### **CRM User Forum**

April 19, 2023 John Kuehn - BSA



## Objectives

- CRM Batch to Peoplesoft GL Creation
- Finishing up Year 2022
  - Global write-off process timing and how-to
  - Write-Off Data List to retrieve write-offs list
  - Reports for the council's 990 & fiscal audit
  - Making appeals inactive
  - Making events inactive
- Annual Data Updates data tune-ups



- Understanding CRM Designations
- How CRM Designations affects the Council's GL
- Do I need a new designation
- How do I request New Designation
- Events and GL



### Batch Entry Creates GL Entries

Designation	Inbound channel	Revenue category
30708011 Invest in Charactor-Counci	Friends of Scouting	Unrestricted by donor

During batch entry the data entry clerk not only affects what shows in CRM but also send transactions to the council's General Ledger in PeopleSoft.

The three fields that create these entries are:

- 1. The Designation
- 2. The Inbound Channel
- 3. The Revenue Category



### **CRM** Designation

The Designation does 3 items **30708011** 

- 1. The red digits represent the council number. This tells PeopleSoft which council's GL should receive the transaction.
- 2. The green digits represent the Project Code in PeopleSoft the transaction should record against. CRM allows up to 4 digits for a project code.
- 3. The blue digit is the Fund. In the example above we have a "1". This designation will send it to your operating fund. 2 = Capital, 3 = Endowment



## Inbound Channel

- The Inbound Channel determine which contribution account the entry records against in PeopleSoft.
- In our example Friends of Scouting = 4001
- Current year inbound channels are used during the current PeopleSoft year. 2023 = Current Year. These transactions would have a 2023 postdate.
- FY Inbound Channels are used when putting in monies for Next year when you are still in current year. 2024 monies when you are still in 2023. These transactions would have a 2023 postdate
- PY inbound channels are used for payment that arrive after Peoplesoft has been closed. Payment received in 2024 for 2023. These transactions would have a 2024 postdate.



Associated Organizations - LFL Foundation	FY - Associated Organizations - LFL Foundation	PY - Associated Organizations - LFL Foundation
Associated Organizations - National Council	FY - Associated Organizations - National Council	PY - Associated Organizations - National Council
Associated Organizations - OA	FY - Associated Organizations - OA	PY - Associated Organizations - OA
Associated Organizations - Other	FY - Associated Organizations - Other	PY - Associated Organizations - Other
Capital Contributions	FY - Capital Contributions	PY - Capital Contributions
Direct Mail	FY - Direct Mail	PY - Direct Mail
Foundations and Trusts	FY - Foundations and Trusts	PY - Foundations and Trusts
Friends of Scouting	FY - Friends of Scouting	PY - Friends of Scouting
Government Grants	FY - Legacies and Bequests	PY - Legacies and Bequests
Legacies and Bequests	FY - Other Direct - Learn for Life	PY - Other Direct - Learn for Life
Other Direct - Learn for Life	FY - Other Direct - Purpose	PY - Other Direct - Purpose
Other Direct - Purpose	FY - Other Direct - Service Contributions	PY - Other Direct - Service Contributions
Other Direct - Service Contributions	FY - Other Direct Contributions	PY - Other Direct Contributions
Other Direct Contributions	FY - Other Indirect Contributions	PY - Other Indirect Contributions
Other Indirect Contributions	FY - Project Sales	PY - Project Sales
Project Sales	FY - Special Event Fundraising	PY - Special Event Fundraising
Special Event Fundraising	FY - Unassociated Organizations	PY - Unassociated Organizations
Unassociated Organizations	FY - United Way - Allocations	PY - United Way - Allocations
United Way - Allocations	FY - United Way - Donor Designations	PY - United Way - Donor Designations
United Way - Donor Designations		



### **Revenue Category - Restrictions**

- Used to determine restriction Time or Project
- Unrestricted = Contribution will be used this year
- Temp Restricted = Contribution will be released when the time for it use arrives. Capital Dollars for a building
- Permanently Restricted = Contribution can't be spent. Used when a donor placed monies in your endowment.

