

STRONG FINANCES = HEALTHY FUTURE

Financial Management Webinar

Presented by San Manuel Band of Mission Indians

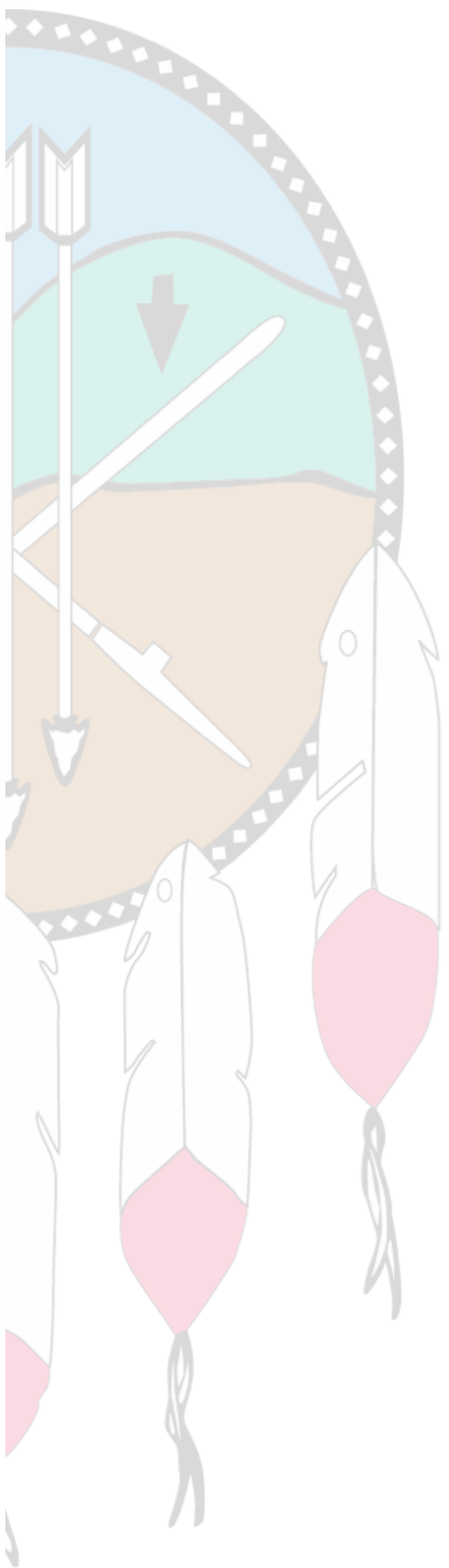


Agenda

- Welcome – Jacob Coin, Executive Advisor to the Chairman
- San Manuel Strategic Philanthropy Introductions
- Guest Speaker Introduction
 - Michelle Decker, President & CEO – *Inland Empire Community Foundation*
- Financial Health Presentation – San Manuel Program Officers
- Reflection – Michelle Decker
- Q&A Period
- Announcements

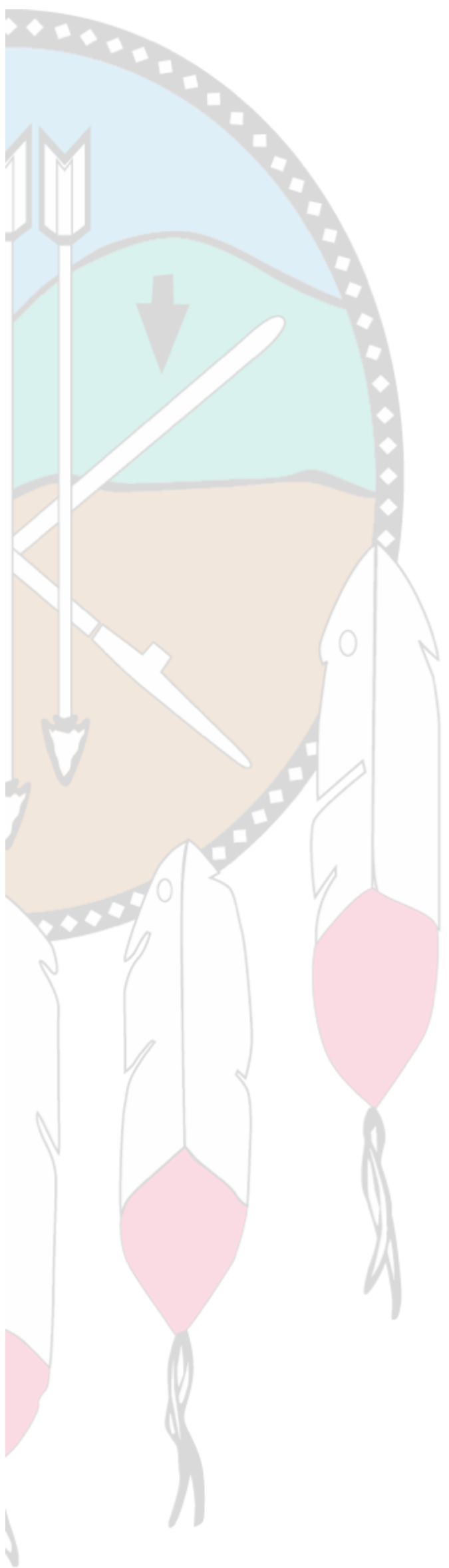
Webinar “Housekeeping” Information

- If you have questions, post them in the chat box
- Webinar will be recorded
- Presentation will be emailed after the webinar
- Survey will be emailed after the webinar
- Please remain muted during the presentation
- Turn off your camera if you’re not speaking

