#### CRM User Forum December 20, 2023

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## Objectives

- 2023 Preparing for Year-End
  - Review Uncommitted Batches
  - Recording Future contribution
  - Year End Revenue Check
  - Printing the pledge receivable aging report
- 2024 Activities
  - Setting up 2024 Appeal & Creating 2024 Events
  - Billing and Acknowledgement Updates
  - Updating Recurring gifts
  - Contribution Statements
- Questions Answers



#### **Uncommitted Batches**

- Uncommitted batches should be reviewed
- If batch has revenue that needs to be committed Commit
- If batch has revenue that has been committed Delete
- If batch is empty use the batch or delete the batch
- Currently we have 611 uncommitted batches.
- 145 of these batches have added dates before 12/1/23



### Check for Uncommitted batches

- Navigate to Revenue \ Batch Entry
- Click on the Uncommitted Batch Tab
- Change the Date Range filter to "blank"
- Ensure the Site filter is set to "All Sites"
- Click "Apply" to engage your new filters
- Recommendation: Keep your filters set like this on the Uncommitted Batch Tab.



• Before Filter Change

Juncommitted Batches Committed Batches					
Uncommitted batches (0) O Add A E	atch search 😨 More 🕶	~ 🛃	Show only batches with exception	ns 🛛 🗑 Apply 🐺 Rese	t
Search GCol	umns* 🐺 Clear all filters				
	NT Designation	SV Oumar	Chabier 3	Cata addad	100 17

• After Filter Change – 27 uncommitted batch show

Jatch Entry		
Uncommitted Batches Committed Batches		
Uncommitted batches (27) 🕑 Add 🛤 Batch search 📧	More▼	
Date range Sites: All	I sites	Show only batches with exceptions Transformed Apply Reset
Search 😌 Columns 🔹 🐺 Clear all	l filters	
Batch number	🝸 Date added	🕎 Batch template 🕎 S
🛞 L0953532	2/16/2023	zAPTG Local Council Donation Batch 1.
S L0955456	2/22/2023	zAPTG Local Council Donation Batch 1.

#### Year End Revenue Check

- 2023 Appeals
  - FY-Inbound Channel with 2022 Postdate
  - CY-Inbound Channel with 2023 Postdate
  - PY-Inbound Channel with 2024 Postdate
- 2024 Appeals
  - FY-Inbound Channel with2023 Postdate

Use your Revenue Details (Splits) tab to check your data on the Appeal



#### **Revenue Details Splits Tab**

Description:	2023 Friends of Scouting	Start date:	9/7/2022		
Business uni	t	End date:	12/31/2023		
Category:	Annual Giving (Friends of Scouting)	Goal:	\$190,000.00		
Report code	2022	Status:	Active		
Site:		Membership	p:		
Contributi	ons Prior Appeal Revenue Detail pplication Details (Current) - al	s (Splits) M	ismatch: Appeals? r committed pl	Designations Rever	nue Summ d auction
Contributi Revenue A Constituent	ons Prior Appeal Revenue Detail pplication Details (Current) - al equal to:	s (Splits) M I "splits" for ] Transaction	ismatch: Appeals? r committed pl equal to:	Designations Rever edges, payments, and	nue Summa d auction pplication r
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Constituent Const	ons Prior Appeal Revenue Detail pplication Details (Current) - all equal to: GL Post Date Deposit R 8 0 9/29/2023 S 0 9/26/2023 S 0	s (Splits) M I "splits" for Transaction Designation 1106201 FOS 1106201 FOS	equal to:	Designations Rever edges, payments, and Market A Inbound Channel Friends of Scouting Friends of Scouting	nue Summa d auction pplication r Ri Ur
Constituent Const	ons Prior Appeal Revenue Detail pplication Details (Current) - all equal to: GL Post Date Deposit R 8 0 9/29/2023 S 0 9/26/2023 S 0 9/26/2023 S 0	s (Splits) M I "splits" for Transaction Transaction 1106201 FOS 1106201 FOS 1106201 FOS	committed pl equal to: Operating Operating Operating Operating Operating	Designations Rever edges, payments, and Market A Inbound Channel Friends of Scouting Friends of Scouting Friends of Scouting	nue Summ d auction pplication r Re Ur Ur Ur