Unrestricted by donor

Temporarily restricted by donor

Permanently restricted by donor



### **Revenue Category – Special Events**

- Used in conjunction with the Inbound Channel "Special Event Fundraising"
- Special Event Fundraising with Unrestricted by donor will send the transaction to your default special event account – Sponsorships (4201) or Ticket Sales (4202).
- You can alter the Revenue Category to pick a specific Special Event Contribution account other than your default.



## Inbound Channel + Revenue Category Specific Special Event Revenue Account

Designation	Inbound channel		Revenue category
30708011 Invest in Charactor-Counci	Special Event Fundraising		Event - Advertising
Designations can be permissioned t	0	Event - Adv	ertising
used The Revenue Categories to th		Event - Auct	ion item donation
right will drive special event revenu		Event - Part	icipant/Ticket
specific accounts when the Special		Event - Prog	gram item
Event Fundraising Inbound Channel	is	Event - Con	cessions
selected		Event - Spoi	nsorship
		Event - Othe	er revenue
		Event - Fees	
		Sales/Non-F	undraising Revenue
		Tax - State S	ales Tax



### PeopleSoft Account

- Designation 30708011
- Inbound Channel Friends of Scouting 4001
- Revenue Category Unrestricted
- Account created for Peoplesoft L307-1-4001-801-90

Council #	Fund	Contribution Account	Project Code	Restriction
Designation	Designation	Inbound Channel	Designation	Revenue Category
L <b>307</b>	1	4001	801	90



### **Designation Creation**

- See if your designation is in CRM before requesting it.
- Use a new designation worksheet to request a new designation.
- The designation worksheet will have you determine which Inbound Channels should work with your project code
- Hint If you want to know which contribution accounts in PeopleSoft are connected to an Inbound Channel look at the new designation worksheet.



## Blackbaud CRM Resources

• MyBSA / Fundraising / Blackbaud CRM Resources

- When screen opens slide to the bottom to find:
  - Designation Request Sheet
  - Event Revenue Setup Request
  - Read direction tab on worksheet, fill in information tab
  - Submit via Member Care ticket for service

![](_page_12_Picture_7.jpeg)

Blackbaud Setup Documents Barcode Scanner Specifications Blackbaud Merchant Services Checklist Designation Request sheet Event Revenue Setup Request

BUSINES	S UNIT	
Council/	Businss Unit ID	L358
Name	Patriots' Path Cou	ıncil

PEOPLESOFT PROJECT ID AI	ND NAME
Project ID (3-8 Digits)	834
PeopleSoft Project Descrip	tion/Name
Stem Awards Dinner	

FUND TYPE(S) NEEDED FOR	THIS PROJECT
FUND 1 OPERATING	YES
FUND 2 CAPITAL	no
FUND 3 ENDOWMENT	no

SPECIAL INSTRUCTIONS/REQUESTS
Type any special instructions here. For
example:
1. Different names your Council may
want for the separate Operating, Capital
and Endowment designations that could
be created for this Project.
2. Any additional PeopleSoft Accounts
(from Chart of Accounts) that are needed
to process fundraising revenue for this
Project.

AY METHODS ACCEPTED		
Used?	Account	Description
DEFAULT	1001	Checking Account Bank 1
no	1002	Checking Account Bank 2
no	1003	Checking Account Bank 3
no	1004	Checking Account Bank 4
no	1005	Checking Account Bank 5
no	1006	Checking Account Bank 6
no	1007	Checking Account Bank 7
no	1008	Checking Account Bank 8
no	1009	Checking Account Bank 9
no	1010	Checking Account Bank 10
no	1011	Checking Account Bank 11
no	1012	Checking Account Bank 12
no	1013	Checking Account Bank 13
no	1014	Checking Account Bank 14
no	1030	Depository Account Bank 1
no	1031	Depository Account Bank 2
no	1032	Depository Account Bank 3
no	1049	Transfer between Bank Accounts
no	1051	Savings Account Bank 1
no	1052	Savings Account Bank 2
no	1101	Short Term Investments Bank 1
no	1751	Other Current Assets (for Auction Items)
no	1800	Camp Fixed Assets
no	1800	Service Center Fixed Assets
no	1841	Camp Construction-in-Progress
no	1841	Service Center Construction-in-Progress
no	1841	Service Center Construction-in-Progress
no	1901	Long Term Invest Bank 1
no	1902	Long Term Invest Bank 2
no	2237	Payroll Deduction**
no	9430	Gift-in-Kind**
no	9430	Service Contribution**