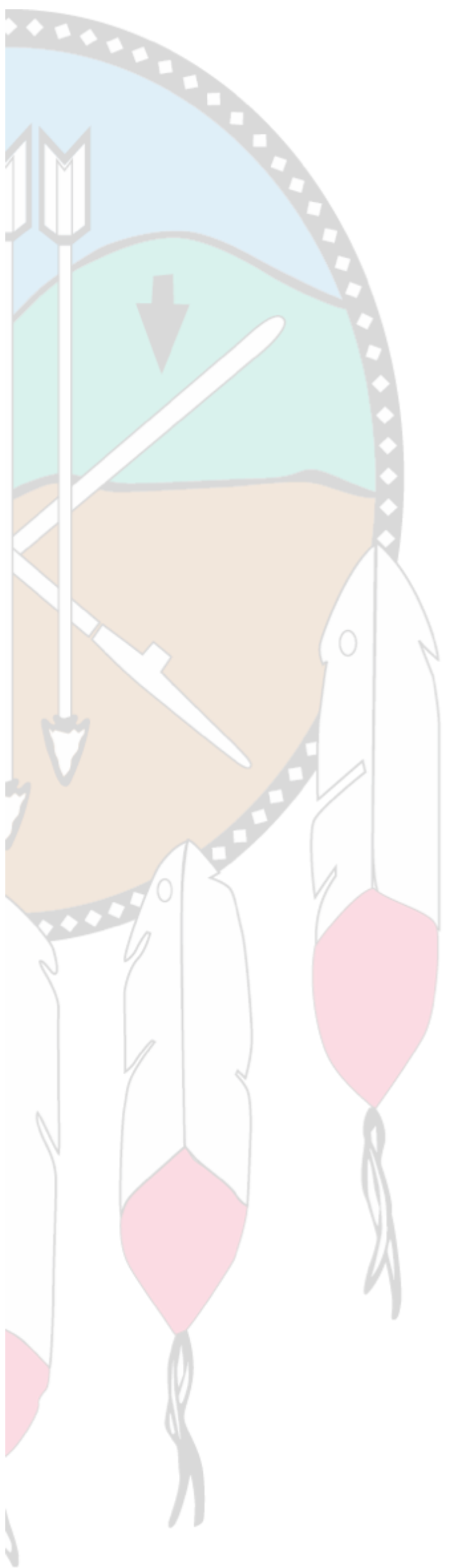


Welcome

Jacob Coin, Executive Advisor to the Chairman



San Manuel Strategic Philanthropy Introductions



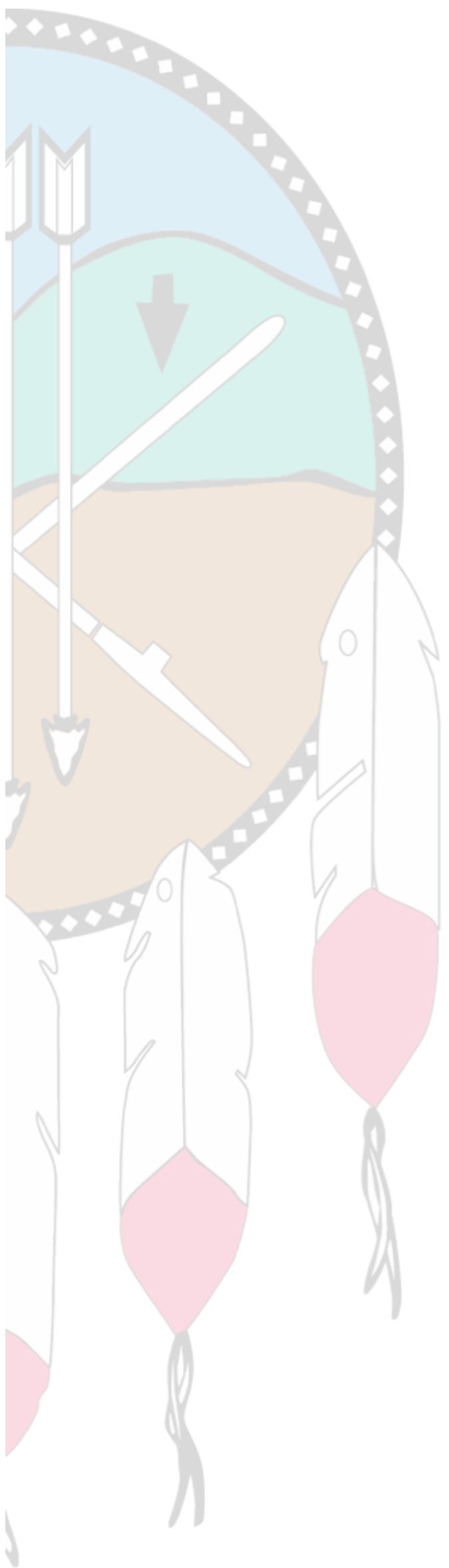
Guest Speaker Introductions

Inland Empire Community Foundation – Guest Speaker



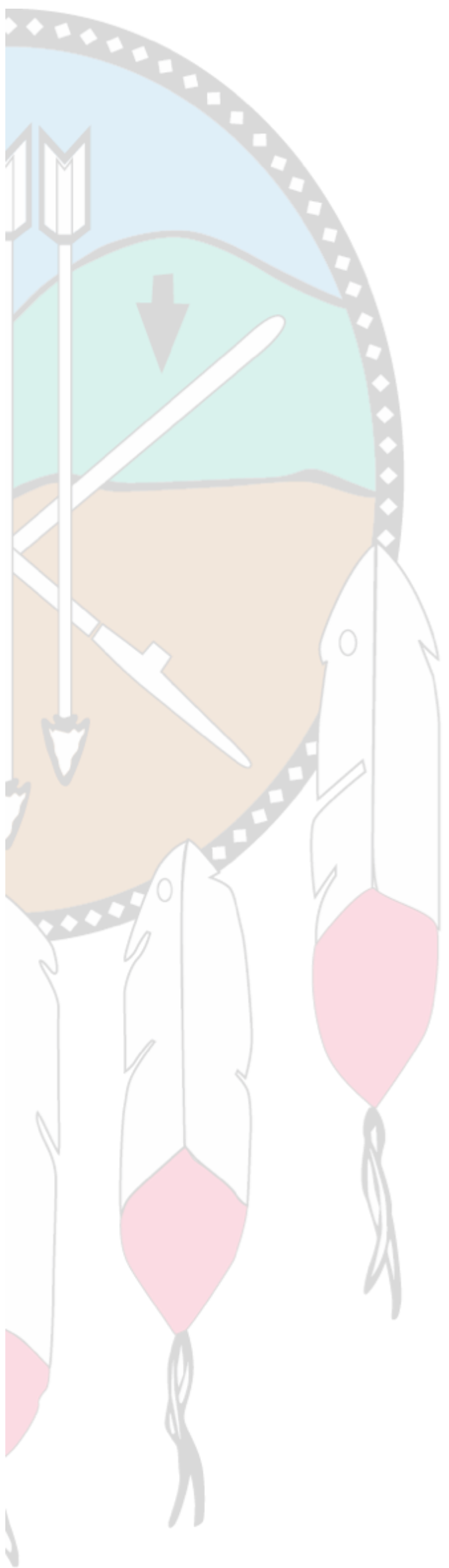
Michelle Decker President & CEO

- Experienced leader with over 27 years of experience in the area of community economic development
- Specializes in rebuilding or constructing nonprofit development organizations in both urban and rural communities
- Prior to joining the Inland Empire Community Foundation, Decker was CEO of Rural Action.



