CRM User Forum

August 18, 2021 Rich White – John Kuehn – Don Day

Objectives

- Summer cleanup:
 - Creating an "unworked list"
 - Creating the Pledges Aging Receivable report
- Creating payment reminders review of process
- Adding an event for Scouting Gives important pre-steps
- Questions

SUMMER CLEANUP



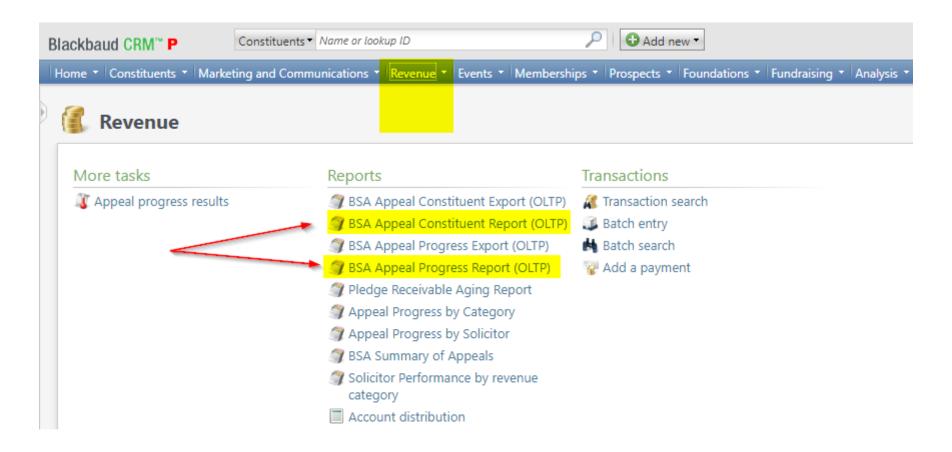
UNWORKED LIST



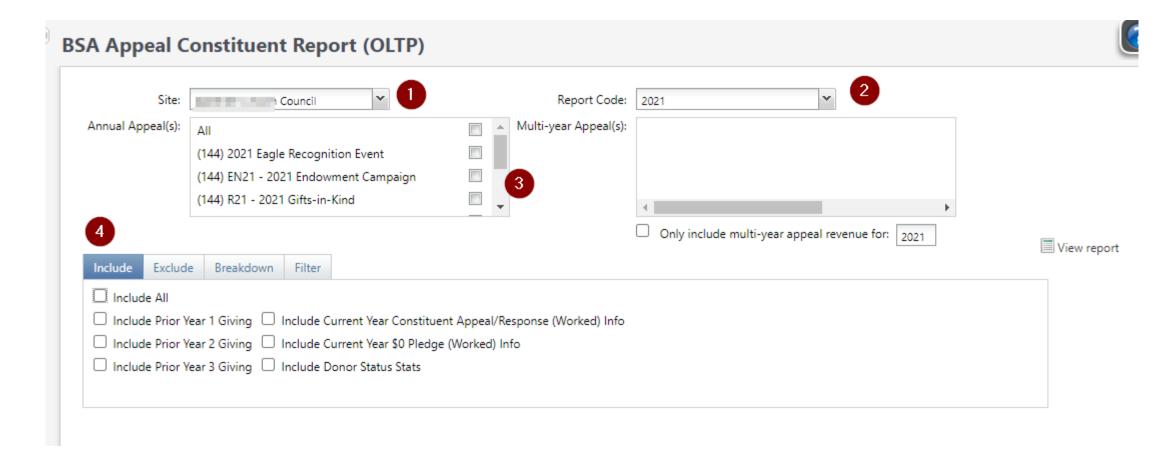
"Easy Button" Reports

- Appeal Constituent Report
 - Unworked or worked report
 - Flat list report
 - Export to PDF or Excel
- Appeal Progress Report
 - How are we doing this year compared to prior year
 - Export to PDF or Excel