NBOUND CHANNELS NEEDED		
Needed?	Account	Chart of Accounts Category
no	4001	Friends of Scouting
no	4010	Direct Mail
no	4071	Project Sales
no	4101	Capital Contributions
SPE default:	4201	Special Event Fundraising
n	4201	Sponsorship/Donation [S]
n	4202	Participant/Ticket [T]
n	4203	Program Item [P]
n	4204	Advertising [A]
n	4205	Concessions [C]
n	4209	Auction Item Donation [I]
n	4231	Other Revenue [O]
n	4250	Fees (Fair Market Value) [F]
п	2761	State Sales Tax [X]
no	4301	Legacies and Bequests
no	4401	Foundations and Trusts
no	4501	Other Direct Contributions
no	4531	Other Direct - Service Contributions
no	4551	Other Direct - Learn for Life
no	4601	Associated Organizations - OA
no	4602	Associated Organizations - National Council
no	4603	Associated Organizations - Other
no	4604	Associated Organizations - LFL Foundation
no	4701	United Way - Allocations
no	4702	United Way - Donor Designations
no	4801	Unassociated Organizations
no	4901	Other Indirect Contributions
no	5001	Government Fees

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Instructions

Pre

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#### **Seasonal Items**

![](_page_14_Picture_1.jpeg)

#### Global Write Offs

- Determine collectible value
- Create the Pledges Receivable Aging Report
- Blackbaud CRM ~ Revenue ~

![](_page_15_Picture_4.jpeg)

![](_page_15_Picture_5.jpeg)

### Determine collectible value

#### **Create the Report**

- 1. BSA Organization your council
- 2. Report Code year
- 3. Appeal must be run for each open appeal with outstanding donor pledge values
- 4. Click "View Report"
- 5. Wait...

![](_page_16_Picture_7.jpeg)

#### Pledge Receivable Aging Report

Blackbaud CRM <sup>™</sup> P	Constituents   Name or lookup ID	Add new ▼	Welcome, BSA-BSA •
Home - Constituents	Marketing and Communications      Revenue	Events • Memberships • Prospects • Volunteers •	Foundations • Fundraising • Treasury •
🇊 Pledge R	eceivable Aging Report		
BSA Organization	000-BSA Council	Report Code 2018	View Report
Appeal	18SAF Legacy	<b>2</b>	4

![](_page_17_Picture_2.jpeg)

## Pledge Aging Receivable Report

- Print report and give to management to review:
  - All open pledges
  - Determine who will still pay
  - Sign and date
- After management review, proceed to Pledge Write-Off process

![](_page_18_Picture_6.jpeg)

### Pledge Write-off Procedure

- Determine when your council needs to write-off pledges.
- Pledges written off by appeal
- You will use your current Global Pledge Write-off business process
- You will edit the selection in your current business process

![](_page_19_Picture_5.jpeg)

