

FY 2018 PLANNING AND BUDGET SCHEDULE
(Revised April 21, 2017)

1. Share and analyze business intelligence – trends, sales and recent past performance, potential new markets and products, framework for market analysis – December 2, 2016 **(Completed)**
2. Market, Competitor and Price Analysis – March 10, 2017 **(Completed)**
3. Pricing Strategies for OE/OS, Programs and Services – March 17, 2017 **(Underway)**
4. Revenue/Non-Revenue Budget Assumptions – March 24, 2017 **(Underway)**
5. GS USA Strategic Management Plan 2018-19 – April 14, 2017 **(Draft; ongoing)**
6. CFO Delivers Budget Worksheets to VPs/Directors – May 2, 2017
7. FY 2018 Unit Operational Plans/Budgets/YEE – May 16, 2017
8. CFO/CEO Reviews with Units – May 22-26, 2017
9. FY 2018 Draft Budget Review by President's Council – May 30, 2017
10. Final FY 2018 School Operational Plan/Budget/YEE – June 6, 2017
11. Board Action on 2018 School Operational Plan/Budget – June 21, 2107