Financial Health Presentation

Strong Finances = Healthy Future



Coordinating Various Funding Streams

The Importance of Knowing Your Funding Streams

Ability to Leverage
& Maximize In-
Kind Resources

Financial
&
In-Kind
Resources

Diverse Revenue
Sources

Public
&
Private
Dollars

Deep & Durable
Relationships

Consistent
Funders
&
New Funders

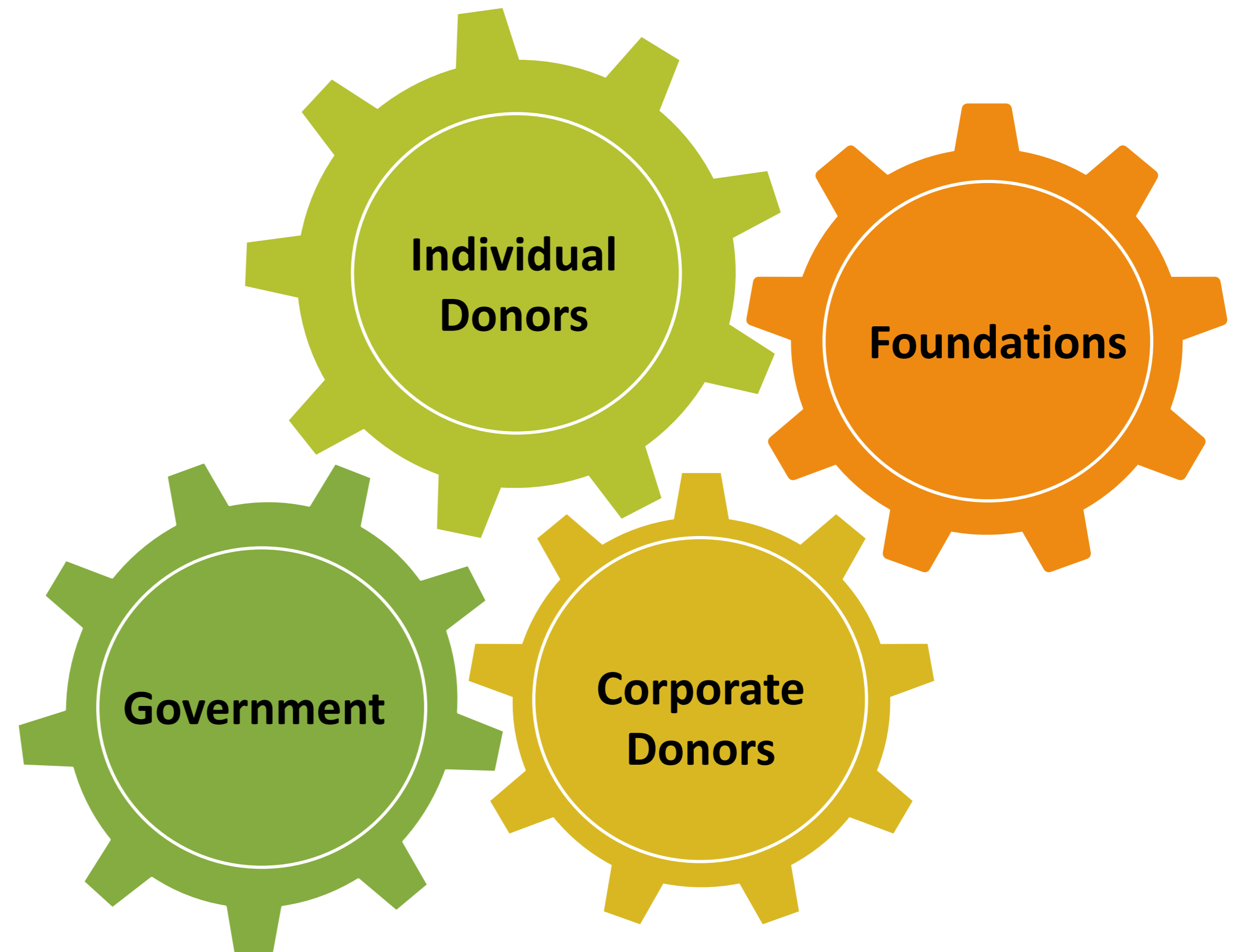
Demonstrate the
Appropriate
Expertise

Organizational
& Financial
Capacity

Types of Philanthropic Giving

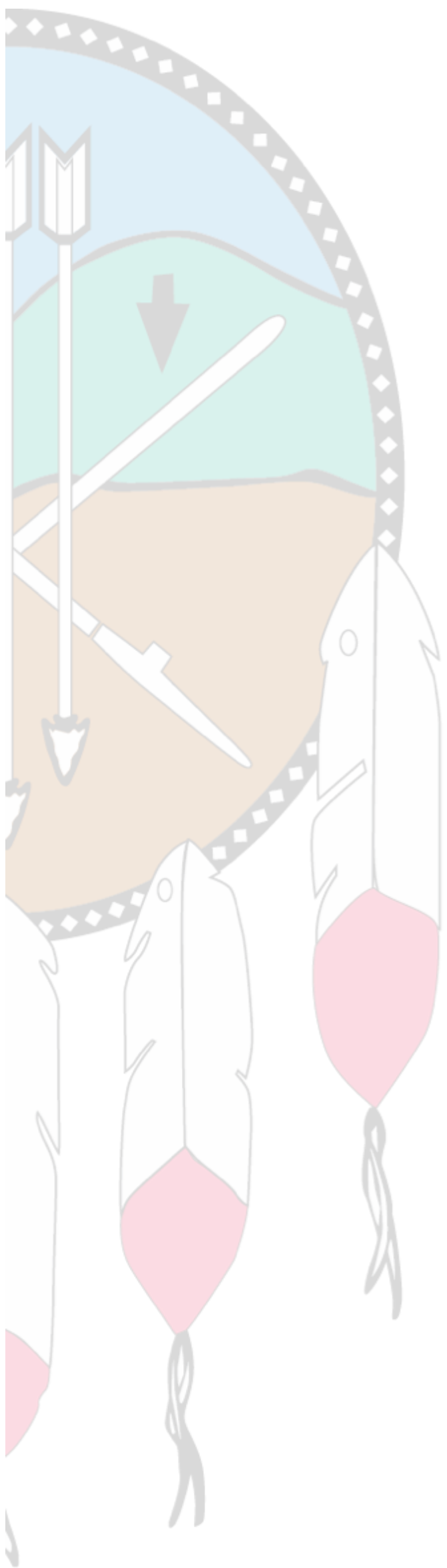
Types of Giving

- Volunteering
- Charity
- Major Grants (Multi-Year)
- Sponsorships
- Grantmaking
- Social Impact Investing



Coordinating Various Funding Sources

- What's required of us with this funding?
 - Matching Grant
 - Expenditure Timeline
- Flexible vs. Non-Flexible
- True Cost of taking on this Grant
- When will I be receiving the money?
 - Accounts Receivable
 - Impact Cash Flow/ 990 Form
- Reporting Requirements & Funding
- Can I leverage these dollars with other sources?

