

Empowering Financial Control in a Challenging Climate

CFG



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Charities like yours are still committed to good causes despite the current cost of living crisis and reductions in donations.

Financial sustainability is key to retain and strengthen your position

Empowering Financial Control in a Challenging Environment

58% of charity leaders said that generating income and finding **financial stability** was one of their three top challenges

86% of charitable organisations are worrying about the **effect of cost of living increases** will have on those that depend on their services

71% of charity bosses expressed concern over **managing increased demand** for their services

59% are concerned that **people will not continue to or begin to donate** to their cause because of the cost of living crisis

Regular polling of the public in March showed that **14%** of people plan to **cut back on charity donations** in the coming year

Over 80% of non-profits expect to **struggle with increased cost of utilities** for their own venues, as well as managing wage increases

Two thirds of charity chief execs are fretting about higher prices of stock, supplies and equipment

Overall, **35%** believe their organisation will struggle to survive altogether

Partnership required for Financial Sustainability

Collectively need to understand

- Mission/Role of the charity
- Funding requirements to honour commitments
- Source of funding
- Reserves needed
- Resources needed
- Collaboration required



Overcoming the frustrations of manual reporting

45%:
Manual, time
consuming reporting



5 -20 days per month
In a year that **60- 240 day!**



Common Reasons for Manual Reporting

System doesn't offer that functionality e.g. budgets

Chart of Accounts not structured to facilitate that type of report

Sheer volume of accounts make it difficult to report/consolidate


Legacy system can't export so have to transcribe figures

I don't have access to that information

System only available during office hours



Good Practice

-  Your Chart of Account Structure can accommodate the data you want to bring in (Statistical/Financial)
 - Forecasts
 - Payroll Journals
 - Common statistical metrics/kpis etc
- Find ways to automate the importing of data automatically even if done once or twice a day
- Design dashboards/reports specifically for different users and their data needs with ability to drill down
- Be available if users don't understand – Trusted Advisor
- Schedule certain reports to run automatically and be delivered directly to the user(s)
 - CRM Systems
 - Membership/Donor Systems
 - HR/Payroll Systems
 - Payment Systems
 - EPOS Systems
- Take feedback



