FORECAST5™
ANALYTICS

PREPARING TO COMMUNICATE YOUR INSTITUTION'S FINANCIAL STORY

Forecast5 Analytics Background

- Based In Naperville IL
- Began Providing Decision Support Tools to Local Governments in 2012

- Full Suite of Data Analytics Solutions for the organization
- Serving over 1900 Local Governments in 27 States

HOW LEADERSHIP TEAMS USE THE FORECAST5™ PROGRAM

FINANCE

Revenue & Expenses Analysis/Benchmarking

Budget Planning & Preparation

Building Budget Presentations

Negotiations Planning

Salary Benchmarking

Enhanced Communication & Transparency

PLANNING

Scenario Modeling & Comparisons

Multi-year Projections

Enrollment Trend Analysis & Projections

Staffing Analysis

Boundary Planning

ORGANIZATIONAL

Credit Rating Presentation

Board Member Orientation

Board Reports & Dashboards

Monthly Insights for Board Members

STUDENT

Student Performance Analysis/Benchmarking

Student Growth Metrics

Program/Service Delivery Analysis

College & Career Readiness

Transportation Analysis

BENEFITS OF DATA ANALYTICS
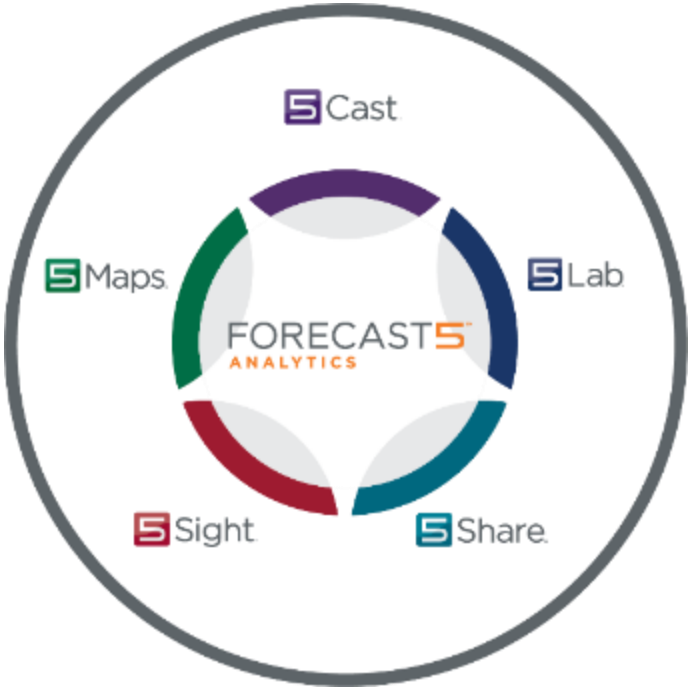
DECISION SUPPORT
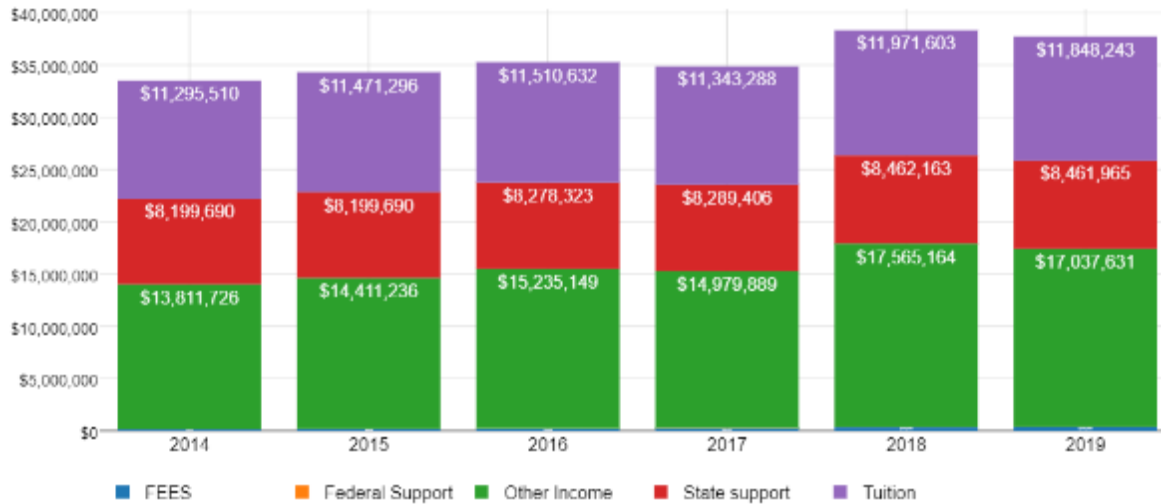
OPTIMIZE RESOURCES