2023 appeal. Post Dates of 2023 with Current Year inbound channel as we approach year-end



Description:	2024 Friends of	Scouting	Start date:	5/1/2023		
Business unit	E.		End date:	12/31/2024		
Category:	Annual Giving (F	Friends of Scouting)	Goal: \$0.00			
Report code:	2024		Status:	Active		
Site:			Membershi	p:		
Contributi	ons Prior Appe	al Revenue Details	s (Splits) M	lismatch: Appeals?	Designations	Revenue Sum
Contribution Revenue A	ons Prior Appe	al Revenue Details ails (Current) - all	s (Splits) M	lismatch: Appeals? r committed ple	Designations dges, paymen	Revenue Sum
Contributi Revenue A Constituent	ons Prior Appe pplication Det: equal to:	ail Revenue Details ails (Current) - all	s (Splits) M "splits" fo	lismatch: Appeals? r committed plei equal to:	Designations dges, paymen	Revenue Sum
Contributi	ons Prior Appe pplication Det: equal to:	al Revenue Details ails (Current) - all Deposit R B	s (Splits) M "splits" fo Transaction Designation	lismatch: Appeals? r committed plei equal to:	Designations dges, paymen	Revenue Sum ts, and auction Application
Contributi Revenue A Constituent GL Post ck Posted	ons Prior Appe pplication Deta equal to: GL Post Date 8/7/2023	al Revenue Detail ails (Current) - all Deposit R B 0143729 S	s (Splits) M "splits" for Transaction Designation 00100001 Ge	lismatch: Appeals? r committed plea equal to:	Designations dges, paymen moound c rg FY - Friend	Revenue Sun ts, and aucti Application nanner Is of Scouting