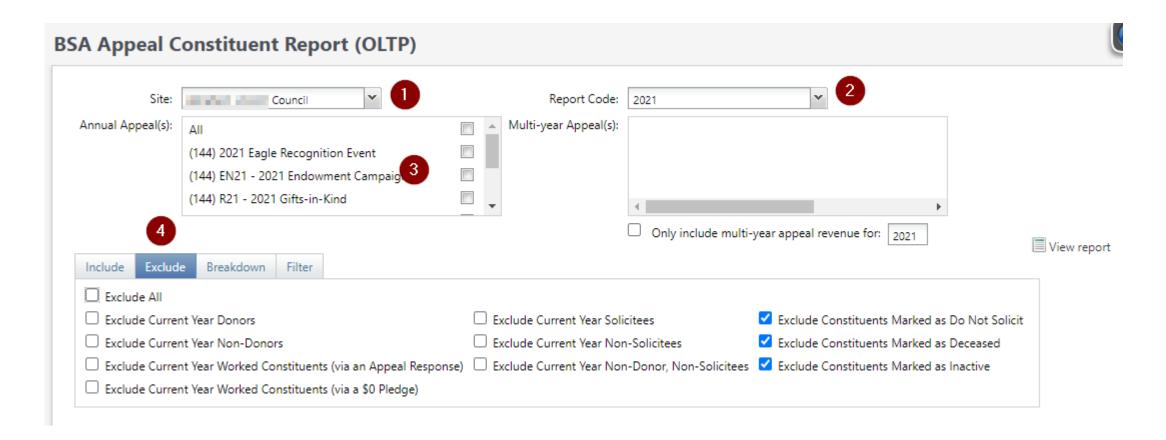
"Easy Button" Reports



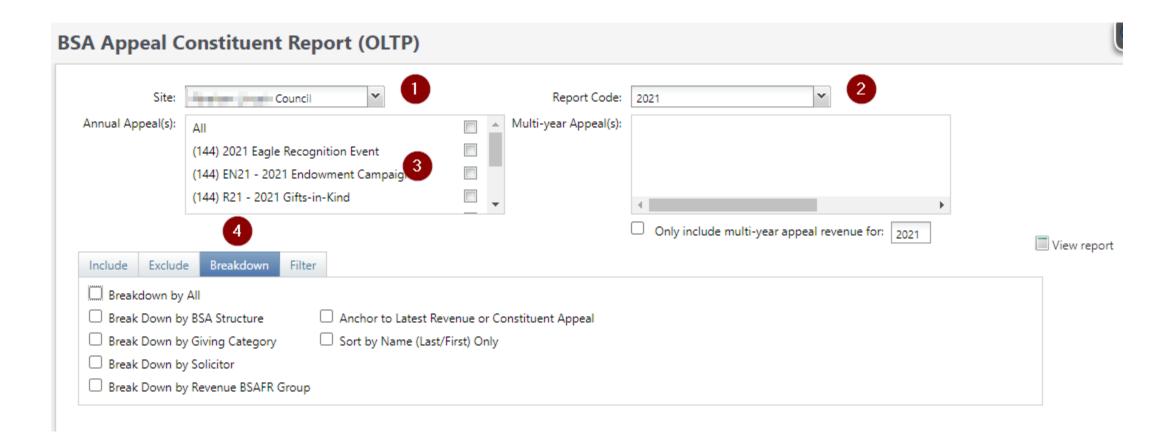
BSA Appeal Constituent Report



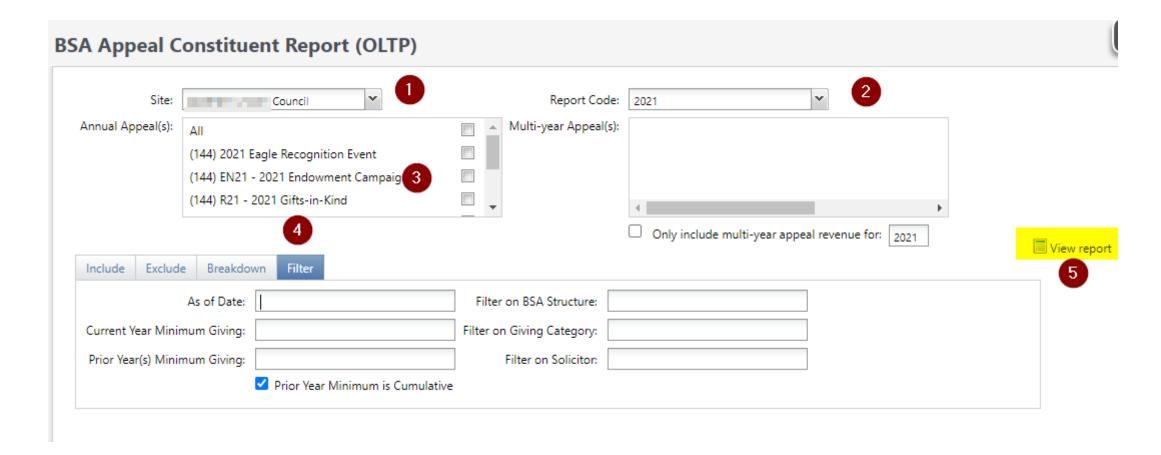
BSA Appeal Constituent Report - Exclude



BSA Appeal Constituent Report - Breakdown



BSA Appeal Constituent Report – Filter - View



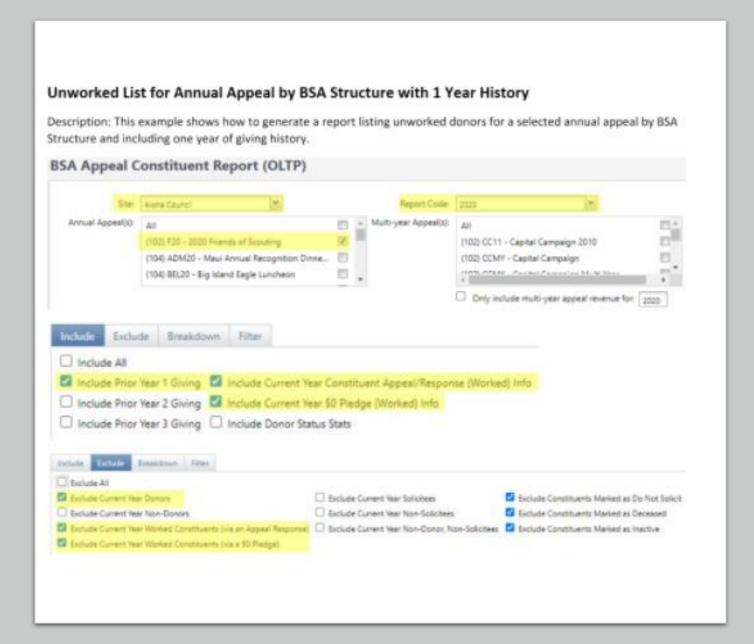
BSA Appeal Constituent Report (OLTP)