TIME SAVINGS

TELL YOUR STORY

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Who is my audience?

⊘ Finance Experts? New Board member? Community members? Combination?

Top 10 Sources of Revenue (Year-to-Date)	
State General Aid	$12,204,008
Tuition-Resident	$11,274,931
Tuition-Non-Resident	$7,839,894
Secondary	$2,058,532
Property Tax	$2,058,091
Non-Mandatory Trnf	$969,105
Mat & Supply Fee	$741,351
Contracted Tuition	$588,305
Other Fees	$490,461
Perkins Fed Funding	$265,538
Percent of Total Revenues Year-to-Date	**98.05%**

Who is my audience?

⊙ What level of detail should be included?

Who is my audience?

⊘ Does my audience have the proper orientation and foundation?

Unrestricted General Fund Revenue by Source │ Prior YTD vs. Current YTD

■ Prior YTD   ■ Current YTD

Chart — Millions on vertical axis ($0.0, $5.0, $10.0, $15.0, $20.0, $25.0); categories: STUDENT FEES, TUITION, LOCAL SUPPORT, STATE SUPPORT, FEDERAL SUPPORT, SALES AND SERVICES, OTHER INCOME
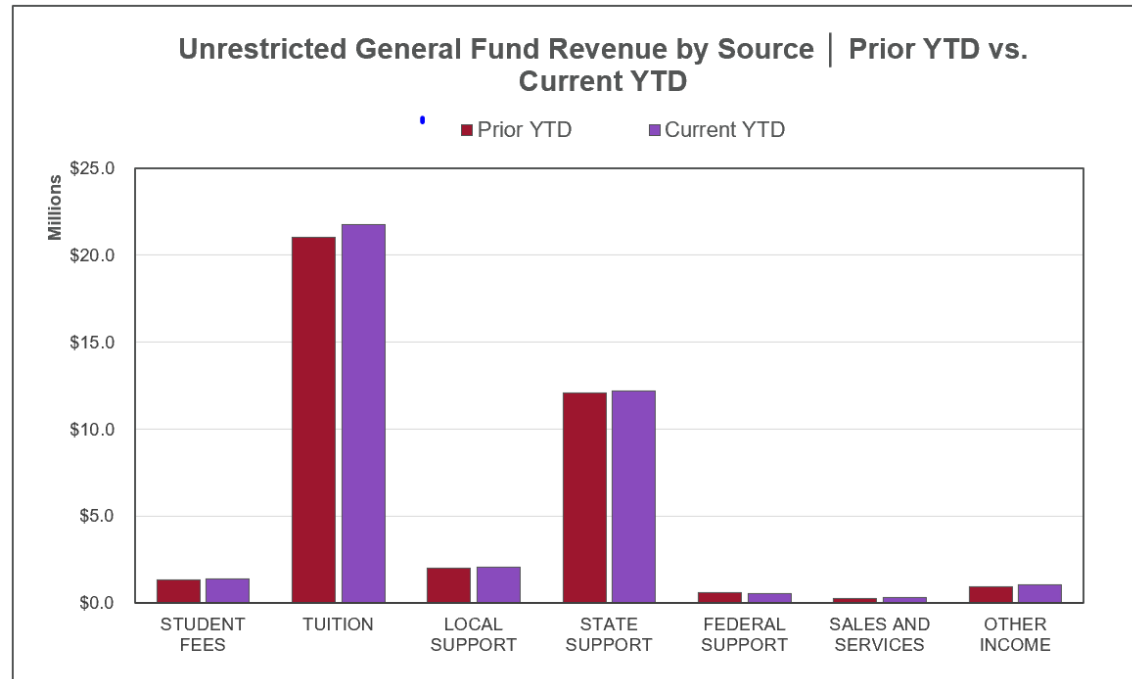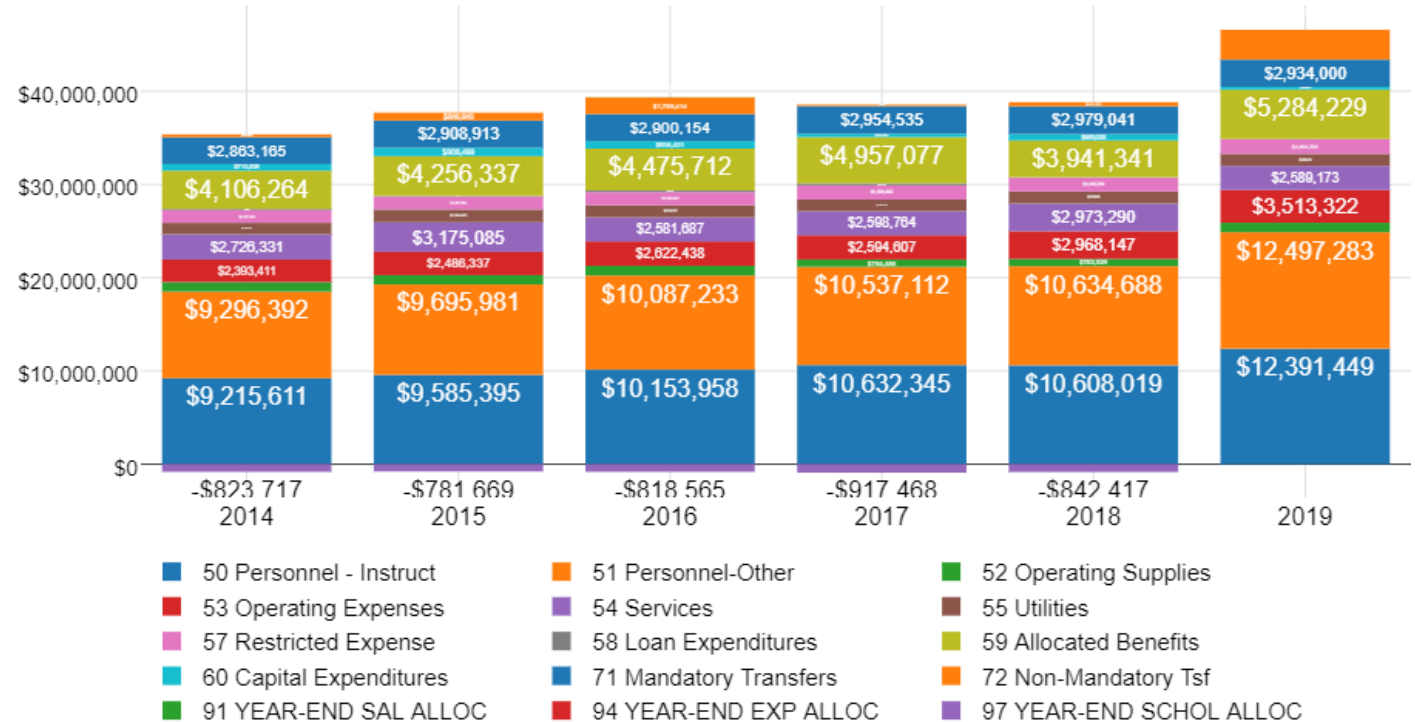
What do I hope my audience take's home?