2024 Appeal. Postdates of 2023 with Future Year inbound channel.

#### **Mismatched Appeals**

Aco Aco	- 2023 Annu	al Giving Car	ipaign						
Description: 2023 Annual Giving Ca Business unit: Category: Annual Giving (Friends Report code: 2023 Site:	ampaign Start d End da s of Scouting) Goal: Status: Memb	late: 1/1/2023 ate: 12/31/2023 \$0.00 : Active bership:							
Contributions Prior Appeal	Revenue Details (Splits)	Mismatch: Appeals?	Designations	Revenue Summary	Matching Gift Claims	Solicitor Credits by Grou	ip Payments	Balances	Reve
<ul> <li>Expand all  Collapse all</li> <li>Pledge (with Payment having)</li> </ul>	ing mismatched Ap	opeal) (3) 🍸 Filters							
Pledge: Appeal	Payment: Appeal		Constituent Name	Transa	action Date	GL Post Date	Start: GL Post	End: GL Pos	t
A23 - 2023 Annual Givi.	ADD 2000 A								
	A22 - 2022 Annu	al Giving Campaign		Pledge	e 12/14/2022	12/14/2022	12/14/2022	12/14/2022	
Go to pledge 2 (No refresh) Pledge amount: \$110.00	Mark: Verified as Corre	al Giving Campaign ct 🕑 (Refresh) Mark: 1 Date: 12/14/ Batch number: L09313 Revenue ID: rev-45	Verified as Correct ( 2022 319 275951	Pledg	e 12/14/2022	12/14/2022	12/14/2022	12/14/2022	
Go to pledge (No refresh) Pledge amount: \$110.00 Summary	Mark: Verified as Corre	al Giving Campaign ct 2 (Refresh) Mark: 1 Date: 12/14/ Batch number: L09313 Revenue ID: rev-45 <u>Status</u>	Verified as Correct ( 2022 319 275951	Pledg	e 12/14/2022	12/14/2022	12/14/2022	12/14/2022	
Go to pledge ☑ (No refresh) Pledge amount: \$110.00 Summary Balance: \$10.00	Mark: Verified as Corre	al Giving Campaign ct 🖉 (Refresh) Mark: V Date: 12/14/ Batch number: L09313 Revenue ID: rev-45 <u>Status</u> Acknowledgements: N	Verified as Correct (2022 319 275951 Not acknowledged	Pledg	e 12/14/2022	12/14/2022	12/14/2022	12/14/2022	
Go to pledge (No refresh) Pledge amount: \$110.00 Summary Balance: \$10.00 Total paid: \$100.00	Mark: Verified as Corre	al Giving Campaign Act 2 (Refresh) Mark: 1 Date: 12/14/ Batch number: L09313 Revenue ID: rev-45 Status Acknowledgements: N Post status: P	Verified as Correct (2022 319 275951 Not acknowledged Posted	Pledg	e 12/14/2022	12/14/2022	12/14/2022	12/14/2022	
Go to pledge (No refresh) Pledge amount: \$110.00 Summary Balance: \$10.00 Total paid: \$100.00 Past due: \$10.00	Mark: Verified as Corre	al Giving Campaign Act 2 (Refresh) Mark: 1 Date: 12/14/ Batch number: L09313 Revenue ID: rev-45 Status Acknowledgements: N Post status: P Post date: 1 Post process ID: g	Verified as Correct ( 2022 319 275951 Not acknowledged Posted 12/14/2022 gl-10008972	Pledg	e 12/14/2022	12/14/2022	12/14/2022	12/14/2022	
Go to pledge <sup>2</sup> (No refresh)          Pledge amount:       \$110.00          Summary          Balance:       \$10.00          Total paid:       \$100.00          Past due:       \$10.00	A22 - 2022 Annu Mark: Verified as Corre	al Giving Campaign Act 2 (Refresh) Mark: 1 Date: 12/14/ Batch number: L09313 Revenue ID: rev-45 <u>Status</u> Acknowledgements: N Post status: P Post date: 1 Post process ID: g al Giving Campaign	Verified as Correct ( 2022 319 275951 Not acknowledged Posted 12/14/2022 gl-10008972	Pledg	e 12/14/2022 e 12/12/2022	12/14/2022	12/14/2022	12/14/2022	

Review each 2023 appeal and visit the Mismatch: Appeals tab. If data populates, review and fix in an update batch. This example shows 3 2023 pledges that have payments attached. The payments have a 2022 appeal on them. This throws your reports off. Dropping the chevron allows you to see the Revenue ID's need for your update batch.



#### **Revenue Data Hygiene**

		Reports			Trans	actions
ppeal progress	a nesults	🖓 BSA APP	eal constituent Exp	Post (CETP)	al m	nsaction search
aily Revenue 1	ransactions List	TREA ADD	eal Constituent Re	Port (OATP)	\$ 84	ch entry
it is and the		2 BSA APP	eal Progress Expor	t-(CLTP)	A Bit	ch search
pen Medge Lis	R.	gress App	ieal Progress Repor	rt (OLTP)	A6 46	d a pledge
reaming test to	Ht.	St Escope s	ecenable Aging H	epon	* A0	d a payment
	ON BURNES	A stibuars	and massing territory of	2.	No an	ata recurring gan.
Stello D	01					Search
						Clear
vames						
Short name:						
tcronym:						
lite type:		*				
Results (1 reco	rd found)					
Site ID	Name -	Short name	Acronym	Site type		Site path
-				Local Cou	incil	Boy Scouts of A

We have a set of data lists to help councils more quickly locate potential issues with their revenue.

Under Revenue>Revenue Data Hygiene, search for your council, then select it to load the data lists.