			,			
CY Appeal: S21 - 2021 Friends of Scouting				A	s of 8/	18/2021
PY1 Appeal: S20 - 2020 Friends of Scouting						
PY2 Appeal: S19 - 2019 Friends of Scouting						
PY3 Appeal: S18 - 2018 Friends of Scouting						
Pack 0422 (Individual, Lapsed, Unworked)						
Community Campaign, [No Solicitor],						
Commonly Campaign, (10 Commonly,	1	Contribution	Paid	Write-off	Balance	Sol Credit
AND THE PARTY OF T	CY	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
St. Committee St.	PY1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	PY2	\$500.00	\$500.00	\$0.00	\$0.00	\$0.00
	PY3	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Crew 2727 Individual, Lapsed, Unworked)						
Family Campaign, C	-		_			
	1	Contribution	Paid	Write-off	Balance	Sol Credit
The state of the s	CY	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
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	PY2	\$185.00	\$185.00	\$0.00	\$0.00	\$185.00
	PY3	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
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Community Campaign, [No Solicitor],	-)			
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	PY2	\$100.00	\$100.00	\$0.00	\$0.00	\$0.00
	PY3	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
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Family Campaign, Cam		100				
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	CY	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Control of the Contro	PY1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	PY2	\$50.00	\$50.00	\$0.00	\$0.00	\$50.00
	PY3	\$50.00	\$50.00	\$0.00	\$0.00	\$50.00
Abid						



Report Cookbook

- Can be found on the 'Files' tab of the BBCRM Users Forum on Workplace
- Contains 'recipes' for several reports



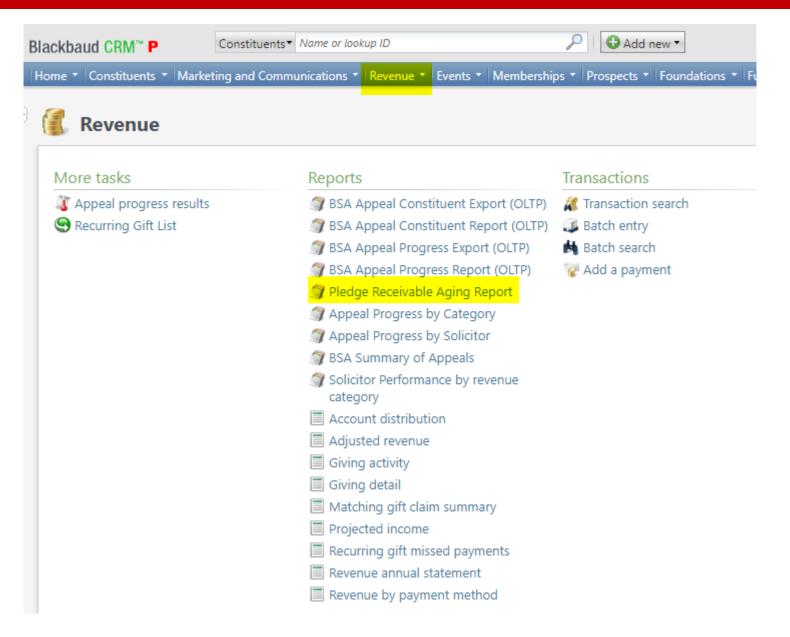
PLEDGES AGING RECEIVABLE



Pledge Aging Receivable Report

- Print report and give to management to review:
 - All open pledges
 - Share with management to determine how to contact those behind in payment
- Is a "data warehouse" report

When should follow-up begin on donors behind in payments?



Pledge Receivable Aging Report



Run Date:	8/18/2021	Pledge Receivable Aging Report				Page 1 of 17		
Run Time:	8:00:13	Council						
Selection Option	IS:							
	BSA Organization:	Control of the Control						
	Report Code:	2021						
	Appeal:	S21 - Friends of	Scouting 2021					
	Giving Category:	ALL	-					
Appeal:	-	property of the same of						
BSA Structure:								
Giving Category		Community Gifts						
		Pledge	Pledge	Pledge	Current		Past Due	
Constituent Nam		Date	Amount	Balance	Due	30+	60+	90+
Phone No: (1		22-Jun-21	515.00	343.34	0.00	0.00	0.00	0.00
		Community Gifts Total:	515.00	343.34	0.00	0.00	0.00	0.00

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 Run Date:
 8/18/2021
 Pledge Receivable Aging Report
 Page 6 of 17