> Map out the path to decision(s)

How did we get here? Opening up data can increase transparency

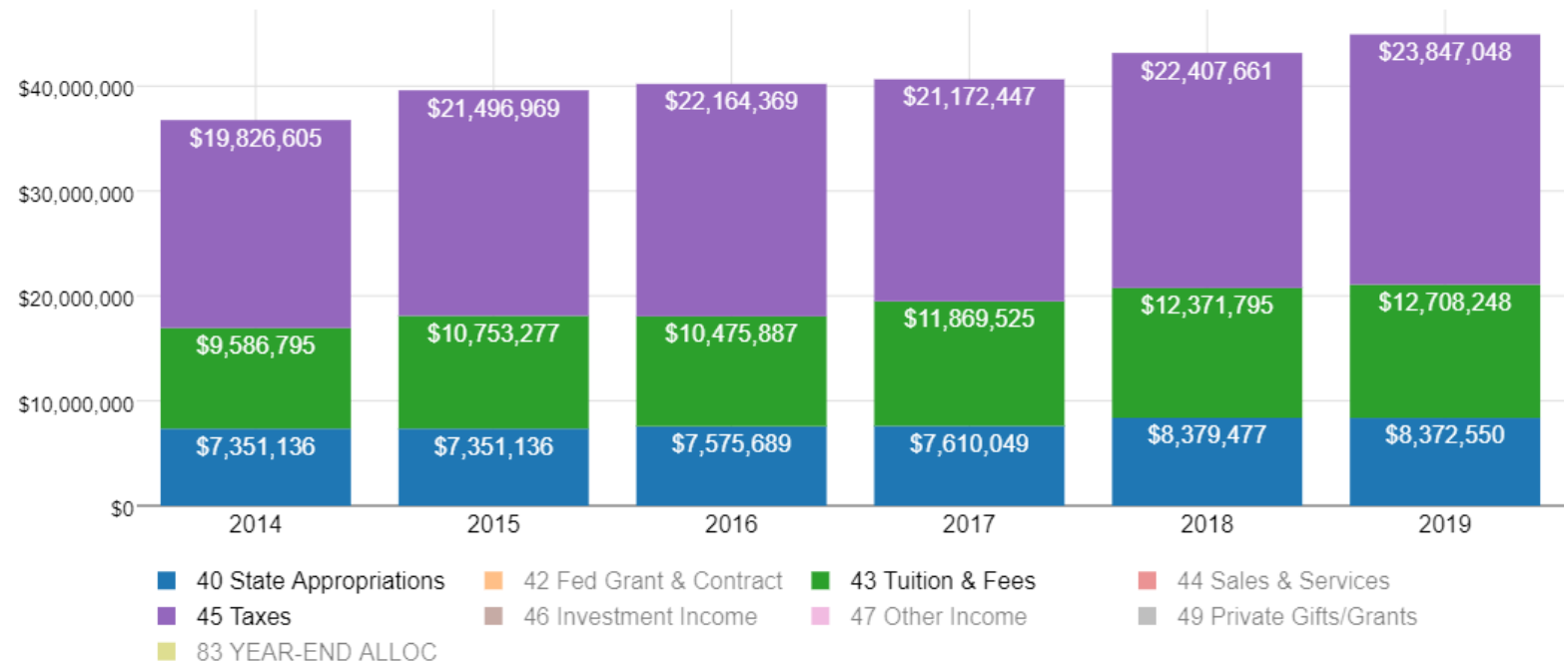Expenses are rising, - what are the primary drivers and why? (personnel costs)

Historical Expenses by Sub Class

What do I hope my audience take's home?

> Property taxes have seen slight variance, but what is the overall trend in revenue?

Historical Revenues by Sub Class

	2014	2015	2016	2017	2018	2019
45 Taxes	$19,826,605	$21,496,969	$22,164,369	$21,172,447	$22,407,661	$23,847,048
43 Tuition & Fees	$9,586,795	$10,753,277	$10,475,887	$11,869,525	$12,371,795	$12,708,248
40 State Appropriations	$7,351,136	$7,351,136	$7,575,689	$7,610,049	$8,379,477	$8,372,550