#### Revenue Data Hygiene

	-	· · ·	Reven	ue Data Hy	/giene								
Revenue Missing Re	evenue Attributes	Revenue Missi	ng Solicitor	Revenue Missing	g BSAFR Group	Mismatched I	nbound C	hannel	Mismatched /	Appeals	Revenue Not	t Posting	
For finding 202	or finding 2023 Report Code revenue with wrong Inbound Channels - Fund 1 (6)												
Name equal to:	Name equal to: Inbound channel equal to:												
Lookup ID	Name	Revenue ID	Amount	Transaction type	Application	GL post date 👻	Repo	Appe	al Name	Inbound	channel	Revenue	Category
8-5		rev-45308986	\$360.00	Pledge	Donation	1/10/2023	2023	( )	2023 Friends of	FY - Frien	ds of Scou	Unrestrict	ed by donor
⊗ 8-3		rev-45301474	\$5,000.00	Pledge	Donation	1/5/2023	2023	( )	2023 Scoutmast	FY - Spec	ial Event F	Unrestrict	ed by donor
⊗ 8-3 <sup>:</sup>		rev-45317284	\$2,500.00	Payment	Pledge	12/21/2022	2023	( )	2023 Friends of	Friends o	f Scouting	Unrestrict	ed by donor
⊗ 8-3		rev-45277602	\$200.00	Payment	Pledge	12/15/2022	2023	( )	2023 Friends of	Friends o	f Scouting	Unrestrict	ed by donor
8-5		rev-45270348	\$2,500.00	Payment	Pledge	12/13/2022	2023	( )	2023 Friends of	Friends o	f Scouting	Unrestrict	ed by donor
8-3		rev-45262313	\$250.00	Payment	Pledge	12/6/2022	2023	( ):	2023 Friends of	Friends o	f Scouting	Unrestrict	ed by donor

	- Revenue Data Hygiene												
Reve	kevenue Missing Revenue Attributes Revenue Missing Solicitor Revenue Missing BSAFR Group Mismatched Inbound Channels Mismatched Appeals Revenue Not Posting												
Mi	Nismatched Appeals - Report Code 2023 (2) 💿 More -												
Ар	peal Name	equal to:			Payment's A	Appeal N	lame equal to:		Pledge's App	eal Name equ	al to:		Apply 🏹
	Transac	Applicatio	Amount	Date	Revenue ID	Ар	peal Name	Payment's Revenue ID	Payment's A	ppeal Name	Pledge's Re	evenue ID Plede	ge's Appeal Name
۲	Pledge	Donation	\$250.00	) 12/6/2022	rev-4526275	56 (	2023 Friends of	rev-45295344	2022 F	riends of S			
۲	Pledge	Donation	\$2,500.00	11/8/2022	rev-4523379	96 (	2023 Friends of	rev-45248977	2022 F	riends of S			

The Mismatched Inbound Channels tab will find any revenue with report code 2023 in Fund 1 where revenue with a 2022 post date has a CY Inbound Channel or 2023 post date has a PY or FY Inbound Channel.

The Mismatched Appeals tab will find any 2023 report code revenue where the appeal of the pledge doesn't match the payment