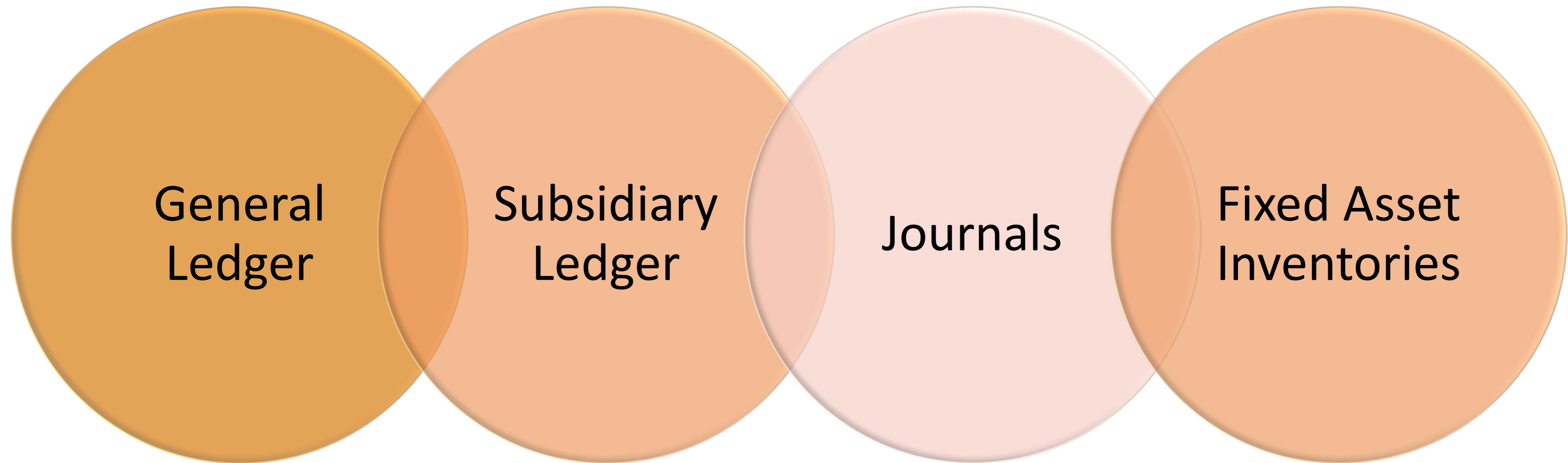


Accounting Methods

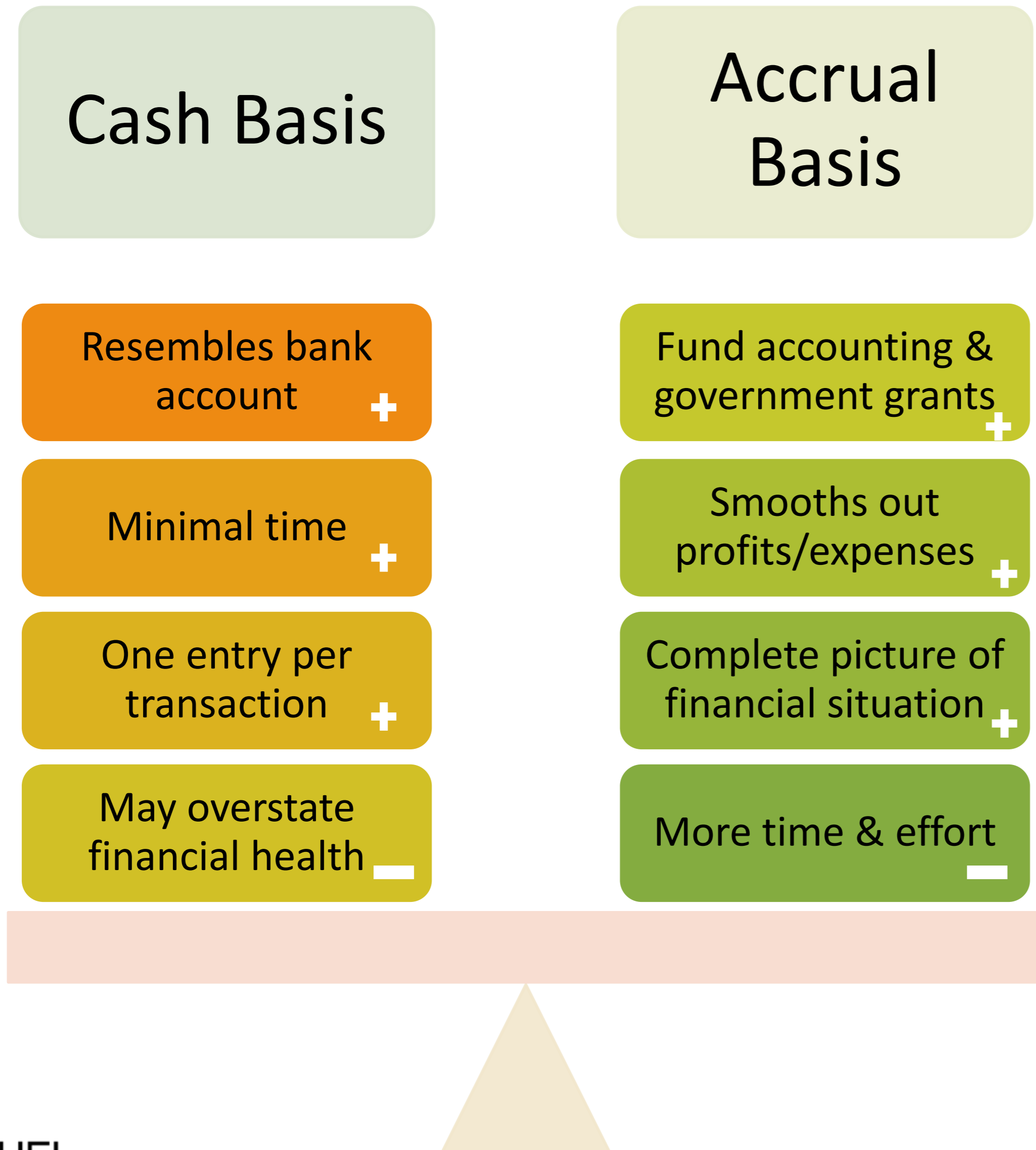
Comparing and Contrasting Accrual & Cash Basis Accounting

Components of an Accounting System

Attorney General's Guide for Charities: Best practices for nonprofits that operate or fundraise in California