Legend:
- 40 State Appropriations
- 42 Fed Grant & Contract
- 43 Tuition & Fees
- 44 Sales & Services
- 45 Taxes
- 46 Investment Income
- 47 Other Income
- 49 Private Gifts/Grants
- 83 YEAR-END ALLOC
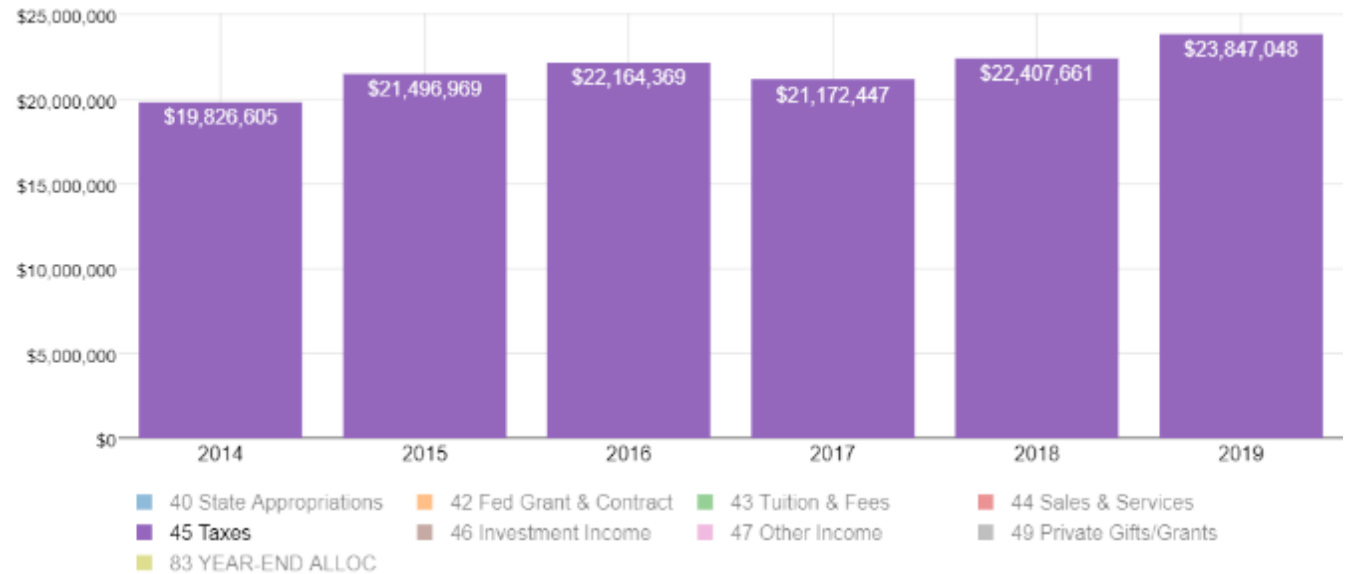
What do I hope my audience take's home?

> To keep the audience focused on the story, what data should be included?
>
> -Historical Revenue and Expenses
>
> -What has happened to our property taxes, tuition and fees, and state appropriations and how has that affected our spending?

Historical Revenues by Sub Class

Year	Value
2014	$19,826,605
2015	$21,496,969
2016	$22,164,369
2017	$21,172,447
2018	$22,407,661
2019	$23,847,048