Global Pledg	ge Write-off	Edit pledge write	e-off process
edge write-off proc	esses (276) 🔂 Add	General	
		Name:	L382
Name	Description	Description:	Pledge Write-Off Process
L144	Pleage write-Off Proc	Soloction	
	Dist change the select	Selection.	L362 Global Write Off Query (Ad
1022	Pledge Write-Off Proc	Post status:	Do not post
1583	Pledge Write-Off Proc	Post date:	mm/dd/yyyy
L382	Pledge Write-Off Proc	Site:	Allegheny Highlands Council
🎯 Start process 🥒 E	Edit 🗙 Delete 🛛 🖉 As	Write-off reas	on
L618	Pledge Write-Off Proc	Passan cada	
L104	Pledge Write Off Proc	Reason code.	UNC - Uncollectable
L303	Pledge Write-Off Proc	Details:	2017 Write Off
L157	Pledge Write-Off Proc		$\sim$
L468	Pledge Write-Off Proc	Output	
L092	Pledge Write-Off Proc	Output	
L368	Conversion Pledge Wr		
L220	Pledge Write-Off Proc	Overwrite ev	isting selection
L574	Pledge Write-Off Proc		
L635	Pledge Write-Off Proc	Selection name:	
L695	Global Write-Off		
L449	Pledge Write-Off Proc	Help	Save Cancel
L006	Pledge Write-Off Proc		

![](_page_20_Picture_1.jpeg)

![](_page_20_Picture_2.jpeg)

![](_page_21_Picture_0.jpeg)

The Query will open, and you will need to adjust the filters to only write-off those appeals you want to close. You do this by clicking on the Appeal record/Name filter and adding in the names of the appeals you need to writeoff. This example show the council preparing to do more than one appeal at a time. They have changed the filter to "one of" and then can now list multiple appeals.

![](_page_21_Picture_2.jpeg)

![](_page_21_Picture_3.jpeg)

Edit Ad-Hoc Query - 1382 (	Slobal Write Off Query			
	Jobal Write off Query	_		bef
Select filter and output fields	Set sort and group options	Preview results	Set save options	rur
Results (78 records found)				ma
Appeal\Name	Pledge/Grant award bala	ance		apr
(382) F-18 - 2018 Friends of Sco	out \$250.00			
(382) F-18 - 2018 Friends of Sco	out \$600.00			tha
(382) F-18 - 2018 Friends of Sco	out \$500.00			wa
(382) F-18 - 2018 Friends of Sco	out \$40.00			
(382) F-18 - 2018 Friends of Sco	out \$30.00			
(382) F-18 - 2018 Friends of Sco	out \$20.00			
(382) F-18 - 2018 Friends of Sco	out \$1,200.00			
(382) F-18 - 2018 Friends of Sco	out \$1,000.00			
(382) F-18 - 2018 Friends of Sco	out \$95.00			
(382) F-18 - 2018 Friends of Sco	out \$30.00			
(382) F-18 - 2018 Friends of Sco	out \$60.00			
(382) F-18 - 2018 Friends of Sco	out \$100.00			
(382) F-18 - 2018 Friends of Sco	out \$720.00			
(382) F-18 - 2018 Friends of Sco	out \$45.45			
(382) F-18 - 2018 Friends of Sco	out \$75.00			
(202) E_10 _ 2010 Erionds of Sec	*** \$20.00			

Always preview your query before saving it and running your routine to make sure only your appeals are showing and that only the appeals you want to write-off are listed.

![](_page_22_Picture_2.jpeg)

If you need to exclude specific constituents from the write-off process, you can add the line Constituent\Lookup ID to the Include records where window, then change the operator from 'Equal to' to 'Not one of', then list as many Lookup IDs as necessary. If you want to exclude specific pledges, you can do the same with the field 'Revenue ID is not one of'

	Include records where:
	Appeal\Site\Site ID is equal to 027
	and Appeal Appeal record is one of (027) F19 - 2019 Friends of Scouting, (027) F20 - 2020 Friends of Scouting, (027) FG21 - 2021 Fresno Golf Tournament, (027) F21 - 2021 Friends of Scouting
-	and Transaction type is equal to Pledge
	and Pledge/Grant award balance is greater than 0
	and Constituent\Lookup ID is not one of 8-12345678, 8-87654321 or is blank
	Χ 🛊 🕹 Στ 🖐
	Paculta fields to display:
	Results neids to display.
-	Appeal\Name
~	Pledge/Grant award balance
-	Constituent\Name
	Constituent\Lookup ID

![](_page_23_Picture_2.jpeg)

If you need a list of what was written off after the process, go to Revenue/More Tasks/ Write-Offs Data list. Search for your site and then filter by the date you ran your write-offs. It will provide a list of those written-off on or after the date that you ran the write-off process.