Cash vs Accrual Accounting Methods

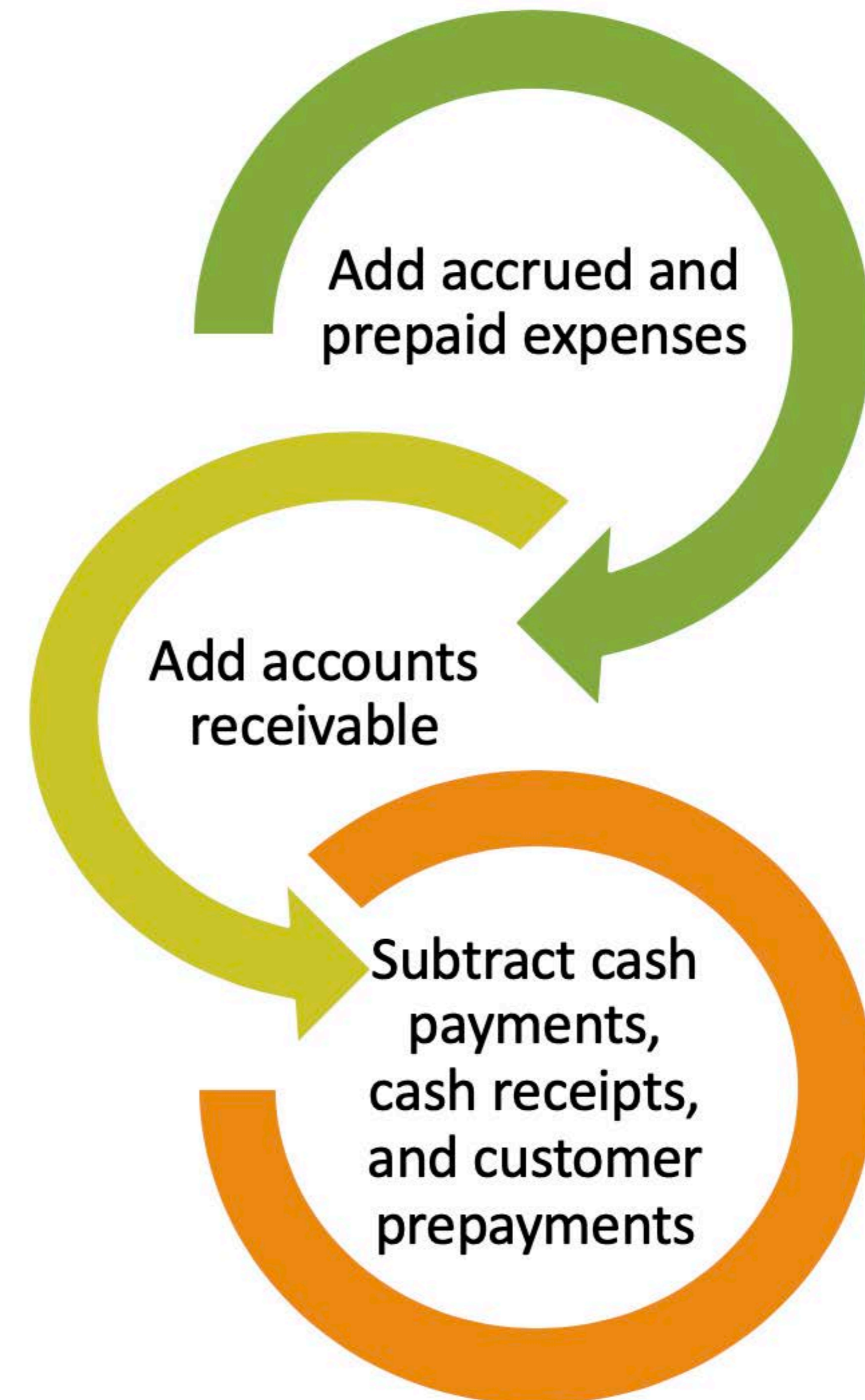


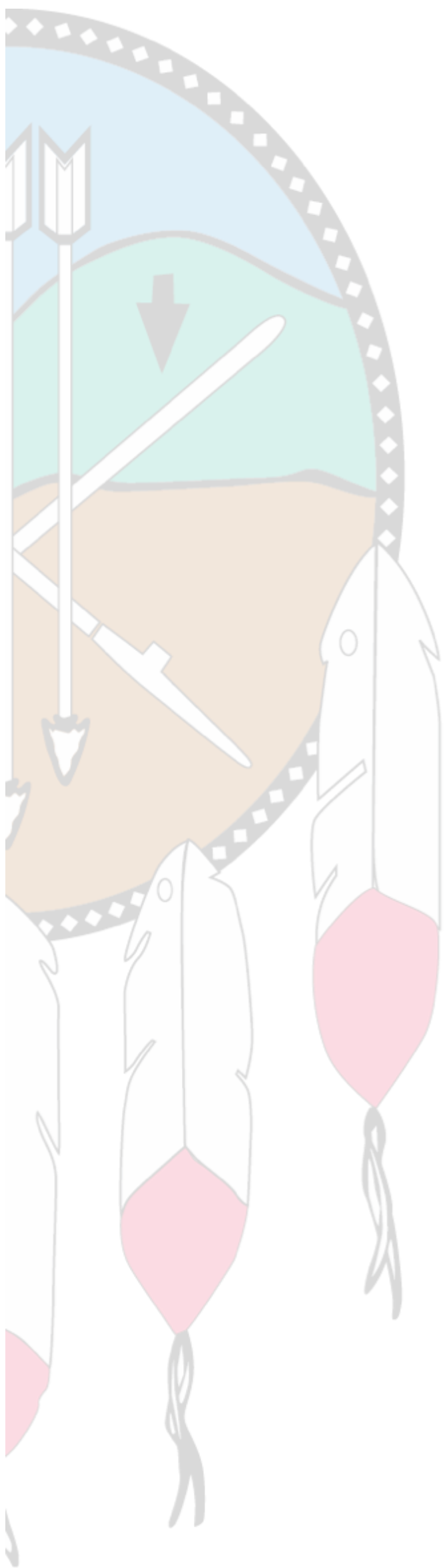
Cash Basis Accounting			
	<u>Jan.</u>	<u>Feb.</u>	<u>Mar.</u>
Revenue	\$ -	\$ -	\$6,700
Expenses			
Electricity	135	-	-
Rent		2,000	1,000
Insurance	<u>6,000</u>		
Net income	<u><u>\$(6,135)</u></u>	<u><u>\$(2,000)</u></u>	<u><u>\$5,700</u></u>

Accrual Basis Accounting			
	<u>Jan.</u>	<u>Feb.</u>	<u>Mar.</u>
Revenue	\$2,500	\$2,400	\$2,450
Expenses			
Electricity	110	150	145
Rent	1,000	1,000	1,000
Insurance	<u>500</u>	<u>500</u>	<u>500</u>
Net income	<u><u>\$ 890</u></u>	<u><u>\$ 750</u></u>	<u><u>\$ 805</u></u>

Want to Make a Change?

- Accrual more helpful with budgets over \$500,000 or government grants
- Most accounting software makes the switch easy





Expense Tracking for Nonprofits

Donor Management Best Practices

Expense Tracking for Nonprofits – Microsoft Excel

Pros

- Useful for business application
- Recent survey found that almost 90% of CFOs use Excel for business budgeting
- Excel is highly available/application can be found on approx. 450M desktops today
- Team members can use without additional onboarding/license
- High user adoption/people know how to navigate the program quickly
- Team members are used to working in spreadsheets and have their own workflows set

