

WACUBO 



Rising to the Challenge

2023 WACUBO ANNUAL CONFERENCE



Integrated Resource and Budget Planning

At Northern Arizona University



Agenda

- Presenter Introductions
- Planning Journey at Northern Arizona University
- Live Demonstration of System
- *Challenging* Discussion and Questions



Presenters



Alisa Klensin
Badenhorst
*Senior Budget
Administrator at
Northern Arizona
University*



Aneka York
*Account Executive,
Public Sector at
Anaplan*



Russ Owen
*Director Higher Education at
TruEd Consulting*

Previously: Executive Director,
Finance and Budget at Embry-
Riddle Aeronautical University



About TruEd Consulting

2018 UNEMPLOYMENT CHARGES					
	1st Qtr (Jan-Mar)	2nd Qtr (Apr-June)	3rd Qtr (July-Sep)	4th Qtr (Oct-Dec)	YTD Charges
TOTAL LIA CREDITS	(\$2,766)	(\$17,614)	(\$3,557)	(\$82,107)	(\$106,045)
TOTAL LIA CHARGES	\$61,473.60	\$67,326	\$101,490	\$224,326	\$454,616
ALPHA	\$1,411	\$553	\$2,080	\$1,676	\$5,720
BLOOMFIELD	\$1,103	(\$2,510)	\$0	\$1,871	\$464
BLUFF'S PARK	\$1,784	\$1,255	\$129	\$8,093	\$11,261
B TEMPLE	\$1,718	(\$772)	\$6,167	\$14,836	\$21,949
BRITTANY	\$662	(\$4,186)	\$724	\$21,106	\$18,306
CAMELOT	\$162	\$1,314	\$58	\$3,956	\$5,490
CANTON	\$2,147	(\$2,852)	\$3,403	\$701	\$3,399
CHRISTIAN PARK	\$0	\$1,342	\$168	(\$1,217)	\$294
CHRISTIAN VILLAGE	\$0	\$1,404	\$4,914	(\$6,318)	\$0
COURTNEY	\$0	\$0	\$4,828	(\$3,404)	\$1,424
DECKERVILLE	\$5,068	\$724	\$0	\$3,981	\$9,773
EASTWOOD	(\$1,824)	(\$4,801)	\$1,371	\$15,536	\$10,281
FARMINGTON	\$3,254	\$6,935	\$3,160	\$2,349	\$15,698
FENTON	\$0	\$0	\$0	\$0	\$0
FREMONT	\$0	\$0	\$0	\$0	\$0
GRAND BLANC	\$3,864	(\$18)	\$5,161	(\$2,640)	\$6,368
HARTFORD	\$931	\$1,230	\$3,122	(\$2,343)	\$2,940
HICKORYRIDGE	\$0	\$0	\$2,940	\$26,024	\$30,964
KITHAVEN	\$7,453	\$1,551	\$9,157	(\$9,788)	\$8,392
LAKEVIEW	(\$854)	\$0	\$3,281	\$3,127	\$5,554
LANSING	\$0	\$0	\$13,280	\$13,280	\$13,280
LIVONIA	\$885	\$3,418	\$1,347	\$7,075	\$12,725
MCBAIN	\$580	\$0	\$0	\$3,040	\$3,620
MONROE	\$212	\$823	\$2,484	(\$738)	\$2,781
NOTTING HILL	\$15,337	\$18,368	\$9,747	(\$32,160)	\$11,292
NOVI	\$1,047	\$2,324	\$3,302	\$2,264	\$8,938
OMNI	\$837	\$3,957	\$4,614	(\$5,813)	\$3,595



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Pricing Analysis

Forecast EOY

Quick links

- Gross Margin Summary
- Prices Assumption
- Monthly Prices Overview
- Version Trend
- Price Trend

	Volumes	Selling Price p/Unit	Sales Revenue	COGS p/Unit	COGS	Gross Margin	Margin %
Total Brands	92,506,856	12.37	1,144,469,049	5.94	549,652,674	594,816,375	52%
Golden Make-up	39,967,900	10.36	414,043,964	6.07	242,737,943	171,306,021	41%
Make-up A	29,645,718	9.97	295,561,059	6.51	192,955,654	102,605,405	35%
Make-up A (250ml - FR)	2,475,727	56.17	139,055,146	11.15	27,607,122	111,448,024	80%
Make-up A (150ml - FR)	19,500,472	4.61	89,814,339	6.94	135,326,964	(45,512,625)	(51%)
Make-up A (75ml - FR)	7,669,519	8.70	66,691,574	3.91	30,221,067	36,470,506	55%
Solar Protect B	2,849,218	27.97	79,694,009	11.75	23,485,010	46,208,999	50%
Solar Protect B (250ml - ...)	1,365,679	32.24	44,023,470	13.55	18,500,983	25,522,486	58%
Solar Protect B (150ml - ...)	1,483,539	24.04	35,670,539	10.10	14,984,026	20,686,513	58%
Shampoo S	7,472,964	5.19	38,788,896	2.18	16,297,280	22,491,616	58%
Shampoo S (250ml - D...)	4,130,043	5.18	21,389,563	2.18	8,988,988	12,400,575	58%
Shampoo S (150ml - D...)	3,342,921	5.20	17,399,334	2.19	7,308,292	10,091,042	58%
Soft Bath	28,391,815	13.18	374,325,626	5.54	157,265,764	217,059,862	58%
Body Cream G	7,688,754	20.33	156,339,976	8.54	65,686,668	90,653,308	58%