 Run Time:
 8:03:15

Appeal:
BSA Structure:
Giving Category:
Family Gifts

	Pledge	Pledge	Pledge Current		Past Due			
Constituent Name	Date	Amount	Balance	Balance Due		60+	90+	
Phone No: (11-Jun-21	250.00	2 250.00	0.00	0.00	0.00	0.00	
Phone No:	10-Mar-21	125.00	125.00	0.00	0.00	0.00	125.00	
Phone No. (047) 772-4415	12-May-21	125.00	62.50	0.00	0.00	0.00	0.00	
Phone No:	25-Jun-21	128.75	85.84	0.00	0.00	0.00	0.00	
Phone No: (11-Jun-21	250.00	250.00	50.00	0.00	0.00	0.00	
Phone No: (11-Jun-21	125.00	83.34	0.00	0.00	0.00	0.00	
	Family Gifts Total:	1,003.75	856.68	50.00	0.00	0.00	125.00	
	Five Creeks Total:	1,128.75	919.20	50.00	0.00	0.00	125.00	

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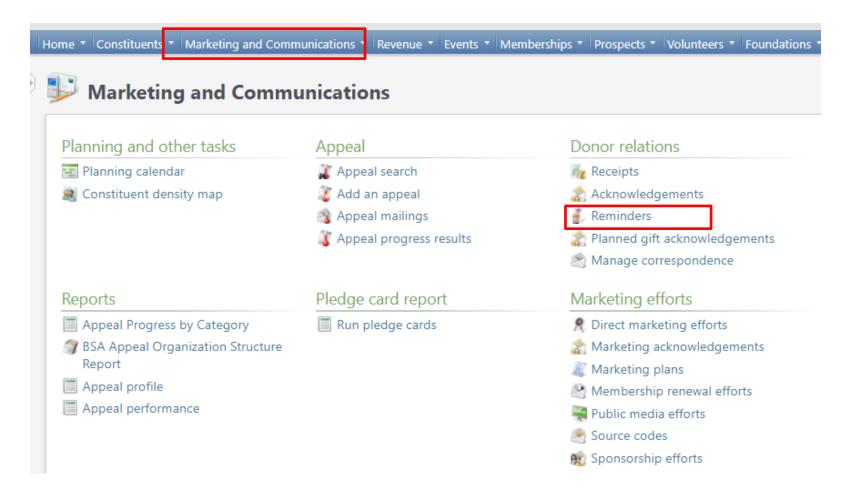
PAYMENT REMINDERS



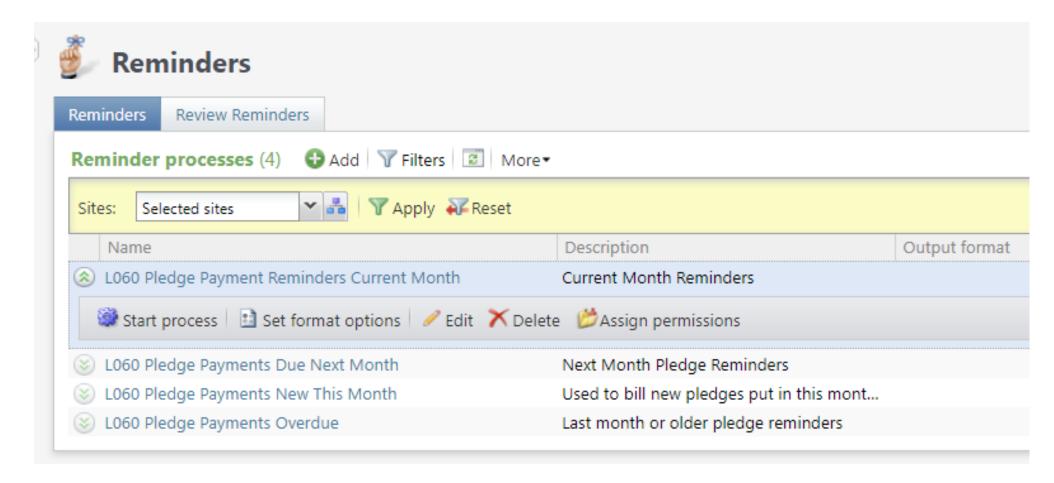
Reminders – Cash is King

- Should be ran monthly
- Past Due
- Current Month
- Next Month
- New Reminders
- Selections need to be updated each year to bring in new pledges.