Finance Solution

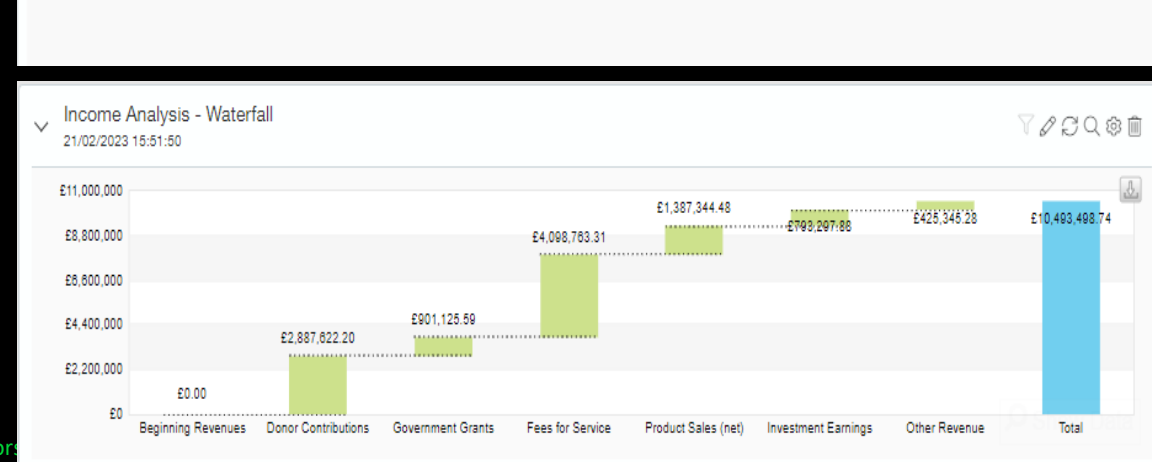


ISE with Dept Budget Comparison
21/02/2023 15:43:24

	Community Justice			Employment Services			Program Services			Energy Advice & Advisory			All Departments	
	Actual	Budget	% Var	Actual	Budget	% Var	Actual	Budget	% Var	Actual	Budget	% Var	Actual	Budget
Revenue & Expenditures														
Opening Revenue	316,824.96	1,720,000.00	(81.32)%	8,320.00	0.00	100.00%	122,000.00	0.00	100.00%	170,000.00	0.00	100.00%	6,117,156.58	6,750,000.00
Grant Revenue	288,888.10	58,217.71	507.28%	43,423.19	0.00	13.07%	75,497.58	28,424.12	168.26%	17,014.89	42,868.87	133.07%	622,533.57	189,220.00
Tuition	2,500.00	0.00	100.00%	1,850.00	0.00	100.00%	0.00	0.00	0.00%	6,000.00	0.00	100.00%	1,862,000.00	0.00
Market Fees	40.00	0.00	100.00%	2,452.00	0.00	100.00%	0.00	0.00	0.00%	0.00	0.00	0.00%	29,510.00	0.00
State	2,000,000.00	0.00	100.00%	1,765.10	0.00	100.00%	370,000.00	0.00	100.00%	1,843,326.00	0.00	100.00%	1,843,326.00	0.00
Service Fees	442,748.22	661,400.86	(33.45)%	373,000.00	0.00	100.00%	546,846.15	623,200.00	(13.27)%	623,200.00	0.00	100.00%	2,207,660.00	2,207,660.00
Other Revenue	388,744.72	491,385.16	(21.07)%	131,544.50	0.00	100.00%	146,303.94	171,871.41	(15.07)%	202,208.00	224,026.94	(10.67)%	1,919,275.00	(13,977)
Total Opening Revenue	3,493,218.87	2,478,033.47	41.19%	1,741,105.83	0.00	100.00%	2,274,914.24	2,471,920.23	0.61%	674,950.14	674,950.14	0.00%	6,719,450.31	39,490
Expenditures														
Program Expenditures	1,066,272.84	800,700.00	33.16%	319,014.87	367,810.00	(12.20)%	73,846.15	105,100.87	(30.26)%	83,720.00	1,510.44	(11.95)%	1,625,066.78	1,470,000.00
Administrative Fees	641,688.00	320,388.00	100.00%	61,541.40	50,812.21	(18.85)%	68,008.88	68,428.00	0.29%	37,728.00	(13.85)%	706,300.48	480,487.07	
Program Expenses	846,623.28	660,843.50	27.96%	522,241.88	591,588.00	(11.54)%	842,428.38	360,274.22	4.42%	160,388.28	188,817.58	(14.54)%	1,806,181.74	1,840,200.98
Contingency	228,983.28	138,732.87	63.54%	180,378.50	223,225.00	(18.84)%	81,711.41	106,877.85	(23.36)%	88,208.00	103,208.00	(15.50)%	506,844.51	519,813.14
General & Administrative Expenses														
Bad Debt Expenses	16,182.43	17,413.72	(7.20)%	0.00	0.00	0.00%	0.00	0.00	0.00%	0.00	0.00	0.00%	16,182.43	17,413.72
Business Licenses and Permits	37,802.20	43,885.00	(14.80)%	24,100.84	27,004.00	(10.89)%	3,211.30	3,714.45	(13.89)%	17,268.99	16,860.77	2.42%	65,468.12	(13,938)
Compliance Fees	86,289.82	18,700.00	354.46%	24,229.24	24,968.04	(29.80)%	24,997.14	24,417.42	2.41%	42,499.47	46,948.10	(9.91)%	178,905.27	148,868.87
Total Conferences, Conventions, and Meetings	98,289.82	18,700.00	354.46%	24,229.24	24,968.04	(29.80)%	24,997.14	24,417.42	2.41%	42,499.47	46,948.10	(9.91)%	178,905.27	148,868.87
Equipment Rental	1,000.00	0.00	100.00%	120,000.00	0.00	100.00%	0.00	0.00	0.00%	0.00	0.00	0.00%	121,000.00	0.00
Heat/Power	146,202.20	87,073.17	67.86%	0.00	0.00	0.00%	24,733.21	20,000.00	23.66%	17,442.78	20,242.82	(13.85)%	168,916.16	138,000.00
Office Supplies	159,481.48	74,381.40	114.78%	28,223.88	24,000.87	17.98%	87,841.43	80,877.88	8.87%	83,181.00	47,861.89	73.33%	327,442.01	258,000.00
Total Office Supplies	159,481.48	74,381.40	114.78%	28,223.88	24,000.87	17.98%	87,841.43	80,877.88	8.87%	83,181.00	47,861.89	73.33%	327,442.01	258,000.00
Printing and Courier	146,202.20	174,502.20	(16.85)%	61,387.58	100,000.00	(38.67)%	0.00	160,288.00	161,776.50	(1.23)%	160,288.00	161,776.50	604,902.74	160,288.00
Travel Expenses	160,514.48	81,246.15	104.81%	84,917.41	98,817.00	(13.04)%	116,496.16	116,399.30	0.09%	28,812.24	32,447.20	(11.20)%	348,843.30	348,843.30
Total General & Administrative Expenses	3,411,988.87	2,587,056.72	31.87%	1,270,472.80	1,332,620.81	(4.67)%	898,833.28	884,734.87	0.81%	961,750.51	951,233.22	1.00%	6,240,859.00	5,850,547.32
Net Revenue less Expenditures	841,820.10	321,874.79	68.19%	470,630.13	(88,201.77)	(22.01)%	1,376,709.79	1,422,988.68	(3.01)%	1,348,603.02	188,668.27	3.98%	3,468,603.02	1,212,637.81