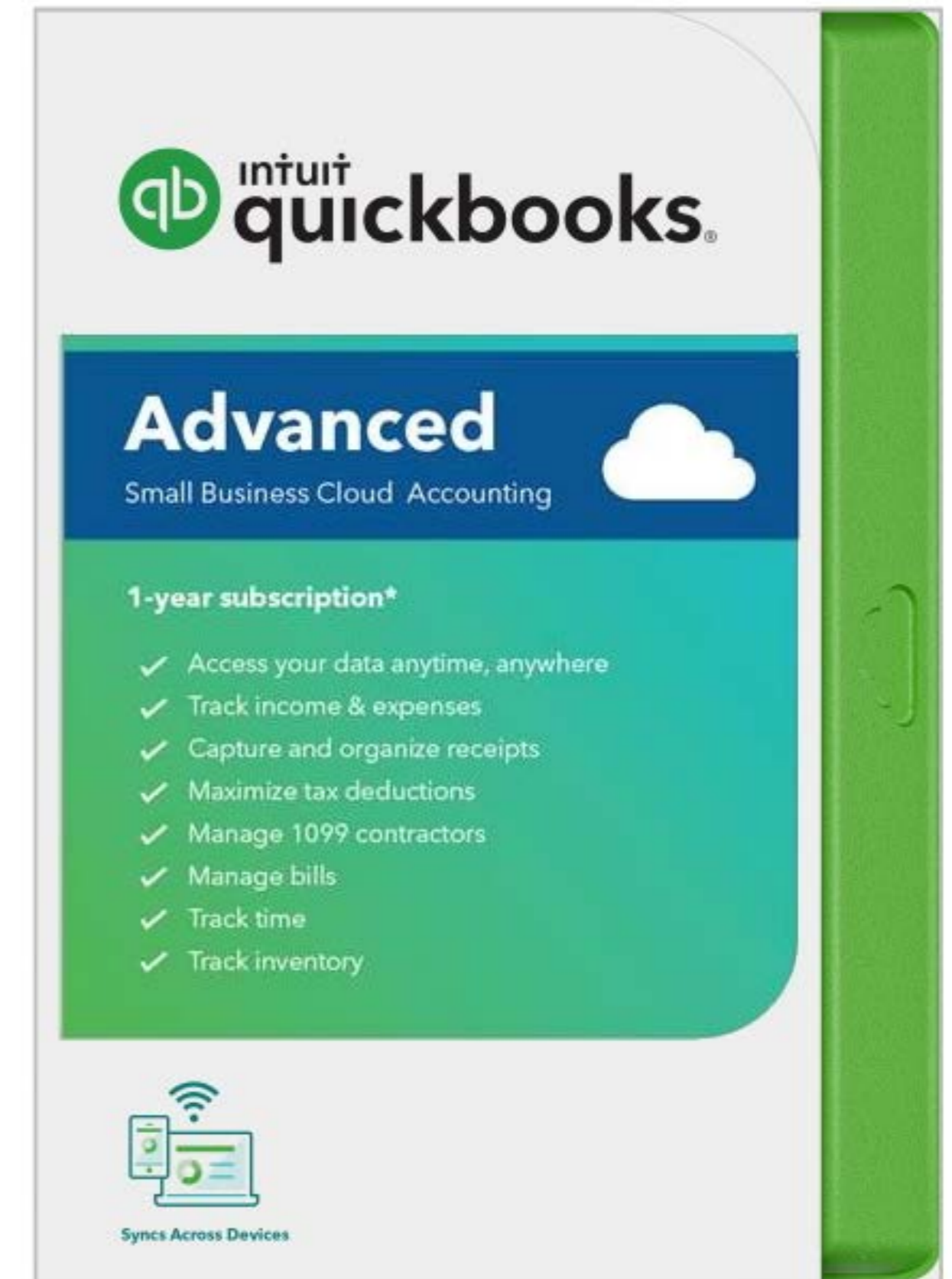
Cons

- Not designed to accomplish tasks that can be accomplished more efficiently w/a dedicated application
- Errors, mistakes, wasted time
- No collaboration access
- Issues with privacy & security
- Budgeting & forecasting may seem daunting
- Licensing may be a concern
- Teams could have a fear of change
- Teams may not want to learn a new product

Top Donor Management Software

Quick Books Online Advanced

- Track your business expenses in one place
- Track expenses via Quick Books Online and Mobile App
- Stay ready for tax time
- Manage your cash flow by accessing and sharing built in expense reports
- Helps keep tabs on your cash flow
- Track cash flow and improve decision making
- Easy to see funds coming and going with the cash flow dashboard
- Compare cash flow from different time periods



Top Donor Management Software

Donor Perfect

- Data in one place
- Data entry and payment processing synchronized
- Raise money online
- Reporting and Data Analytics
- Donor engagement
- Streamline fundraising events
- One Main feature: Accounting Integration with QuickBooks