#### Revenue Data Hygiene

		- Revenue D	ata Hy	giene								
Revenue Missing Re	venue Attributes	Revenue Missing Soli	icitor Rev	enue Missing BSAFR (	Group	Mismatched	I Inbound Channels	Mismatched	Appeals	Revenue	Not Posting	
Revenue added	this or last cale	endar year that's no	ot posting	correctly (13)	Mor	e▼						
Lookup ID	Name	Revenue ID	Date added	GL post date	GL	post status	Transaction type	Application	Applic	ation	Appeal	Designatio
8-28		rev-45317185	1/19/2023 1	10:3 11/15/2023	No	t Posted	Payment	Pledge		\$10.41	- G23 - Go	00551 S
8-28		rev-45317144	1/19/2023 1	10:1 11/15/2023	No	t Posted	Payment	Pledge		\$10.41	- S23 - Sh	00941 S
8-26		rev-45627807	9/7/2023 10	0:55 11/30/2023	No	t Posted	Payment	Pledge		\$50.00	) S223 - F	00401 F
8-27		rev-45627801	9/7/2023 10	0:55 11/30/2023	No	t Posted	Payment	Pledge		\$15.43	) S223 - F	-00401 F
8-28		rev-45627962	9/7/2023 11	1:30 11/30/2023	No	t Posted	Payment	Pledge		\$8.69	) S223 - F	00401 F
8-28		rev-45317186	1/19/2023 1	10:3 11/30/2023	No	t Posted	Payment	Pledge		\$10.41	- G23 - Go	-00551 S
8-28		rev-45317145	1/19/2023 1	10:1 11/30/2023	No	t Posted	Payment	Pledge		\$10.41	- S23 - Sh	-00941 S
8-28		rev-45627819	9/7/2023 10	0:55 11/30/2023	No	t Posted	Payment	Pledge		\$277.08	) S223 - F	-00401 F
8-54		rev-45627813	9/7/2023 10	0:55 11/30/2023	No	t Posted	Payment	Pledge		\$72.82	) S223 - F	-00401 F
8-28		rev-45317187	1/19/2023 1	10:3 12/15/2023	No	t Posted	Payment	Pledge		\$10.41	- G23 - Go	-00551 S
8-28		rev-45317146	1/19/2023 1	10:1 12/15/2023	No	t Posted	Payment	Pledge		\$10.41	- S23 - Sh	00941 S
8-28		rev-45627820	9/7/2023 10	0:55 12/30/2023	No	t Posted	Payment	Pledge		\$10.57	- G23 - Go	00551 S
8-28		rev-45627821	9/7/2023 10	0:55 12/30/2023	No	t Posted	Payment	Pledge		\$10.57	- S23 - Sh	00941 S

The Revenue Not Posting tab will show revenue with a GL Post Status of Not Posted, Date Added this or last calendar year, where the Date Added is before yesterday.

In this example, the revenue was added near the beginning/middle of 2023, with GL Post Dates towards the end of 2023. This may have been an error by the user entering the revenue, and the revenue will not post until those dates are past or corrected.





- Shows the detail and total amount of the council's outstanding pledges.
- The Pledge amount, Pledge balance, Current due and Past due
- Give constituents' information name, phone number, constituent's ID
- Separated by Giving Categories and gives a total.
- Only posted transactions are included in this report.



- Click on Revenue at top
- Under Reports click Pledge Receivable Aging Report
- Click in the BSA Organization
- Click Report Code: (Year)
- Click Appeal: (Appeal name)
- Click View Report



🧊 Pledge Receivable Ag	ing Report						
BSA Organization Appeal F23 2023 Friends of	Council Scouting V	~	Report Code 2	023	•		
14 4 1 of 7 🕨 🔰	Find   Next	<b>↓</b> • ③					
Appeal: BSA Structure: Giving Category:	F23 2023 Friends of Sc Community	couting					
	Pledge	Pledge	Pledge	Current		Past Due	
Constituent Name	Date	Amount	Balance	Due	30+	60+	90+
n Charles Childheann a Chuidheadh an Anna Anna Anna Anna Anna Anna Anna	31-Jul-23	1,000.00	1,000.00	0.00	0.00	0.00	0.00
internal international (Constants)	25-Jan-23	500.00	500.00	0.00	0.00	0.00	0.00
A DECK AND A DECK	31-Jan-23	1,200.00	400.00	0.00	0.00	0.00	0.00
Second Second Second	01-May-23	1,200.00	600.00	0.00	0.00	0.00	0.00
Contract of Contract	01-May-23	250.00	250.00	0.00	0.00	0.00	250.00
And the local division of the local division	19-Jul-23	300.00	300.00	0.00	0.00	300.00	0.00
And any fay between a contrast.	31-Jul-23	1,500.00	1,500.00	0.00	1,500.00	0.00	0.00
ALC: NOT A COMPANY	31-Jul-23	1,000.00	1,000.00	0.00	1,000.00	0.00	0.00
	Community Total:	6 050 00	5 550 00	0.00	2 500 00	200.00	250.00



### Creating a New Appeal



### Creating 2024 Appeal

- Create all FY appeals at the same time
- Mirror the Appeal name from this year when creating 2024 appeals
- (XXX) (Council number in title)
- Marketing & Communications > Add an Appeal
- Remember to use FY inbound channels with monies applied to 2024 appeals with 2023 postdates.