Grant Positions
22/02/2023 11:49:47

	Revenue			Remaining Draw	Expenditures	
	Award Amount	Revenue Booked	Inception To Date 31/12/2021		Inception To Date 31/12/2021	Remaining Spend
Grants & Contract Funds						
Health Initiative 1 Grant	1,435,000.00	1,430,000.00	5,000.00	1,211,830.29	193,169.71	
Travis County Contract	430,000.00	150,000.00	280,000.00	56,150.00	343,850.00	
Rural Health Network	200,000.00	0.00	200,000.00	9,250.00	190,750.00	
Slymehm Award	300,000.00	125,000.00	175,000.00	10,000.00	290,000.00	
Total Grants & Contract Funds	2,365,000.00	1,675,000.00	630,000.00	1,290,230.29	1,014,769.71	



Benefits of reducing manual reporting



STREAMLINED AND
AUTOMATED REPORTING



MORE TIME TO FOCUS
ON VALUE ADD



PROVIDE A FINANCE
PARTNERING/TRUSTED
RELATIONSHIP



SINGLE SOURCE OF THE
FINANCIAL TRUTH



COMMON METRICS/KPIS
ACROSS THE CHARITY



MEASURE
SUCCESS/OUTCOMES

Real-time visibility for essential decision making

43%
Lack of real-time visibility
into key metrics and
performance

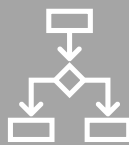


Good Practice for reviewing Real-Time data needs

What decisions need to be made?

01

What



What real-time data do you need?

02

What



Who needs the data?

03

Who



What format should the data be?

04

Format



Access

05

How will they access it?



Where

06

Where are they accessing the information?



How

07

How will they know what decision?



Feedback

08

Feedback on data

Good Practice – Targeted Real-time data

This screenshot shows a navigation menu on the left with 'Dashboards' highlighted. A dropdown menu is open, showing a list of roles with yellow star icons next to some of them. The roles listed are: A/P Manager, A/R Manager, Board Member, CFO (with star), Controller, Department Head, Finance Director (with star), Fixed Asset Manager, Grant Manager (with star), HR Manager, Operations - Purchasing/AP, Ops Leads (with star), Program Manager (with star), and Project Manager.

- Dashboards
- Platform Services
- Dashboards**
- Reports
- Budgets
- General Ledger
- Accounts Payable
- Purchasing
- Time & Expenses
- Accounts Receivable
- Projects or Grants
- Cash Management
- Inventory Control
- Order Entry
- Fixed Assets
- Additional Dimension
- Company

All

- ⊕ Dashboards
 - Analysis Views
 - Compliance
 - Fundraising Efficiency:Fundr...
 - Nonprofit Board Book
 - Outcomes
 - Role Based Dashboard
 - See Also:Demo Resources

- A/P Manager
- A/R Manager
- Board Member
- CFO ★
- Controller
- Department Head
- Finance Director ★
- Fixed Asset Manager
- Grant Manager ★
- HR Manager
- Operations - Purchasing/AP
- Ops Leads ★
- Program Manager ★
- Project Manager

This screenshot shows a dashboard overview page. The 'Dashboards' section is expanded, and a dropdown menu is open for 'Nonprofit Board Book', showing three dashboard options with yellow star icons: 'Financial Health Dashboard', 'My Balance Sheet Graphs', and 'My Income Stmt Graphs'. An 'Overview' link with an external icon is visible in the top right.

All [Overview](#)

- ⊕ Dashboards
 - Analysis Views
 - Compliance
 - Fundraising Efficiency:Fundr...
 - Nonprofit Board Book
 - Financial Health Dashboard
 - My Balance Sheet Graphs ★
 - My Income Stmt Graphs ★
 - Outcomes
 - Role Based Dashboard
 - See Also:Demo Resources

Good Practice – How?