🚺 Revenue									
More tasks	List for Write-o	offs							
Appeal progress results Oaily Revenue Transactions List	Write-Offs for your	council. This list includes write-offs o	n or after 1/1/201	<b>8.</b> (65) 🗵 More					
Gift in Kind List	Appeal equal to:	Constituent Name ec	qual to:	Dat	e Added on or after:	1/1/2023	2	🗑 Apply 😽	Reset
😌 Open Pledge List									
Securring Gift List	Council #	Appeal 👻	Constituent ID	Constituent Na	Pledge Date	Pledge ID	Ple	edge Amount	Write-Off Am
Revenue Data Hygiene	⊗ 006	(006) F-21 2021 Friends of Scouting	8-322	ird	3/19/2021	rev-4		\$500.00	\$500.0
Write-Offs Data List	⊗ 006	(006) F-21 2021 Friends of Scouting	8-322	ard	2/12/2021	rev-4		\$400.00	\$400.0
White-Ons Data List	⊗ 006	(006) F-21 2021 Friends of Scouting	8-322		2/19/2021	rev-4		\$250.00	\$250.0
	⊗ 006	(006) F-21 2021 Friends of Scouting	8-322		7/19/2021	rev-4		\$100.00	\$100.0
	- · · · · · · · · · · · · · · · · · · ·	(006) F-21 2021 Friends of Scouting	8-322	,	12/30/2020	rev-4		\$2,000.00	\$2,000.0
	⊗ 006	(006) F-21 2021 Friends of Scouting	8-322	st	3/8/2021	rev-4		\$100.00	\$100.0

![](_page_24_Picture_2.jpeg)

#### **IRS 990 Schedule B**

![](_page_25_Picture_1.jpeg)

## Preparing for your annual audit

- All councils are required to have an annual financial audit
- Auditors will review the financial practices to determine if the council is following accepted accounting standards
- Test financial transactions contributions
  - Mail log
  - Bank deposit
  - Contribution documentation
  - Data entry details
  - General ledger details

![](_page_26_Picture_9.jpeg)

### IRS 990 Schedule B

- Creation process like contribution statements
- Download and review data via export
- Merge Excel data to Word template provided
- User guide is under Administration with the CRM User Guides on MyBSA or in CRM in Marketing Communication under Letters and Documents.

![](_page_27_Picture_5.jpeg)

### Location of CRM Tools

Mark	eting and Communications - Revenue - Events - Memberships
	Letters and Documents
nt	Letters Documents
ig	Documents (5) G Add 🍸 Filters 🖾 More -
tter tter	Type: Sites: Selected sites
tter	□ <none></none>
*	<ul> <li>990 Schedule B Part I Job Aid</li> <li>990 Schedule B Part I Template</li> </ul>
	<ul> <li>Contribution Statement Job Aid</li> <li>Contribution Statement Template</li> </ul>
	Contribution Statement Template - Margin Option 1

S Exports Administration	]
Exports (4) 🔂 Add 🝸 Filters 🔟 More -	
Sites: Selected sites	
Search 😌 Columns 🖬 Save list	
Name 🔺	Q
⊗ 990 Schedule B Part 1 Data	99
Sontribution Statement Data Cumulative >= \$250 or Benefited	Cc
Sontribution Statement Data Cumulative Donations > \$0	Cc
Sontribution Statement Data Single > = \$250 or Benefited	Cc

![](_page_28_Picture_3.jpeg)

### Remember:

- 990 Schedule B are based on contributions (pledges/straight donations/etc.) a
  person has given during the year. Pledge Payments do not count towards this, so if a
  donor is missing from the results, they may not have made any new contributions
  during the year. We use an accrual basis instead of a cash basis, which means that if
  a donor pledged \$5,000 but only paid \$4,000, they will show up as a \$5,000 donor.
- Don't worry if businesses on your 990s show as 'individuals' in the spreadsheet. Column D of the 990 Schedule B Part 1 form shows the type of contribution, not the type of constituent. The 3 choices are Person, Payroll and Noncash. The mail merge assumes "Person" for all contribution types.