Reminder Location

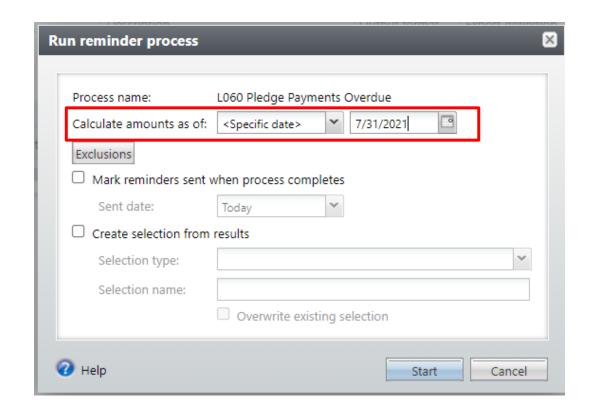


Reminder Processes



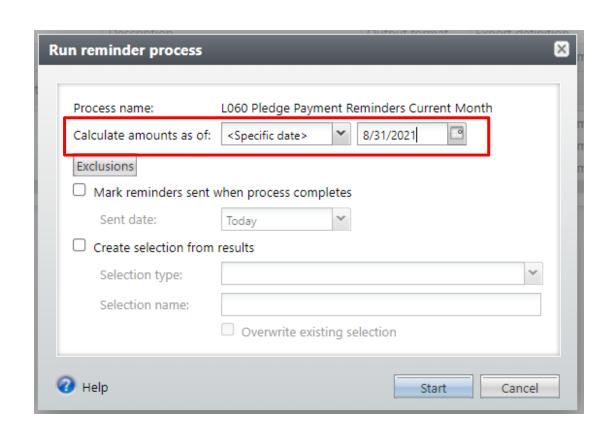
Past Due Reminders

- Looks for pledges that have an installment date on or before the last month.
- Run at the first of the month using the last day of previous month as run date.



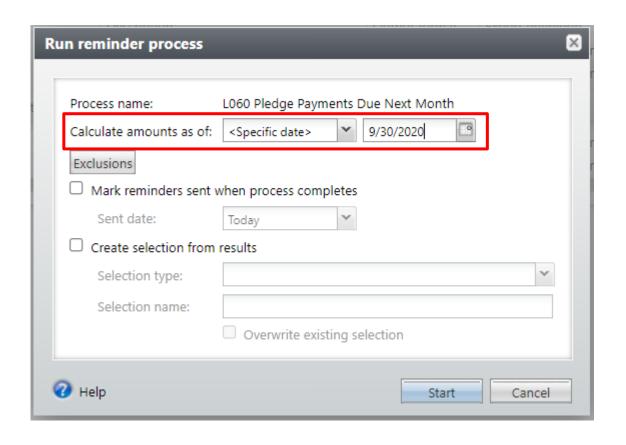
Current Month Reminders

- Looks for pledges with a next installment date of this month.
- Run at beginning of month and use the last date of the month as run date.



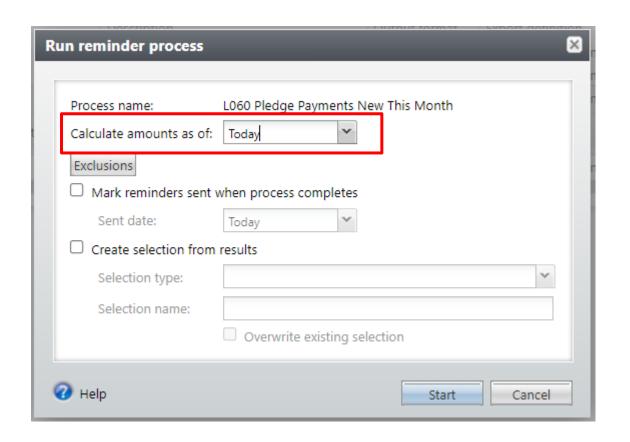
Next Month Reminders

- Looks for pledges with next installment due next month.
- Run at end of current month using the last day of next month as run date.



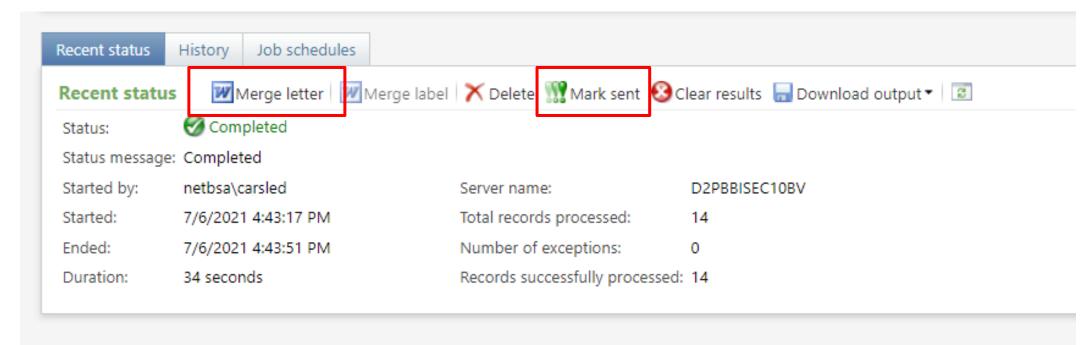
New This Month Reminder

- Looks for pledges never billed.
- Run using current date or the date that it runs.
- Once the bill is generated and you mark them as sent, these bills will move to normal processes.