Top Donor Management Software

Raiser's Edge NXT by Blackbaud Fund Accounting Software

- Track and report on transactions by net asset class to maintain FASB Compliance
- Maintain a clean account structure with the ability to capture program/grant/department information unique to your organization
- Govern your financials from user-specific access rights to powerful approval controls
- Easily manage unique financial reporting requirements & demonstrate stewardship of contributed funds
- Give managers and users access to actionable data to drive strategic decision making

A rectangular graphic with a green-to-blue gradient background. The text "Blackbaud Financial Edge NXT™" is centered in white.

Blackbaud Financial Edge NXT™

Top Donor Management Software



QuickBooks

Donor Perfect

Raiser's Edge NXT

Bloomberg

Neon CRM

Kindful

Net Suite

Classy

Donor Snap

Salsa CRM

Takeaways

Coordinating Various Funding Streams

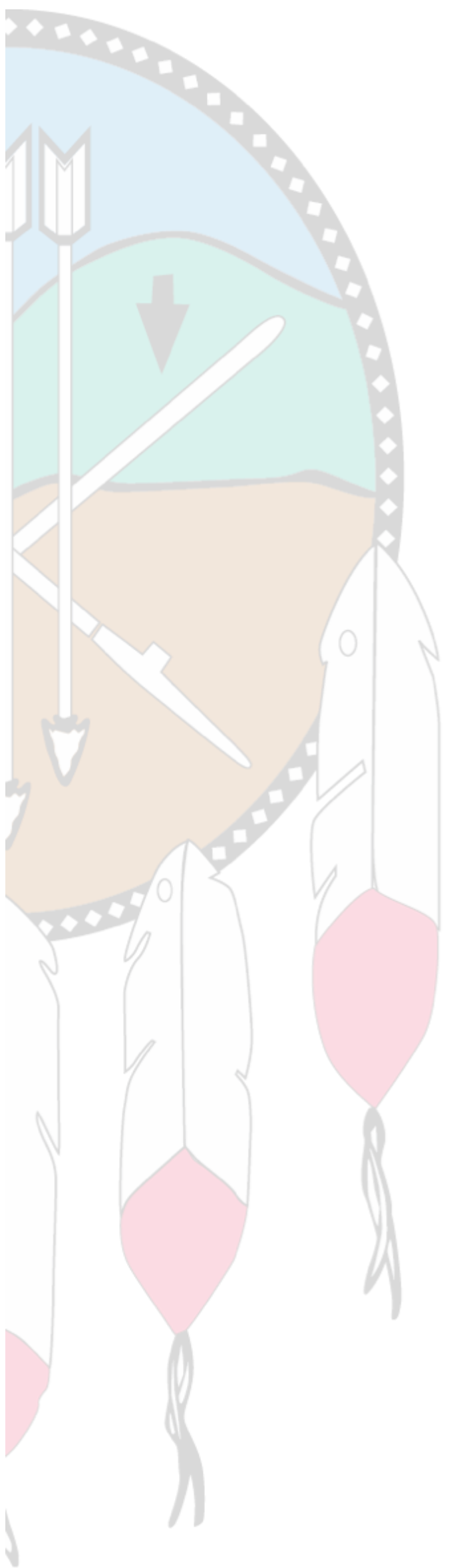
1. Know your funding sources and areas of flexibility
2. Be realistic of what you are able to deliver
3. Find the areas of intersection with your funding streams