Total Gifts Received

Top 10 funders
21/02/2023 11:32:16

Revenues	Period Ending	Revenues
Health Initiative 1	31/12/2021	1,400,000.00
Global Research		425,000.00
Susipri Foundation		300,000.00
Resource Network		250,000.00
Digital Humanities		
Travis County		
Slytherin		
Tarrant County		
Holcombe Foundation		
Claremont		
Total Active Customers		

Clients per Program
21/02/2023 11:38:16

Community Justice	
Employment Services	
Energy Advice & Advocacy	
Management & General	

Collaboration

Post File Link Snapshot

What are you working on

Share

Karla Grace

31/12/2021 All locations All projects All customers Clear

Fundraising Efficiency: Fundraising Efficiency

Avg Gift Amount £200 this year -£33 vs. prior year	Avg Donor Giving £611 this year -£3 vs. prior year
Avg # of Gifts per Donor 3.04 this year +0.41 vs. prior year	Net Per Active Donor £520 this year +£3 vs. prior year
Cost per £ Donated £0.19 this year +£0.01 vs. prior year	Fundraising Cost per Donor £76 this year +£10 vs. prior year
Active Donor Ratio 37.95% this year -29.24 vs. prior year	Fundraising Expense Ratio 4% this year -0 vs. prior year

Contributions by Campaign
21/02/2023 11:47:21

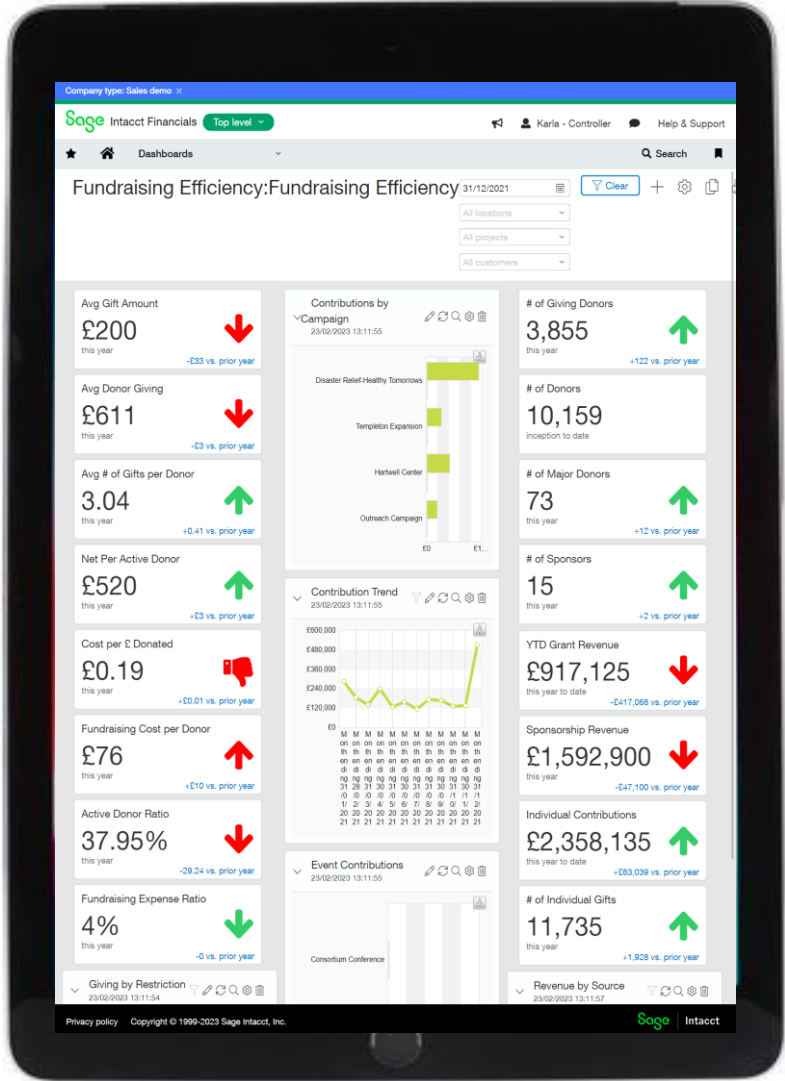
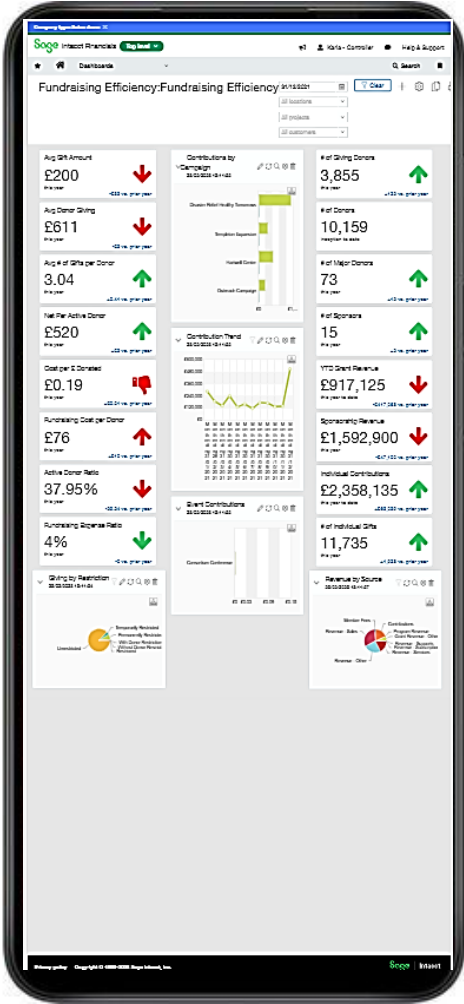
Contributions Trend
21/02/2023 11:47:46