Legend:
- 40 State Appropriations
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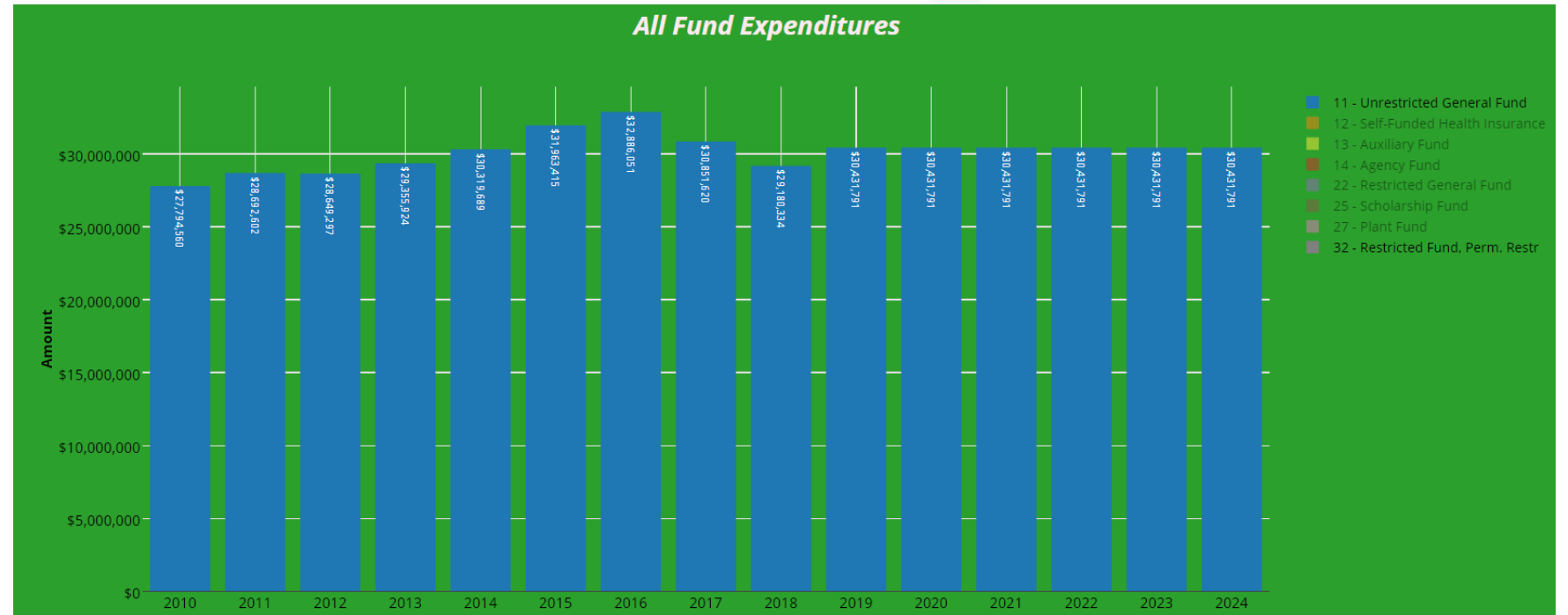
Keep It Simple

Data is everywhere...

-With so much information available, and in so many places, how do you analyze and simplify all the variables that affect financial decisions, and present it in a meaningful way?
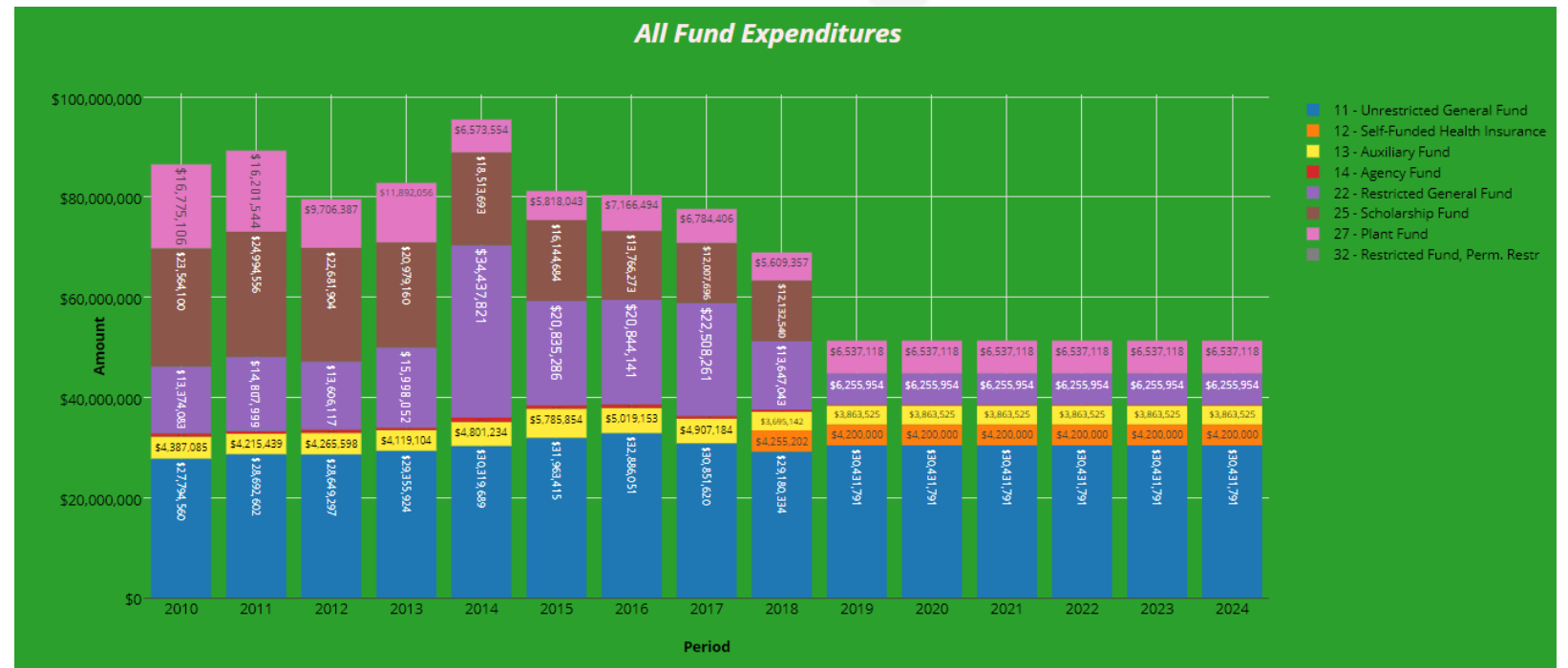
Keep It Simple