#### Add an Appeal

Name:	(092) A24 - 2024 Peach of an Ath	lete
Description:	2024 Peach of an Athlete	
		Split evenly Split full
Category:	Special Events	~
Report code:	2024	*
Site:	Atlanta Area Council	~ <i>P</i>
Start date:	1/1/2024	
End date:	12/31/2024	
Goal:	\$0.00	

A.1	-	-	29
IN	а	m	e.
	-		-

(092) A23 - 2023 Peach of an Athlete (092) M23 - 2023 Metro Classic Golf (092) OOD23 - Operating Other Direct (092) R23 - 2023 Eagle Scout Recognition (092) S23 - 2023 Friends of Scouting (092) Y23 - 2023 Whitney M Young Description 2023 Peach of an Athlete 2023 Metro Classic Golf Operating Other Direct 2023 Eagle Scout Recognition 2023 Friends of Scouting 2023 Whitney M Young

- 1. Add Name
- 2. Add Description
- 3. Add Category
- 4. Add Report Code (Appeal Year)
- 5. Site will default to your site
- 6. Add Start date Logic
- 7. End date is last day of next year

### Add an Appeal

- Add Prior Appeal and Designation
- On the Designations tab set a default
- Prior Appeal will sync to reports overnight

Prior Appea	al 🥒 Edit 😰			Designations (1)	🥖 Edit list	of appeal o	designations	More •
Prior Appeal:	(092) A23 - 2023 Peach	n of an Athlete	Designation Default designation			designation <del>+</del>	signation <del>v</del>	
				002001111 D Operat	tipo			
Prior Year A	ppeal History	More •		09200111 P - Opera Benefits (0)	ting View benefits	catalog	B Add	More▼
Prior Year A	PY1 Appeal	More • PY1 Description	PY2 Year	09200111 P - Opera Benefits (0)	ting View benefits	catalog	🔁 Add 🛛 😨 🛛 N	More▼ From



### Adding a FY Event

- Create all repeat events at the same time
- Follow naming conventions from 2023 to 2024
- Use the copy feature when creating
- Update appeals and registration option
- Submit your Event Revenue mapping sheet
- Events > Add New



- 1. Mirror naming and description from previous year
- 2. Add dates and location
- 3. Copy items from last year
- 4. Pick correct category

Prepared.

- 1. If processing monies in 2023, pick "FY" Category
- 2. If not processing monies in 2023 pick non-FY Category
- 5. Update options and dates with correct information when known

	~				
Auction					
Cultivation/Recognition (no revenue)					
Distinguished Citizens Dinner					
Friends of Scouting (no registration revenue)					
Golf					
Special Fundraising Event					
Sporting Clays					
FY - Auction					
FY - Distinguished Citizens Dinner					
FY - Golf					
FY - Special Fundraising Event					
FY - Sporting Clays					

### Add an Event

General								
Name:	L004 Corporate Golf	Classic 2024		Details				
Description:	Corporate Golf Class	ic 2024		Start date:	7/1/2024	Start time:	hh:r	nm AM
Category:			~	End date:	7/1/2024	9 End time:	hh:r	nm AM
Sites:	Site			Location	information			
	Mobile Area C	ouncil		Location:	The Athelstan Club			3
				Room/Unit	:	▼ 🛃	Capacity:	15
	Event is an auct	on		Contact:				1
Copy option	Do not show ev Event allows des S Copy from ev	ent on calendar signations on fees ent				8		
🕜 Help	Copy from:	L004 Corporate Golf Classic	: 2023 P		3		Save	Cano
• Help		Copy tasks Copy preferences Copy lodging options	Copy ex Copy in Copy jo	penses vitations b occurrences	Copy registration options Copy invitees			Canc