Generate Bills (Reminders)

- Process is the same for all bills
- Merge letter and review / Mark sent

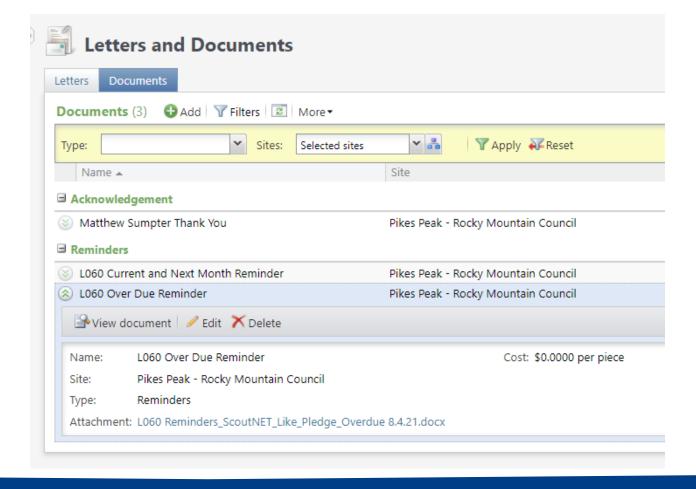




Reminder Templates

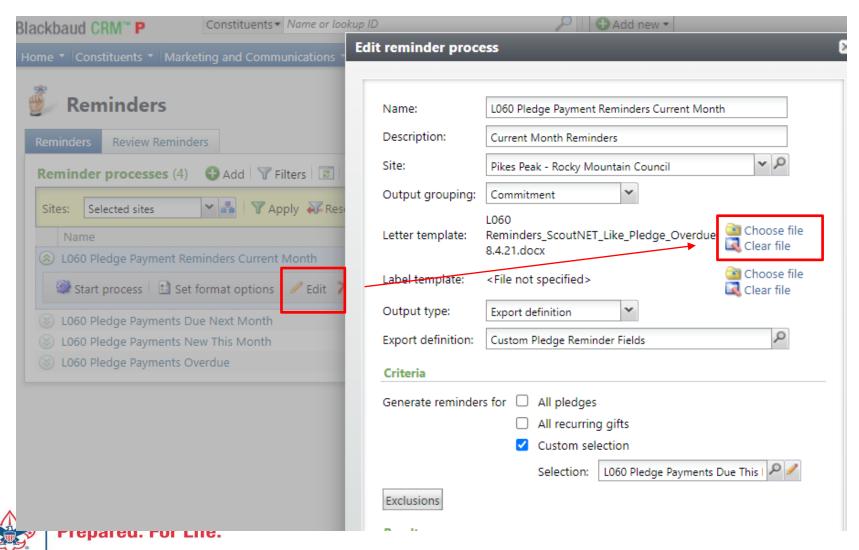
Located under Letters & Documents under Marketing and

Communications.





Reminder Template Update



To update template, head to your reminder process and click edit. Once the form opens clear the file and then upload your updated template. If you use the same file name update the date in the name. Then update the template under documents.

APPEALS & EVENTS

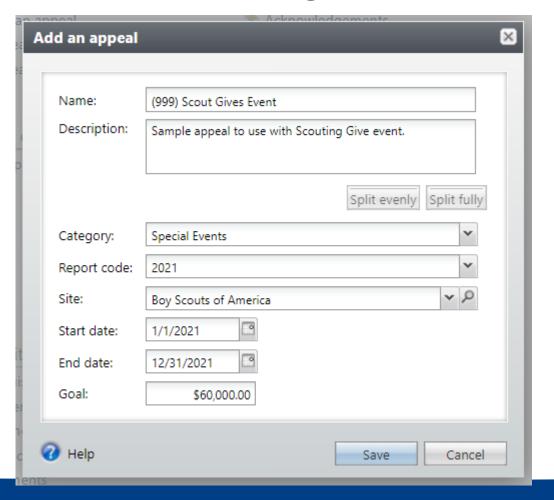


Scouting Gives Event Setup

- 1. Create CRM Appeal
 - Add designation to Designation Tab on appeal
- 2. Create CRM Event
 - Mark event to allow designation when creating event
 - Add the appeal created above to the Appeal Tab on event
 - Add the designation to the Designation Tab on event
- 3. Create Scouting Gives Event

Add Appeal

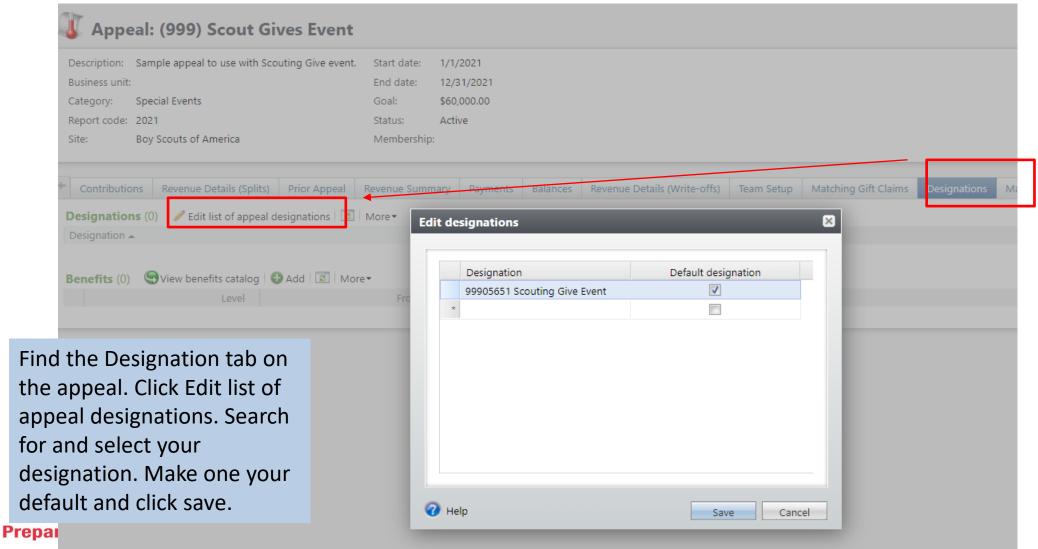
Created under Marketing and Communications