![](_page_29_Picture_3.jpeg)

#### **Appeal and Event Inactive**

![](_page_30_Picture_1.jpeg)

### Make Appeals Inactive

- Reduces appeals returned when doing a batch search.
- Recommend keeping prior year active.
- Search for appeal then mark it inactive/

Appeals (307) A21 - 2021 Annual Giving Campaign	Tasks	🔱 Appeal: (307) A21 - 2021 /	Annual Giving Campaign
Marketing and Communications	Mark inactive Celete (307) A21 - 2021 Annual Giving Campaign	Description: 2021 Annual Giving Campaign Business unit: Category: Annual Giving (Friends of Scouting)	Start date:         1/1/2021           End date:         12/31/2021           Goal:         \$0.00
Planning and other tasks       Appeal         Image: Planning calendar       Image: Appeal search         Image: Constituent density map       Image: Appeal mailings         Image: Appeal mailings       Image: Appeal progress results	View organization calendar	Report code: 2021 Site: Heart of America Council	Status: Active Membership:

![](_page_31_Picture_5.jpeg)

#### Make Event Inactive

- Reduces events returned when doing an event search.
- Recommend keeping prior year event active.
- Search for event then mark it inactive

eting and Communications  Revenue  Kevenue  Keve	Tasks ☆ ✓ Edit event	🗐 L553	3 2022 Golf Tou	Irnament
Events L553 2022 Golf Tournament	<ul> <li>Edit lookup ID</li> <li>Configure seating layout</li> <li>Update event attendance</li> <li>Do not show event on event calendar</li> </ul>	Event date: Site: Location:	10/17/2022 Indian Waters Council The WildeWood Club 90 Mallet Hill Rd Columbia, SC 29223	Status: Active Lookup ID: 8-10002058
	Mark inactive Delete event Configure email alerts	Room/Unit: Contact: Coordinator Category:	Golf	

#### CRM Data Tune Up(s)

![](_page_33_Picture_1.jpeg)

## CRM Data Tune-up Tools

- Subscription service from Blackbaud, paid for by National Council
- Address Validation
  - Provides CASS certification on new addresses
    - CASS, (the Coding Accuracy Support System) is a voluntary certification system provided by the United States Postal Service for mail services providers.
  - Ran for all primary address Jan. 2023
- Address Finder
  - Sends primary address to index against (NOCA) National Change of Address
  - Ran for all primary addresses March 2023
- Deceased Finder
  - Reviews individual against Social Security "deceased record" database
  - Current group members are excluded
  - Can be ran when requested by council
  - File (batch) needs to be reviewed by local council before being committed

![](_page_34_Picture_14.jpeg)

### **CASS Validation Example**

#### **Address Validation**

Prepared

Changed: Yes	×				
🕅 4 1 of 2 🕨	Find   Next	♣• ③			
Address Validation	n Report				
Addresses processed:	110966	Date processed:	11/8/2022 2	:08:57 PM	
Addresses changed:	368				
Name/Lookup ID 🖨	Current Address	Updated Address	Type 韋	Changed 韋	Validation Message 🖨
	643 W Antigua Ter Mountain House, California 95391	643 Antigua Ter Mountain House, California 95391- 1284	Home	Yes	Directional changed
	872 Montpellier Rd Hickman, California 95323-9658	872 Montpelier Rd Hickman, California 95323-9658	Business	Yes	Street name changed
	149 Countryside Cir Park City, Utah 84098-6102	149 E Countryside Cir Park City, Utah 84098-6102	Home	Yes	Directional changed
	4091 Daffodil Dr Mariposa, California 95338-9483	4091 Silver Bar Rd Mariposa, California 95338-9416	Home	Yes	Address revised by LACS
	10588 North Airport Road Columbia, California 95370	10588 N Airport Rd Columbia, California 95310-9728	Home	Yes	ZIP changed
	712 Wiltshire Dr Patterson, California	712 Wiltshire Dr Patterson, California 95363-2492	Home	Yes	ZIP changed
	4342 middlefield Tracy, California 95377-5449	4342 Middlefield Dr Tracy, California 95377-8416	Home	Yes	Suffix changed
	2472 Montpellier Rd Hickman, California 95323-9611	2472 Montpelier Rd Hickman, California 95323-9611	Home	Yes	Street name changed

