



Budget Season has Begun!!

LET THE GOOD TIMES ROLL!!

Budget Timeline Recap

- ❖ Budget instructions have all been distributed
- ❖ Budget templates have all been distributed
 - ❖ Excel template for the numbers
 - ❖ Word template for the narrative
- ❖ Budget first round one on ones have been booked
- ❖ Budgets are due back **DECEMBER 16TH** at **NOON!!**

Building Your Budget

These are the things YOU need to do in order to put together the best budget possible!

- ❖ Engage your entire team – there is no “I” in budget!!
 - ❖ It takes a team to run a department and it should take a team to build the budget
- ❖ Write your narrative as you are building the budget
 - ❖ The narrative and the numbers are intertwined and should be done at the same time
 - ❖ This will help to ensure that you articulate your assumptions and thought processes in a manner that is consistent with how the numbers were built

Budget Principles

The “golden rules” to be applied to the budget (at least for this year)

- ❖ Objectivity
- ❖ Greatest good for the whole!
- ❖ It is not YOUR budget!

What's New in the Budget for the Upcoming Year?

- ❖ New way of showing information to Council
 - ❖ Same numbers, new methodology
- ❖ Strategic directives that are tied to the Strategic Plan
 - ❖ 3 drivers that define who we are, what we do and why we do it
- ❖ Strategic alignment that is objective

Strategic Direction

What are these so called
“drivers”?

- ❖ Student Initiative
- ❖ Student Development
- ❖ Student Centric Services

Why do we need “drivers”?

Why do I need to know about this?

- ❖ The drivers define what we do and why we do it
 - ❖ Gives us the basis for an “elevator pitch”
- ❖ Gives us something to evaluate EVERYTHING we do against
- ❖ Gives us something to evaluate new services, operations or expansions against
- ❖ Tells us what we SHOULD be striving to be!!



Interactive “Game” Time

THIS IS WHERE YOU GET UP AND DO ALL OF THE WORK!!

The Drivers in Detail

Student Initiatives

- ❖ Advocacy
- ❖ Advancing student interests
- ❖ Being the voice of students

Student Development

- ❖ Providing leadership opportunities
 - ❖ Interns
 - ❖ AVP's
 - ❖ Volunteers
- ❖ Clubs
- ❖ Part time labour opportunities

Student Centric Services

- ❖ Brokering between the service provider and the students
- ❖ Programming
- ❖ LTC, Health Plan, Dental Plan, Mustang Express
- ❖ Providing value to students

Where does all
the “other” stuff
fit??

What if I am I NOT in those
circles??

- ❖ Drivers provide criteria through which we can evaluate where we are today
- ❖ It's ok if you are not in all of the circles
- ❖ Everyone needs a plan to get better positioned within the circles

**THIS IS A TOTALLY NEW WAY OF LOOKING AT
THE BUDGET!!!!**

Why Do We Need to Look at the Budget in a New Way??

What was wrong with the old
way of looking at the
budget??

- ❖ Nothing was wrong with the old way of viewing the budget!!

HOWEVER

- ❖ We need the budget to be more UNDERSTANDABLE and COMPREHENSIVE to Council
 - ❖ Break the numbers into the three main buckets
 - ❖ Students can see how much is spent on each of the buckets without info being buried in departmental budgets
 - ❖ Provides a clear picture of what we do
 - ❖ Provides clear direction of what we should be doing

Does the bottom line matter any more??

OF COURSE IT DOES!!

- ❖ USC has limited sources of revenue and student fees are difficult to increase
- ❖ We need to find balance between the three buckets and the money we have available to fund us
- ❖ By looking at the drivers first, it allows us to see what we should be doing and then better determining how the limited funding should be used
 - ❖ The financial bottom line is what grounds the USC
 - ❖ The drivers provide the boxes within which we need to organize ourselves into
 - ❖ The drivers also provide the direction for future growth

Constraints in the Budget so Far

The Good, The Bad and the Ugly (well really just the bad, the good and the ugly are yet to come) ...

- ❖ Changes in provincial legislation to definition of a part time student
 - ❖ \$80K impact to our bottom line
- ❖ Inflation has decreased from prior year
 - ❖ Now 2.5% versus 4% from prior year
 - ❖ \$20K impact to our bottom line
- ❖ Departmental results as at October end
 - ❖ Most departments still in a deficit position
 - ❖ Some are expected to be, others are not
 - ❖ Some departments are behind budget expectations at this point
 - ❖ Difficult to project forward what the bottom line might be

Opportunities in the budget so far

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This is the GOOD!

- ❖ In order to better strategically align ourselves we get to reinvent some areas, tweak others and in some cases just keep on doing what you do!!
- ❖ Improving service delivery models is the key to strategic alignment
- ❖ Work in cross-departmental teams to find potential synergies or ways to streamline processes
- ❖ Get creative – status quo is only AN option, it's not THE option

Who decides if
we “fit” the
buckets or not??

To some this is THE UGLY!!!

- ❖ Council is the ultimate decision maker who will determine fit within the buckets
 - ❖ It is THEIR budget!!
 - ❖ The BOD is there to ensure that decisions made by Council won't implode the USC
- ❖ In some cases, we may put forward options or alternatives to status quo as part of the budget
 - ❖ Council will ultimately make the decision as to which option the USC takes
 - ❖ We will be strategic in what the options going to Council are so that we are ok with any of them being selected

Capital

I know – its about time I bring up capital, right??

- ❖ Templates will go out today!
- ❖ We are building a new capital plan
 - ❖ There will be a full stakeholder meeting early next week to kick off the work to be done for the capital plan
- ❖ Capital requests and plan information are due **DECEMBER 16th!!**

Next Steps

- ❖ **WORK ON YOUR BUDGETS!!!**
- ❖ If you have questions please see: Vicki, Carrie
- ❖ **NEW RESOURCE:** Ashley will be working with Carrie to get some exposure to the budget process
 - ❖ We will be working on some info sessions and budget help sessions as an expanded resource to you as you are working through the budget
- ❖ Think about the drivers as you work through your budgets
 - ❖ If you can alter what you do to improve the service delivery model to better align yourself – huge win!
 - ❖ If you can't alter what you do and you feel something isn't aligned – come and talk to Vicki and I, talk to your peers, talk to your team to get every perspective out there!!
 - ❖ Everyone is aligned to some extent
 - ❖ Some alignment is harder to identify than others



QUESTIONS???

OTHER THAN ARE WE ALMOST DONE??