### Updating Constituent Reminders and Thank Yous



# Update Billing Reminders & Acknowledgements

- Drop Chevron
- Click Edit
- Find Selection and click the pencil next to it
- Edit the Selection if needed
  - o Add 2024 Appeal report Code
  - o Add name of new appeal



#### Acknowledgements

Acknowledgements	Letters	Review Acknowledgements
Acknowledgeme	ent proces	sses (9) 🚯 Add 🔹 🕅 Filters 🖾
Sites: Selected sit	es N	Apply Reset
Туре	Name <del>+</del>	
B Revenue		
Revenue	LO18 Pledg	ge Thank You Letter
S Revenue	L018 Pledg	ge Paid in Full Thank You Letter
Revenue	1018 Non	Pledge Thank You Letter



	This one would
	need new appeal
Include records where:	names added.
Appeal/Site/Site ID is equal to 018	
and Transaction type is equal to Payment	
and Application Details\Application is one of Donation	n, Recurring gift, Matching gift, Other
and Amount is greater than or equal to 0	
and Appeal\Appeal record is one of (018) SDHE23 - 20	023 Saracen District Heart of the Eagle, (018)
and Do not acknowledge is equal to No	





Reminde	rs	Review Remine	iers			
Remin	der	processes (8)	•	dd 🔽	ilters	More
Sites:	Sele	cted sites	~ 3	V A	oply 🐺 R	eset
Nar	me 🔺					

Generate reminders for		All pledges			
		All recurrin	gifts		
	<b>~</b>	Custom sel	ection	_	
		Selection:	L016 Pledge Payme	ents Due This	P /
Exclusions					
Results					



	Include records where:	
5	<ul> <li>Transaction type is one of Pledge</li> <li>and Pledge/Grant award next installment date</li> <li>and Pledge/Grant award balance is greater that</li> <li>and Send pledge reminder is equal to Yes</li> <li>and Appeal\Site\Site ID is equal to 016</li> </ul>	is on or before <mark>last</mark> month and is not blank in 0
	× * ↓ Σ- »b3	This one would require no changes. It looks for
		all overdue pledges.

	This one would
Include records where:	need the 2024
<ul> <li>Appeal\Site\Site ID is equal to 018</li> <li>and Transaction type is equal to Pledge</li> </ul>	appeals added to it
and Pledge/Grant award balance is greater than 0	
and Pledge/Grant award next installment date is this	month
and Send pledge reminder is equal to Yes	for the second
and Appeal\Appeal record is one of (018) CR23 - 202	23 Crowleys Ridge FOS, (018) FH23 - 20
× ± ↓ Σ- ⇒	



### **Recurring Gifts**

- Review Recurring Gifts Data List under Revenue
- Revenue \ More Tasks \ Recurring Gift List
- Update Appeal on Recurring gift to next year's appeal
- Do this on January 1



