top 5 funding needs** based on the reports, plans/projections, and analysis you completed. We ask that you evaluate your budget to identify any possibilities for reallocation (self-funding) prior to requesting funds.

Furthermore, we will be requiring a budget vs actual for FYE 23 and a FYE 17 to FYE 23 historical trend as part of the justification/rationale. <u>Historical deficits **need to be included** as part of the request</u>. Kindly narrow down your deficits to 1 to 3 culprit accounts causing overall budget overages. Do not include every single account. We will continue coordinating meetings to collaboratively review deficit accounts.

**Note**: Each college will be able to input up to 5 requests for college activity and up to 5 requests for patient care center activity.



#### **Running Workday Reports for Analysis - Training**

<u>S1</u>		Western	Unive	rsity of I	Health	Sciences Home		
	Home							
	Sheets	>						
S2	Reports	>		Q	Searc			
	Dashboards			Name			Output	Location
	Announcements	>				1. YTD YOY Comparison (Act	HTML	Shared
	Processes	>				2. Quarter YOY Comparison (	HTML	Shared
	Support	>			▦	3. Month YOY Comparison (A	HTML	Shared
						4. Yearly Trend (FY17-FY23 A	HTML	Shared
						5. Quarterly Trend (Actuals)	HTML	Shared
						6. Monthly Trend (Actuals)	HTML	Shared
					▦	7. Budget Vs Actual (FY23)	HTML	Shared
						8. Budget Vs Actual (FY24 YT	HTML	Shared

#### **Running Reports for Analysis - Training**

Name		Output	Location
	1. YTD YOY Comparison (Act	HTML	Shared
	2. Quarter YOY Comparison (	HTML	Shared
	3. Month YOY Comparison (A	HTML	Shared
<b>S1</b>	4. Yearly Trend (FY17-FY23 A	HTML	Shared
	5. Quarterly Trend (Actuals)	HTML	Shared
	6. Monthly Trend (Actuals)	HTML	Shared
S1	7. Budget Vs Actual (FY23)	HTML	Shared
	8. Budget Vs Actual (FY24 YT	HTML	Shared

#### Select Prompting Parameters

#### 7. Budget Vs Actual (FY23)

Level	Other Units (Division)	•
Fund	1100 - Current Unrestricted	•
Period	Jun-2023	•
Run Report Car	ncel	

**S1**: Click each report link. Select your College/Department Rollup Level and Operating Fund 1100 within the Parameters. Click Run Report.

#### **Running Reports for Analysis - Training**

- **Identify Historical Deficits** 1.
- 2. Identify Anticipated Needs

Events and the second s	7. Budget Vs Actu	ual (FY23)		Western University     Reports / 4. Yearly Trend (FY17-FY23 Actuals)							
^   🛱 ∨ 💼   🖉 Edit	2, ~ <u>S1</u>	<u></u>	2	$ \  \  \land \  \  \  \  \  \  \  \  \  \  \$							
Level Other Units (Division) $\vee$ Fun	d 1100 - Current l	Jnrestricted	<ul> <li>Period J</li> </ul>	Level Other Units (Division)	∽ Fund	1100 - Curr	ent Unrestricte	d ∨			
		Year to date as	of Jun-2023	Accounts	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Accounts	Adjusted Budget	Actuals	Variance (\$)		Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
<ul> <li>Operating Expenses</li> </ul>				Advertising, Marketing, Promoti on, & Sponsorships	-	2,652	3,066	9,266	1,500	267	-
Commencement, Convocation & Other Student	424,000	594,786	(170,786)	Banking & Investment Fees	-	-	-	30	10	-	-
Activities				Commencement, Convocation & Other Student Activities	641,586	717,210	736,686	494,132	297,376	620,476	594,786
Conference, Continuing Education, Faculty Dev, & Travel	-	5,568	(5,568)	Conference, Continuing Educati	11.005	00.107	140.076	(1.070	6 070		5 5 4 9

