



# THE STRATEGIC FINANCIAL PROJECTOR

## No-COST MODEL DOWNLOAD

FROM DICKMEYER CONSULTING, LLC

### Specifications & Services

**The SFP is a spreadsheet-based financial projection model useful for testing and developing strategic plans at colleges and universities.**

**This SFP is designed to facilitate strategic plan presentations demonstrating the financial impact of each element of the strategy and the trade-offs that were made to arrive at this strategy configuration.**

**The trained user controls a graphic display of financial results over the planning horizon and can interactively change planning variables in response to audience questions.**

**SFP output includes projected financial statements in audit statement format.**

**The SFP is designed to track cash and investment levels as they respond to strategic changes including major capital projections and debt financing.**

**Download & Demonstration at [www.dickmeyerconsulting.com](http://www.dickmeyerconsulting.com)**

**User references on request**

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## BASE MODEL SPECIFICATIONS

- **PROJECTS ALL FINANCIAL STATEMENTS**
  - ACTIVITIES
  - POSITION
  - CASH FLOW (INDIRECT AND DIRECT)
  - **PLUS BUDGET**
- **INTERACTIVE PROJECTION RESULTS GRAPH**
  - FIVE VARIABLES GRAPHED AS LINES AT A TIME
  - INTERACTIVE CHOICE AMONG 100 GRAPH VARIABLES
  - INTERACTIVE CHOICE OF DISPLAY YEARS
- **INTERACTIVE (SPINBOX) STRATEGIC PLANNING VARIABLE MANIPULATION ADJACENT TO ACTIVE GRAPH DISPLAY**
- **PROJECTION DISPLAYS 14 FISCAL YEARS (MODIFIABLE)**
- **10 ACADEMIC UNITS CAN BE SIMULATED IN V 9.0 (LIKE BUSINESS OR LAW SCHOOLS) (MODIFIABLE)**
- **THREE STUDENT LEVELS (UNDERGRAD/GRAD?) EACH WITH TWO TUITION SCALES (IN-STATE/OUT?) IN EACH UNIT (USER NAMED)**
- **USER-SET BASE YEAR**
- **FIVE INVESTMENT POOLS (MODIFIABLE)**
- **TWO STAFF SALARY TYPES**
- **SALARIED FACULTY AND PER-COURSE-PAYMENT FACULTY**
- **EACH FUNCTION CATEGORY (INSTRUCTION, ACADEMIC SUPPORT, ETC.) TRACKED (MODIFIABLE)**
- **BUDGET PROJECTION BEFORE ALLOCATION OF FACILITIES, INTEREST EXPENSE, DEPRECIATION, ETC. (MODIFIABLE)**
- **13 FUTURE MAJOR CAPITAL PROJECTS AND A DEFERRED MAINTENANCE PROJECT (MODIFIABLE)**
- **10 EXISTING BONDS WITH DEBT SERVICE SCHEDULES (MODIFIABLE)**
- **10 PROJECTED BOND ISSUES (MODIFIABLE)**
- **PUSH-BUTTON NAVIGATION AMONG TABS**
- **EXPENSE RESPONSE TO ENROLLMENT CHANGE SET BY FUNCTION**
- **ANY GROWTH RATE MAY BE LINKED TO ANOTHER**



## **STRATEGIC PLANNING VARIABLES**

### **“WHAT IF” GRAPH DISPLAY TAB CAN ACCESS 400 USER-SET STRATEGIC PLANNING VARIABLES**



- **TUITION GROWTH RATES (BY TYPE) AND “BUMPS”**
- **SALARY GROWTH RATES (FACULTY BY DIVISION OR LINKED, FULL-TIME OR ADJUNCT; STAFF BY FULL- OR PART-TIME)**
- **AVERAGE CLASS SIZE (STUDENT/FACULTY RATIO)**
- **STAFF COUNTS BY ACADEMIC UNIT AND BY FUNCTION**
- **FIRST-YEAR AND TRANSFER COHORT RATES OF CHANGE**
- **FIRST-YEAR, FIRST-YEAR TRANSFER AND CONTINUING STUDENT RETENTION RATES BY ACADEMIC UNIT AND TYPE**
- **GRADUATION RATES BY ACADEMIC UNIT AND TYPE**
- **CONTRIBUTION GROWTH RATES BY RESTRICTION TYPE**
- **ALL PLANNED MAJOR CAPITAL PROJECT VARIABLES**
  - **START DATE AND PROJECT LENGTH VARIABLES**
  - **FACILITIES PROJECT COST, DEPRECIATION LIFE, RESIDUAL**
  - **DELAY INFLATION RATES**
  - **EQUIPMENT COST, LIFE, RESIDUAL**
  - **ADDED FACILITIES REQUIREMENTS**
- **NEW BOND VARIABLES**
  - **SIZE OF ISSUE**
  - **ISSUE DATE**
  - **INTEREST RATE**
  - **LENGTH OF ISSUE**
  - **CAPITALIZABLE & NON-CAPITALIZABLE COSTS**
- **INVESTMENT POOL RETURNS**
- **ENROLLMENT SENSITIVITY TO TUITION PRICE CHANGE**
- **NON-PERSONNEL COST INCREASE RATES AND BUMPS BY ACADEMIC UNIT AND FUNCTION**
- **INFLATION RATE**
- **DORMITORY OCCUPANCY, DINING CONTRACT, DORM AND DINING CHARGE RATES OF CHANGE**
- **STAFF BENEFIT RATE GROWTH**