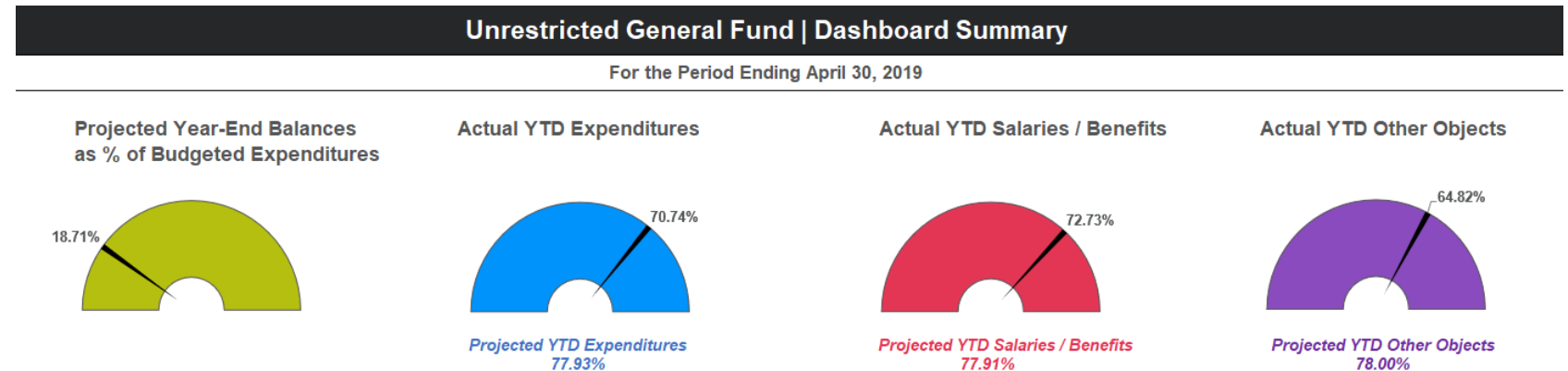> Remove any unnecessary distractions or information

Keep It Simple

> A picture is worth a thousand words...

Dashboards and visuals allow you to present data to all elements of your audience in a meaningful way

Use them to fill gaps, and provide context

Unrestricted General Fund | Dashboard Summary

For the Period Ending April 30, 2019

Projected Year-End Balances as % of Budgeted Expenditures	Actual YTD Expenditures	Actual YTD Salaries / Benefits	Actual YTD Other Objects
18.71%	70.74%	72.73%	64.82%
	Projected YTD Expenditures 77.93%	*Projected YTD Salaries / Benefits* 77.91%	*Projected YTD Other Objects* 78.00%

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