Contracts & Consulting Services

Dues, Memberships, Fees, & Lic

on, Faculty Dev. & Travel

11,205

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162,091

773

148,976

49,397

13,747

61,960

39,645

2,998

6,872

54,566

4,298

842

25,636

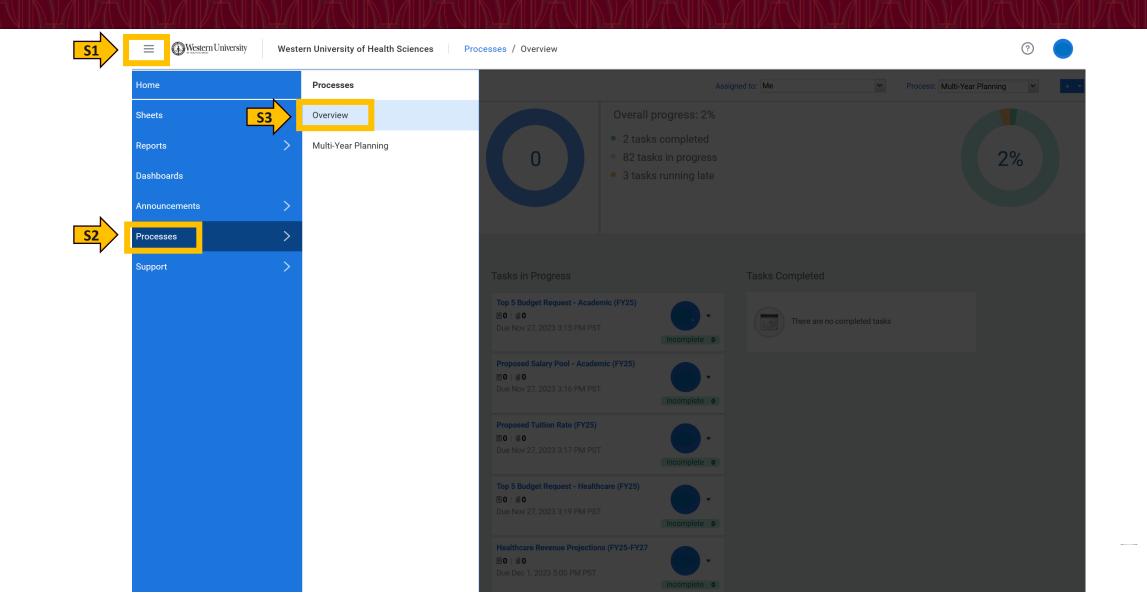
5.568

**S1**: Click Download Icon and download version to save a copy for yourself.

The reports are a requirement for Phase 1 Budget Request Process. We will collaborate on saving a final PDF copy in the W Drive.

enses

### **Accessing Workday Tasks**



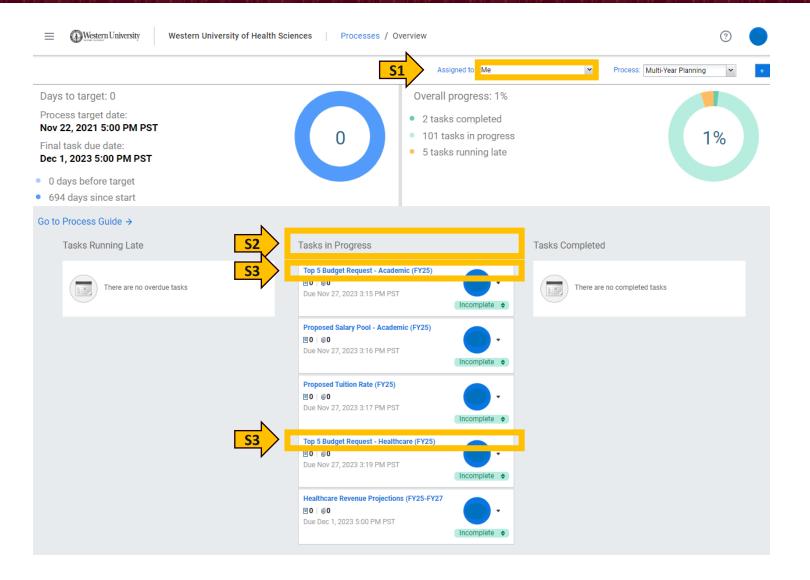
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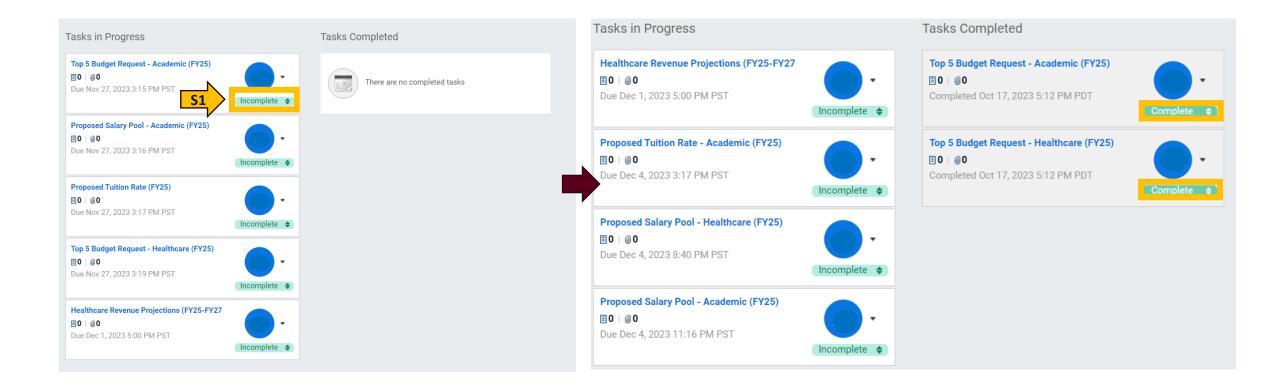
### **Top 5 Budget Request Training**