## GRAPH DISPLAY VARIABLES

- **ENROLLMENT LEVELS**
- **TUITION RATES**
- **AVERAGE FACULTY (BY ACADEMIC UNIT) AND/OR STAFF SALARIES**
- **NEW STUDENT AND TRANSFER COHORT LEVELS**
- **REVENUES BY CATEGORY OR TOTAL**
- **EXPENDITURES BY FUNCTION OR TOTAL**
- **NET ASSETS BY RESTRICTION OR TOTAL**
- **NET ASSET CHANGE BY RESTRICTION OR TOTAL**
- **FINANCIAL ASSESSMENT RATIOS (TO NAME A FEW)**
  - **LIQUIDITY**
  - **AVAILABLE RESOURCES**
  - **DEBT SERVICE COVERAGE**
  - **UNRESTRICTED RESOURCES TO DEBT**
  - **STUDENT AID RATIO**
- **CASH POSITION**
- **INVESTMENTS BY RESTRICTION AND/OR POOL**
- **AVERAGE CLASS SIZE BY ACADEMIC UNIT AND STUDENT LEVEL**
- **BENEFIT RATE**
- **LONG-TERM DEBT**
- **DEBT SERVICE**
- **ACCOUNT RECEIVABLE LEVELS**

**ALL DISPLAY VARIABLES MAY BE SET AS TARGETS, REACHED BY AUTOMATIC RE-SET OF A USER-CHOSEN STRATEGIC PLANNING VARIABLE**

**(SOME OF THESE GRAPH VARIABLES MAY REQUIRE MINOR MODIFICATION TO THE BASE MODEL TO DISPLAY)**



## **SUB-MODELS**

**(SOME SUB-MODELS SEGREGATED IN THE MODEL, SOME ARE SPREAD THROUGH CALCULATION SECTIONS WITH RELATED VARIABLES)**

- **ENROLLMENT TRACKING**
- **INSTRUCTIONAL COST TRACKING**
- **TUITION, FEES AND FINANCIAL AID TRACKING**
- **INVESTMENT TRACKING**
- **CONTRIBUTIONS**
- **CAPITAL PROJECT MANAGEMENT**
- **BOND FINANCING**
- **NEW PROJECT DEPRECIATION**
- **REVENUES PROJECTION**
- **EXPENSES PROJECTION**
- **RESTRICTION RELEASE TRACKING**
- **CASH FLOW**
- **ASSETS TRACKING**
- **LIABILITIES TRACKING**
- **EXPENSE ALLOCATION TRACKING FOR FINANCIAL STATEMENTS**

## **USER SERVICES**

**(INDIVIDUAL CONTRACTS WRITTEN WITH EACH INSTITUTION FOR MODIFICATIONS TO FIT USER NEEDS AND TO CALIBRATE BASE AND BUDGET YEARS TO INSTITUTIONAL DATA. CONTRACT COSTS DEPEND ON DEGREE OF INSTITUTIONAL COMPLEXITY AND SERVICES REQUESTED.)**

- **EXPERT USER TRAINING**
  - **SUB-MODEL MECHANISM COMPREHENSION**
  - **DATA UPDATE AND CALIBRATION METHODOLOGY**
  - **MODEL MODIFICATION TECHNIQUES**
- **PROJECTED FINANCIAL STATEMENTS MATCHED TO AUDIT STATEMENT FORMAT**
- **BASE YEAR OF PROJECTED FINANCIAL STATEMENTS CALIBRATED TO THE AUDIT STATEMENT**
- **SUB-MODELS CRITICAL TO THE INSTITUTION MODIFIED**
- **ANNUAL OPTIONAL MAINTENANCE CONTRACT FOR NEW FISCAL YEAR RE-CALIBRATION & INSTALLATION OF UPGRADES**