Fill in appeal information to create the appeal. See sample on the left. Directions to add an appeal can be found with the CRM user guides.



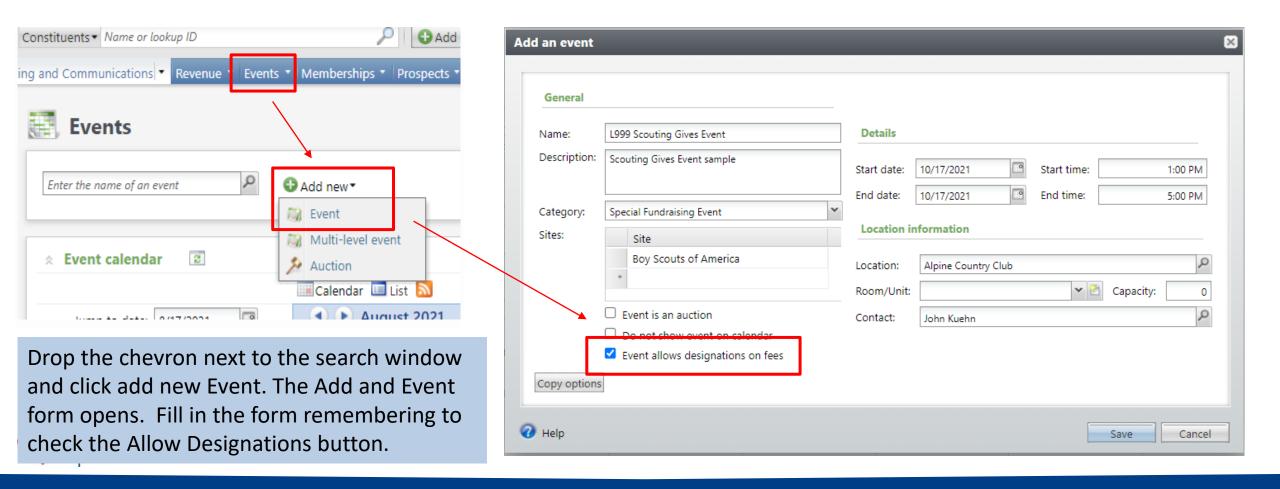
Add Designation to Appeal



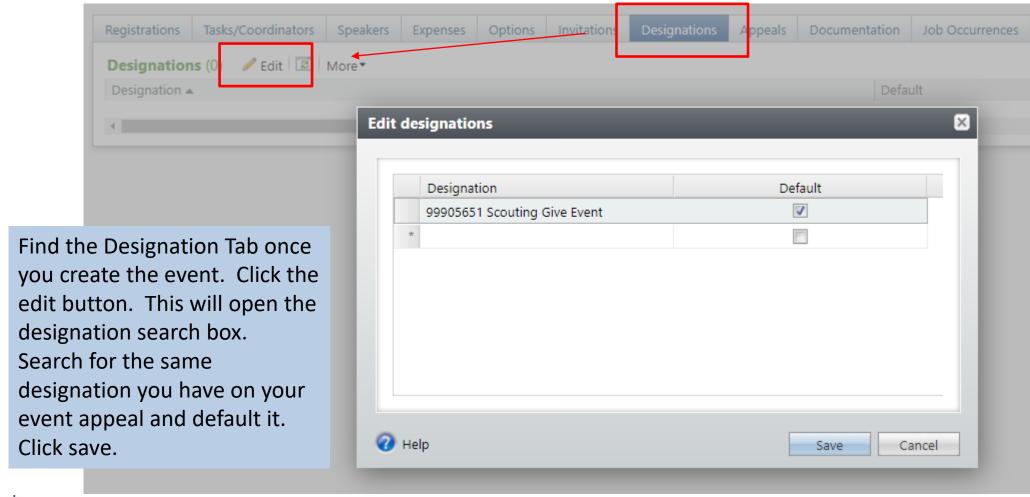


Create CRM Event

Add an event under Events in CRM

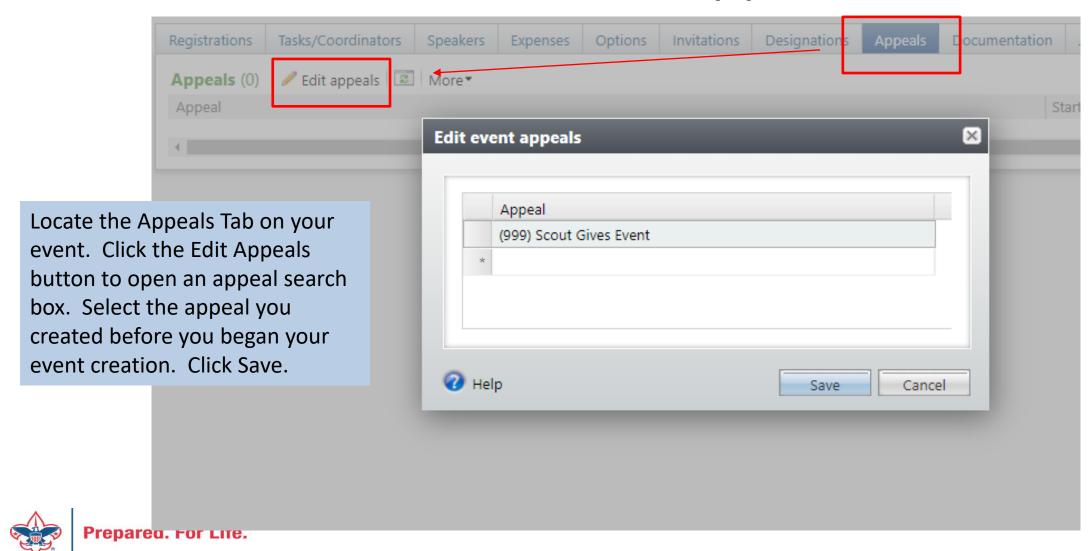


Add Event Designation





Add Event Appeal



Scouting Gives

• Wait 5 minutes and your event will show in Scouting Gives to select and set up.

Data Clean Up

- Giving Categories
- BSA Structure values

Giving Categories

- Review list in batch or
 - Request list from Member Care
- Determine giving categories to revise or delete
- Create ticket with Member Care to have updated

BSA Structure

- Review list in batch or
 - Request list from Member Care
- Determine structure to revise or delete
- Create ticket with Member Care to have updated

Next Forum

September 15, 2021 10:00 am or 2:00 pm CT



Join Give Shop My.Scouting Login

Search

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Menu

Resources

Council Business

Practices

Council Fiscal Management and

Training

Journey to Excellence

Council Funding and Finance

Financial Planning

Funding The Council

Council Administration

Local Council Financial Audits

Back Office

Council Office Procedures

Council Stewardship Policies

FASB Accounting Changes and the BSA - new for 2018

Fiscal Management Procedures for Stewardship

Fiscal Policies And Procedures for BSA Units - Revised November 2019

Interpreting Financial Statements

Life Insurance Imputed Calculation

Local Council Accounting Manual

Local Council Financial Audit Tools