#### **CASS Validation Example**

County:	San Joaquin 👻	Congressional district:	CA's 9th	*
Region:	×	State house district:		*
DPC:	431	State senate district:		*
CART:	R028	Local precinct:		~
LOT:	A0043	]		
/alidatio	n information			

Update details show on the details tab of the address. This example had the direction on the address adjusted. It also added the 10-digit zip-code and then filled in the detailed information on the left.

![](_page_36_Picture_3.jpeg)

### **Address Finder Changes**

ddressFinder					
Changed: Yes	*				
🕅 🖣 🚺 of 197 🕨	Find   Next	<b>4</b> • ③			
AddressFinder Re	port				
ddresses processed:	69043	Date processed:	3/1/2023 1:44:5	1 PM	
ddresses changed:	6461				
Name/Lookup ID 🛊	Current address	Updated address	Footnote * 🕤	Changed \$	Туре ≎
	219 Downing Ct Lompoc, California 93437-1425	206 North Rd Apt A Lompoc, California 93436-2746	М	Yes	Old Address Via AddressFinder
	795 Alamo Pintado Rd Solvang, California 93463-2203	2028 Village Ln Ste 201 Solvang, California 93463-3223	М	Yes	Old Address Via AddressFinder
	364 Downing Ln Santa Maria, California 93455- 2033	PO Box 408 Myrtle Creek, Oregon 97457-0040	М	Yes	Old Address Via AddressFinder
	904 W Date Ave Lompoc, California 93436-5209	4140 Constellation Rd Lompoc, California 93436-1231	М	Yes	Old Address Via AddressFinder
	7921 Robbie Cir Goleta, California 93117-1016	PO Box 80024 Goleta, California 93118-0024	М	Yes	Old Address Via AddressFinder
	9305 Musselman Dr Apt 1 Atascadero, California 93422-5843	5275 El Verano Ave Atascadero, California 93422-2828	М	Yes	Old Address Via AddressFinder
	PO Box 577 Santa Margarita, California 93453-	5083 Jake Ave Pocatello, Idaho 83202-5260	М	Yes	Old Address Via AddressFinder

![](_page_37_Picture_2.jpeg)

### **Address Finder Changes**

Addresses (∠)  W Add   V Hiters   22   More *								
✓ Show former contact information  TApply  Reset								
Contact information	Туре	Primary	Do not contact	Start date	End date			
206 North Rd Apt A Lompoc, CA 93436-2746	Home (Current)	Yes						
	Old Address Via Address	Fin	Do not mail	8/4/2021	3/2/2023			

Address Finder places an end date on the old address and make the new address primary. If the person moved and there is no new address or new address is bad, then the process will place "Do Not Mail" on the address.

3 131 1/2 Girard St Abbe	ville, AL	36310-2532	Home (Current)	Yes	Do not mail	
🥖 Edit 🗙 Delete 🛛 🖄 Writ	e a letter					
131 1/2 Girard St	Ø	10/20/1999 - P	resent			
United States		Information source	e: AddressFinder			
		Do not mail	(Change of address form filed, but nev address not in USPS records)	v		
		Seasonal:	Not applicable			
		o coornan	ine oppiedore			

![](_page_38_Picture_4.jpeg)

### Where to find Data Lists

#### **Constituents Tab**

- Interactions List
- Organization Donor List
- Employer-Employee Relationships
- BSA Eagles List builder