Giving by Restriction
21/02/2023 11:48:33

Revenue by Source
21/02/2023 11:48:38

# of Giving Donors 3,855 this year +122 vs. prior year	# of Donors 10,159 inception to date
# of Major Donors 73 this year +12 vs. prior year	# of Sponsors 15 this year +2 vs. prior year
YTD Grant Revenue £917,125 this year to date -£417,068 vs. prior year	Sponsorship Revenue £1,592,900 this year -£47,100 vs. prior year
Individual Contributions £2,358,135 this year to date +£83,039 vs. prior year	# of Individual Gifts 11,735 this year +1,928 vs. prior year

Good Practice – Mobile access



Benefits of Real-time visibility



CONTROL SPENDING. EVIDENCE TO NEGOTIATE WITH SUPPLIERS



FINANCE PARTNERING/TRUSTED RELATIONSHIP



IMPROVE SERVICES TO EXISTING CLIENTS



REDUCE COSTLY SERVICES



OFFER ADDITIONAL SERVICES



TARGET SPONSORS/DONORS



MEASURE SUCCESS/OUTCOMES



SCALABILITY AND GROWTH

The roles of non-profit finance leaders through evolving digitalisation



Evolving technology and digitalisation

NFP leaders need to get educated about the technology that is out there and think how you can adopt

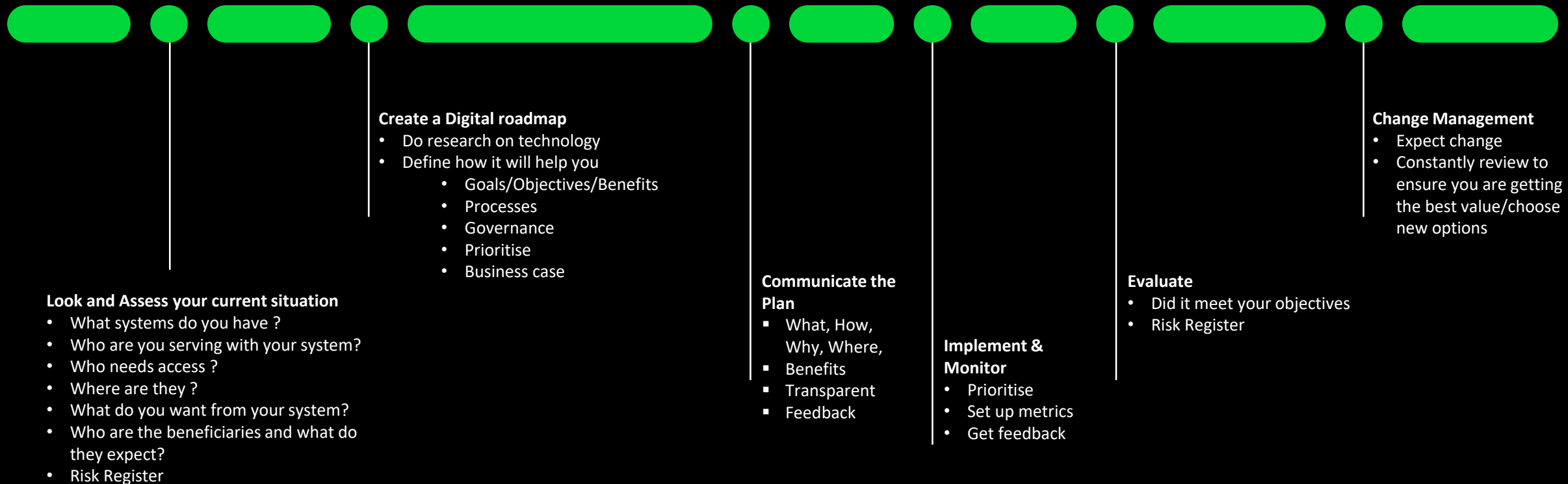
Current climate suggests Leaders have to think not only in terms of our financial systems