New York Conflict of Interest Policy—Updated March 2014

New York Conflict of Interest Policy—March 2014

Records Retention Policy - Updated January 2019

Presentation: Fringe Benefits: Employer-Provided Vehicles and Group-Term Life Insurance -

Uploaded April 2014

Record Camp Card Transactions—PeopleSoft

Record Product Sales in General Ledger

Time Study Forms

Blackbaud CRM User Forum

PeopleSoft Support

- Accounts Payable
- Asset Management
- Audit Adjustments

www.scouting.org/financeimpact





Member Care Self-Service

• http://membercare.scouting.org

http://membercare.scouting.org



Online Support Center

Boy Scouts of America National Service Center

Need a resolution fast? Then, check out our knowledge base. We are hard at work updating knowledge and documentation.

Can't find what you are looking for in the knowledge base? Open a ticket using the service catalog below.

If you have feedback on how we can improve, please let us know by clicking on the link below.

Click here

What do you need help with?

Search



Search help

Council Support

2+

New Council User or Transfer Account & Access

National Support



Council Account Termination

Scout Shops/NDC Support

Account & Access

Choose

"Council Support"

Then on right side:

"General Assistance"



Summary – Description – Council

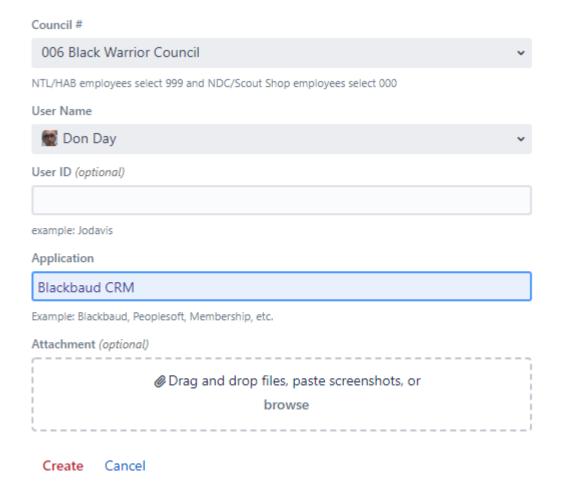
Summary Blackbaud - need new giving category A brief description of your problem. Description - For quick resolutions please provide as much detail as possible. Please provide me a list of giving categories

Council #

006 Black Warrior Council



User Name – Application - Attachments





Questions & Answers