#### **Revenue Tab**

- Appeal progress results
- Daily Revenue Transactions List
- Gift in Kind List
- Recurring Gift list
- Revenue Data Hygiene
- Write-Offs List

#### **Constituents Tab**

- Recognition Programs List
- Volunteer Award List

![](_page_39_Picture_16.jpeg)

![](_page_40_Picture_0.jpeg)

#### **Council Support**

Home > Council Support > Council Funding and Finance > Council Administration

#### Council Management Support

Contact Council Management Support

#### Council Assessments

Council Board 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 Business Solutions

#### **Council Administration**

The sections below provide tools for Council staff to assist them in the proper management of their Concil. This is designed for staff use but may provide detailed information to volunteers interested in the particular topics.

#### **Accountable Plan Template**

**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 April 2022 - - BSA Units PayPal and Venmo Reporting Update Interpreting Financial Statements Life Insurance Imputed Calculation Local Council Accounting Manual Local Council Financial Audit Tools New York Conflict of Interest Policy–Updated March 20 New York Conflict of Interest Policy-March 2014 Records Retention Policy- Updated January 2012 Presentation: Fringe Benefits: Employer-Prov ived Vehicles and Group-Term Life Insurance – Uploaded April 2014 Record Camp Card Transactions—PeopleS Record Product Sales in General Ledge **Time Study Forms** 

#### Blackbaud CRM Resources

**BSA Fiscals Forum** 

PeopleSoft Support

Accounts Payable

#### www.scouting.org/financeimpact

Q

2

![](_page_40_Picture_29.jpeg)

![](_page_41_Picture_0.jpeg)

#### BOY SCOUTS OF AMERICA

JOIN US GIVE SHOP MY.SCOUTING

![](_page_41_Picture_3.jpeg)

#### Council Support

Council Management Support

#### **CRM Resources**

CRM (Blackbaud) User Forum Presentations

Contact Council Management Support

**Council Assessments** 

Council Business

Practices

Training

Council Fiscal

Management and

**Council Board Resources** 

Report Cookbook (for OLTP) BSA Appeal Progress & Appeal Constituent Reports

Home > Council Support > Council Funding and Finance > Council Administration > CRM Resources

#### 2022

2021

**CRM Process Videos** 

January 2022 User Forum – Slide Deck – recording February 2022 User Forum – Slide Deck – recording March 2022 User Forum – Slide Deck – recording April 2022 User Forum – Slide Deck – recording

Creating Constituent Interactions \* Using the Constituent Interaction Data List \* Using Development Workspace
 \* Scouting Gives Setup

Journey to Excellence

Council Funding and Finance

![](_page_41_Picture_17.jpeg)

#### Member Care Self-Service

<u>http://membercare.scouting.org</u>

• Creating an incident directly in JIRA

![](_page_42_Picture_3.jpeg)

![](_page_43_Figure_0.jpeg)

![](_page_43_Picture_1.jpeg)

#### Service Categories

![](_page_44_Figure_1.jpeg)

![](_page_44_Picture_2.jpeg)

#### Service Categories

![](_page_45_Figure_1.jpeg)

Prepared. For Life.™

#### http://membercare.scouting.org

![](_page_46_Picture_1.jpeg)

![](_page_46_Picture_2.jpeg)

## Summary – Description – Council

Summary

DI 11 1				
Riackbaud -	nood	DOW	anuna	category
Diackbauu -	neeu	I I E VV	uiviilu	catedory
			2	

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

**~** 

NTL/HAB employees select 999 and NDC/Scout Shop employees select 000

![](_page_47_Picture_10.jpeg)

### User Name – Application - Attachments

#### Council #

![](_page_48_Picture_2.jpeg)

Create Cancel

![](_page_48_Picture_4.jpeg)

#### **Next Forum**

# May 17, 2023 10:00 am & 2:00 pm CT

![](_page_49_Picture_2.jpeg)

#### **Questions & Answers**

![](_page_50_Picture_1.jpeg)