Western University Western Universit	y of H	lealth Sciences	Sheets /	Phase I - Budget	Request			FY2025 Phase I Budget Request
Aulti-Year Planning Nov 22		✓ S5				C =	S1 Levels	
Top 5 Budget Request - A Nov 27						~   ~ -		
Description Notes	#	GL ACCO	REQUEST AMO	EFFECTIVE DATE	PRIORITY RANKING	PREVIOUS HISTORICAL DEFICIT	FUNDING TY	SHORT RATIONALE/JUSTIFICATION
S3		7160 - Utiliti	30,000.00	7/1/2024	1 - highest level	Yes	Ongoing	Utilities have gone up for the past 3 yea
Content Phase I - Budget Request	2	70960 - Rot	25,000.00	12/1/2024	2 - second highest le	Yes	Ongoing	Rotation prices increased since FY2021.
Version FY2025 Phase I Budget Request	3	7920 - Equip	50,000.00	7/1/2024	3 - middle level	No	One-time	New surgical equipment for patient car
5 .	4	70970 - Rep	5,000.00	7/1/2024	4 - second lowest lev	No	Ongoing	New repairs and maintenance contract
On the sheet, please select the org you will be	5	72000 - COGS	50,000.00	7/1/2024	5 - lowest level 🔹	Yes	Ongoing	COGS exceeds recurring revenue levels.
making the request. Please make selection/ input	6	Total	160,000.00					
your data for each column. All fields are required to be completed.	()	) Showing rows 1-	5 of 5.					

- **S1**: Select the org level you will be requesting funding.
- **S2**: Click Add Row icon for each entry.
- **S3**: Complete each cell for each row by entering information accordingly.
- **S4**: Repeat Steps 1 to 3 for up to 5 requests for your department or college.
- **S5:** Click Save icon

**Note:** You may use multiple orgs as long as the total number of items is no greater than 5 for your college/department. You will be able to request 5 items for the academic and 5 items for patient care center. Please save all request backup information in the W Drive folder (quotes, additional rationale/justification, etc.).

## **Completing Tasks Status - Training**



**S1**: Once you have completed your task(s), go to process menu bar. Click Incomplete Status and the status will change to complete.

# **Support Team**

Team Member	Focus Area	Contact Method
Raymond Garcia, MBA	Process Information, Metrics, Targets, Scenario Analysis, and Rebalancing	Teams or E-mail at garciar@westernu.edu
Yutong Li, MS and CPA	Multi-Year Enrollment Planning, Tuition Planning, and Workday Administrator	Teams or E-mail at yutongli@westernu.edu
Miguel Hernandez, MBA	Healthcare Services Revenue Planning & Auxiliary Services Revenue Planning	Teams or E-mail at miguelhernandez@westernu.edu
Alan Cho, MS	Budget Requests	Teams or E-mail at alancho@westernu.edu
Monique Cano	Personnel (Compensation) Planning	Teams or E-mail at mcano@westernu.edu
Maria Nguyen	Financial Reporting	Teams or E-mail at marianguyen@westernu.edu