Monthly Prices Overrides

	Selling Price	Override?	New Selling Price	Selling Price (Final)	Cost of Goods	Override COGS?	New CoGs	Cost Of Goods (Final)	Unit Gross Margin
Make-up A (250ml - FR)	40.00	<input checked="" type="checkbox"/>	60.0000	50.00	11.15	<input type="checkbox"/>	0.00	0.00	38.85
Make-up A (150ml - FR)	16.82	<input checked="" type="checkbox"/>	16.8000	16.49	6.94	<input type="checkbox"/>	0.00	0.00	6.94
Make-up A (75ml - FR)	9.32	<input checked="" type="checkbox"/>	9.3200	9.32	3.91	<input type="checkbox"/>	0.00	3.91	5.41
Solar Protect B (250ml - ...)	32.25	<input checked="" type="checkbox"/>	32.0000	32.00	13.55	<input type="checkbox"/>	0.00	13.55	18.45
Solar Protect B (150ml - ...)	24.05	<input checked="" type="checkbox"/>	23.9999	24.00	10.10	<input type="checkbox"/>	0.00	10.10	13.90
Shampoo S (250ml - D...)	5.18	<input checked="" type="checkbox"/>	5.1410	5.14	2.18	<input type="checkbox"/>	0.00	2.18	2.96
Shampoo S (150ml - C...)	5.21	<input checked="" type="checkbox"/>	5.2000	5.20	2.19	<input type="checkbox"/>	0.00	2.19	3.01

CLOUD



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Capital & Facilities

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Faculty & Course Planning

Budgeting & Forecasting

Auxiliary and Athletics

Unit Contribution & Allocations

Marketing and Procurement

Reporting



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Budget Book

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Procurement Planning

Alumni Outcomes Reporting

NCAA Reporting

Reporting

About Northern Arizona University



Founded in 1899 as teachers' college

Public, doctoral university: high research activity

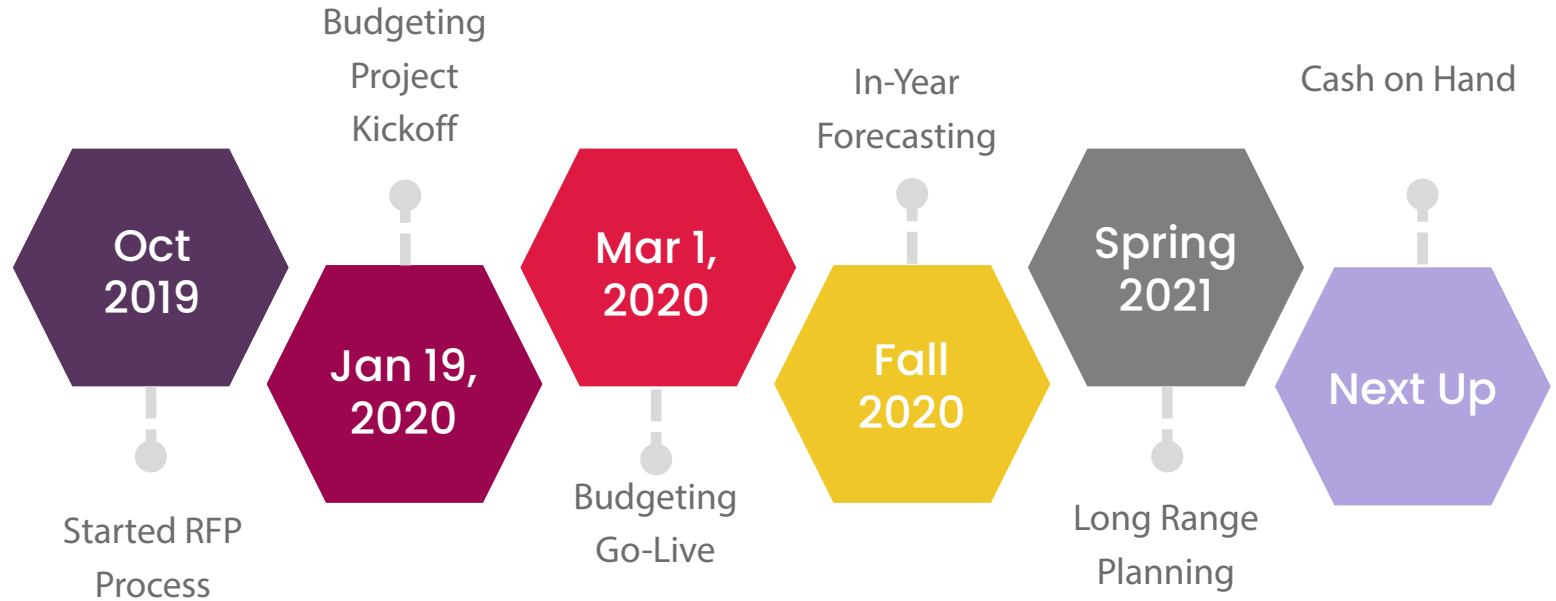
20+ locations

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28,000+ students across the globe

The Journey

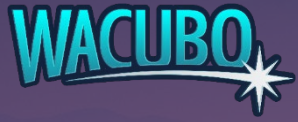




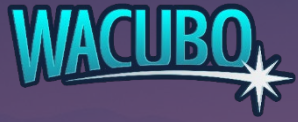
Fan-Mail?

“I got fan-mail. We don’t usually get fan mail in the budget office.”

-Alisa



DEMONSTRATION



DISCUSSION