

SUSTAINABLE MISSION-DRIVEN BUDGETING

Making the Numbers Work

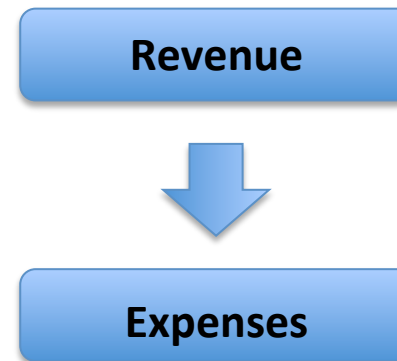
**Cristina Espino
Founder, Espino Doyle Consulting**



OVERVIEW

Questions considered in this workshop (40 minutes):

1. Do you consider your core values when budgeting and/or reviewing financials?
2. Does your tuition schedule maximize external scholarship revenue and serve your community?
3. What are your largest budget line items?
4. Do all of your expenses align with your mission?
5. How do you track your financial performance and progress?



MAXIMIZING TUITION REVENUE

Does your tuition schedule maximize external scholarship revenue and serve your community?

Tuition model sample – [INSERT LINK](#)

TIPS for communicating any tuition changes:

- Focus on cost to educate and school offerings
- Break down change to monthly increase and create more payment plans to smooth burden of increase
- Explain measures taken to reduce burden on families (i.e. including fees in tuition rather than simply increasing tuition amount)
- Identify families that will bear the greatest impact and/or may have financial hardships. Contact them directly. Offer internal scholarships (net of revenue increases) as able and necessary to retain families.



BUDGET LINE ITEMS AND ALIGNING MISSION

**What are your largest budget line items?
Do all of your expenses align with your mission?**

Cost per student budgeting sample – [INSERT LINK](#)



TIPS for budgeting and aligning mission:

- **Determine your mission, then analyze program net effects and returns on investment (i.e. special curriculums, before/after school care, lunch program, etc)**
- **Focus on creative solutions for largest budget items to make the most headway. Top five expenses are generally: salaries, benefits, building maintenance, technology, and extracurriculars.**
- **Assess fundraising efforts and whether they are worthwhile and build community. Choose accordingly.**



TRACKING METRICS AND FINANCIAL PROJECTIONS FOR SUSTAINABILITY

How do you track your financial performance and progress?

Financial projection sample – [INSERT LINK](#)

TIPS for tracking metrics and financial projections:

- Use historical data to inform, not determine projections
- Involve as many resources and stakeholders as possible
- Think creatively about potential changes for growth, status quo isn't always sustainable



Don't hesitate to reach out if I can be of service

305-519-7878

cristina@espinodoyleconsulting.com

www.espinodoyleconsulting.com

www.facebook.com/espinodoyleconsulting

meetings.hubspot.com/cristina23