- Compliance e.g GDPR, MTD
- Infrastructure & Cyber Security
- Digital islands/systems
- Little or no collaboration with other charities
- Providing access to all stakeholders not just finance e.g. Volunteers, Donors, Members, etc
- Brand Reputation

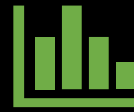
Remember technology is an enabler not the silver bullet.

Evolving technology and digitalisation

By digitising your business, you open up a world of possibilities for growth and innovation and more importantly vital funds



Benefits of Digital footprint



REDUCE SPEND OF
MULTIPLE SYSTEMS



SOLUTIONS TO ADDRESS
REAL BUSINESS NEEDS



IMPROVE SERVICES



REDUCE COSTLY
SERVICES



MORE DATA INSIGHTS



TARGET
SPONSORS/DONORS

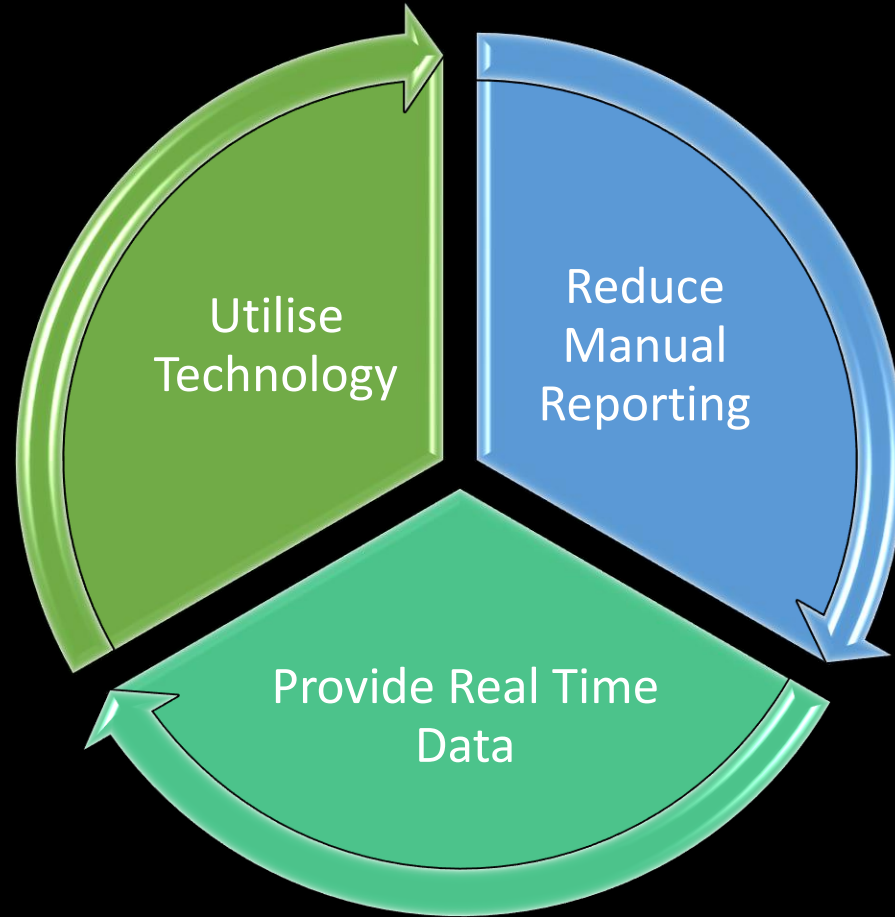


MEASURE
SUCCESS/OUTCOMES



SCALABILITY AND
GROWTH

Summary



Empowering Financial Control in a Challenging Climate

For More Information

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Sage NFP Exchange event
11th July 2024 @ The Shard