### Maintaining Recurring Gifts

#### **Recurring Gifts List**

Recurring list for your council (10) 💿 More -										
Constituent Name equal to: Recurring Status equal to: Active Y Apply Reset										
Council # Council		Appeal	Appe	Constituent ID	Constituent Name	Recurring Amo	Recurring Frequency	Recurring Start Date	Recurring End Date	Recurring Next Transaction Date
$\otimes$	Council	S23 FOS 2023	2023			\$625.00	Quarterly	4/21/2022	1/21/2024	4/21/2022
۲	Council	S23 FOS 2023	2023			\$30.00	Monthly	11/19/2022	10/19/2023	10/19/2023
Go to Constituen	Go to revenue	🖉 Edit Status								
8	Council	S23 FOS 2023	2023			\$10.00	Monthly	5/8/2023		11/8/2023
$\otimes$	Council	S23 FOS 2023	2023			\$25.00	Monthly	3/15/2023		10/15/2023
$\otimes$	Council	S23 FOS 2023	2023			\$30.00	Monthly	2/25/2023		10/25/2023
$\otimes$	Council	S23 FOS 2023	2023			\$100.00	Monthly	1/30/2023	12/1/2023	9/30/2023
8	Council	S23 FOS 2023	2023			\$15.00	Monthly	4/2/2023		11/2/2023
$\otimes$	Council	S23 FOS 2023	2023			\$15.00	Monthly	4/17/2023		10/17/2023
$\otimes$	Council	S23 FOS 2023	2023			\$51.50	Quarterly	12/2/2022		12/2/2023
8	Council	S23 FOS 2023	2023			\$50.00	Monthly	5/2/2023		11/2/2023

This council will need to click **Go to Revenue** and then edit the recurrence and change it to the 2024 Appeal. If the recurrence needs to be adjusted from active to terminated or lapsed, you can do this by clicking **Edit Status**.



#### **Contribution Statements**

- Sent to donors in January
- Export files will be ready to run January 2, 2024.
- All payments for 2023 need to be entered before file generation
- Print and read Job Aid (Updated 2023).

 Located MyBSA \ CRM User Guides \ Marketing and Communication \ Contribution Statements.

O CRM \ Marketing & Communications \ Packages \ Letters & Documents \ Documents

o January 2024 CRM Forum will detail process



#### CRM and MyBSA

Letters Documents					
Documents (9)	Add 🛛 🖓 Filters 🗔	More*			
Type:	✓ Sites:	Selected sites		Y Apply Reset	
Name			Site		
I <none></none>					
990 Schedule 8 Pa	irt I Job Aid	LC Global			
990 Schedule B Pa	ert I Template		LC Global		
Pledge Card Brief	BSAFR		LC Global		
Preparing to Print	Pledge Cards		LC Global		
Update Group BS/	AFR Values		LC Global		
Update Revenue \	alues 8SAFR Template		LC Global		
Acknowledgement					
Contribution State	ment Job Aid		LC G	ilobal	
Contribution State	ment Template		LC G	lobal	
Contribution State	ment Template - Margi	n Option 1	LCG	lobal	

Marketing and Communications Acknowledgements & Reminders Add an Appeal - Detailed Steps Add an Appeal - Quick Reference **Billing Statements** Mail Merge BSAFR Group Set Up BSAFR Heirarchy Review and Edit BSAFR Event Committee Group BSAFR Printing Pledge Cards Print Individual Pledge Cards Print Parent Group level Pledge Cards Print Pledge Cards from a Query Print Top Level Pledge Cards Print Unit Pledge Cards **Billing Reminders** Contribution Statements Running Acknowledgements





#### **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 opics.

#### **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







#### BOY SCOUTS OF AMERICA

JOIN US GIVE SHOP MY.SCOUTING



#### Council Support

Council Management Support

#### **CRM Resources**

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

CRM (Blackbaud) User Forum Presentations

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

Journey to Excellence

Council Funding and Finance



#### Member Care Self-Service

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

• Creating an incident directly in JIRA







#### Service Categories





#### Service Categories



![](_page_34_Picture_2.jpeg)

### Summary – Description – Council

Summary

<b>DI II</b>				
Riackbaud	nood	DOM	000/00/01	cotocory
DIackDauu -	neeu	new	uiviilu	category
			3	

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

**v** 

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

![](_page_35_Picture_10.jpeg)

### User Name – Application - Attachments

#### Council #

![](_page_36_Picture_2.jpeg)

Create Cancel

![](_page_36_Picture_4.jpeg)

#### **Next Forum**

# January 17, 2024 10:00 am & 2:00 pm CT

![](_page_37_Picture_2.jpeg)

#### **Questions & Answers**

![](_page_38_Picture_1.jpeg)