Accounting Methods

1. Remember to check your books frequently
2. Cash basis accounting may misstate financial health
3. Accrual basis accounting helps smooth revenue/expenses over time

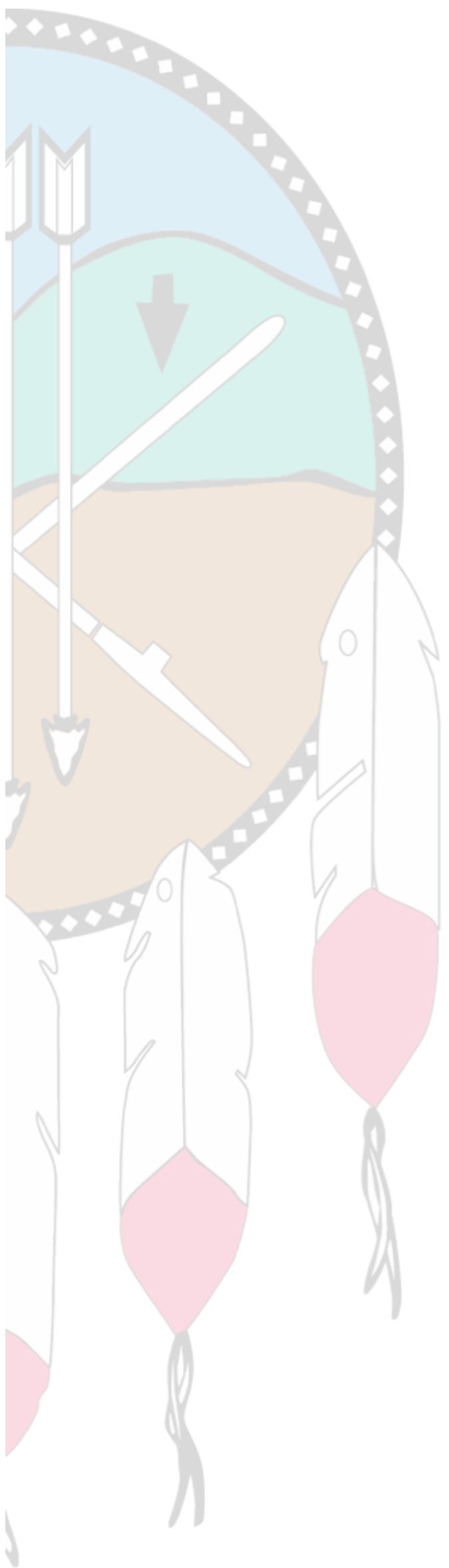
Expense Tracking for Nonprofits

1. Different options available for expense tracking
2. Think about which system works best for their nonprofit
3. Consider the cost prior to acquiring software

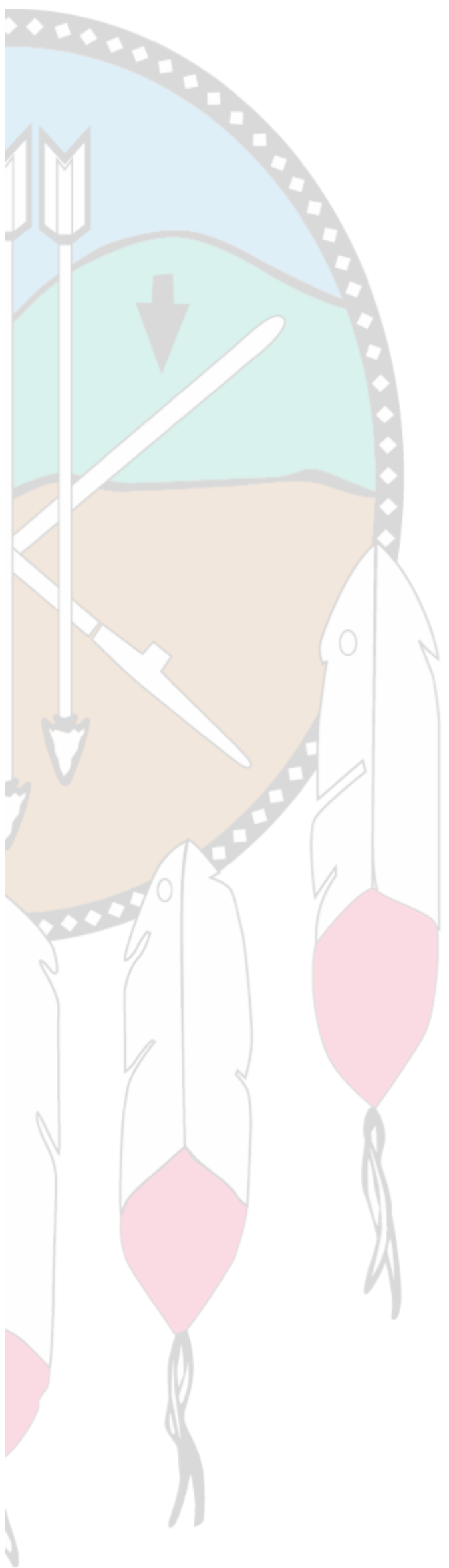


Reflections

Michelle Decker



Q&A Period



Announcements

Next Webinar

Fundraising During Times of Crisis

- **Date:** Wednesday, September 9, 2020
- **Time:** 10:00 a.m. – 11:00 a.m.
- **Guest Speaker:** Krista Berry Ortega, Programs Manager-West - *Candid*