CRM User Forum

February 21, 2024

John Kuehn ~ Valerie Eaton

Cornelia Ellis ~ Don Day



Objectives

Finishing Up 2023

- Global write-off process
- Reports for Fiscal Audit and 990
- Beginning of year GL transactions

Tracking your 2024 Appeals

- Appeal progress report by Category
- Daily Revenue Transactions List
- Recurring Gift List
- Appeal Progress Data List

Batches

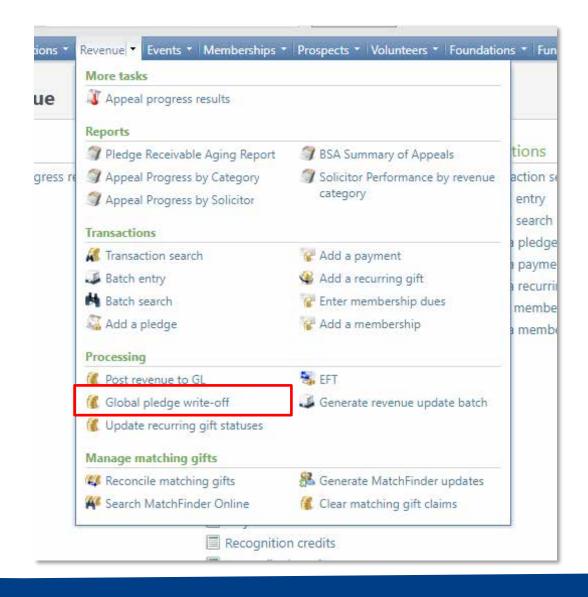
Using Group ID to credit units in FOS appeal

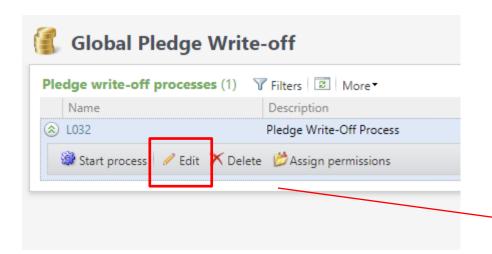


- Should be ran yearly
- Run when you no longer want older pledges in overdue reminder
- Closes pledge in CRM
- Does not write to PeopleSoft
- Reduces data entry error with mismatched appeals
- Pledge payments want to fulfill oldest pledges first

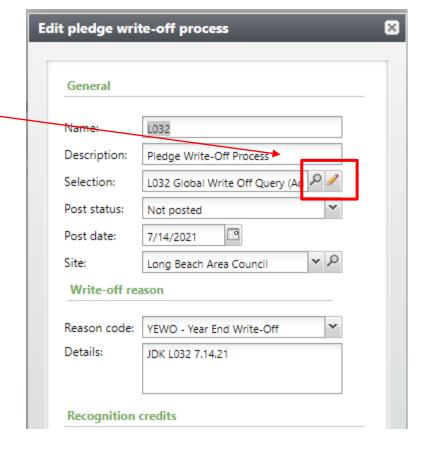


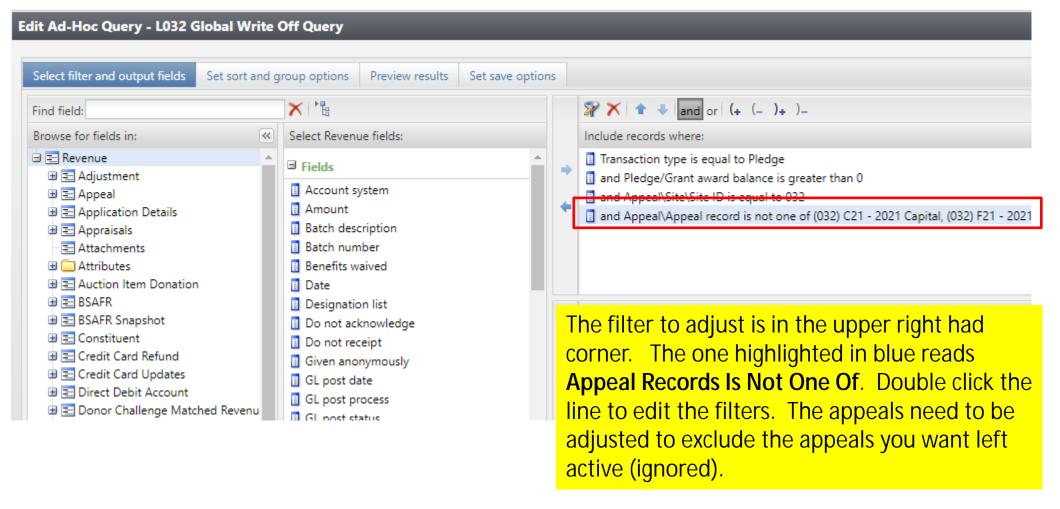
Your Global Write-off routine can be found under the revenue functional area. Navigate to Processing and then click "Global Pledge Write-off" to access your business process.



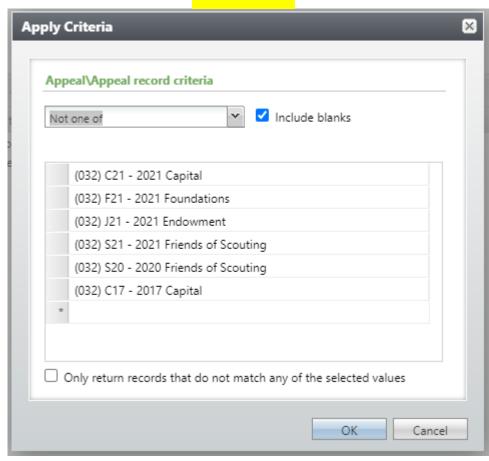


When you find your business process, drop the chevron and click edit. The "Edit Pledge Write-off process" form will open. Proceed to the selection and click the pencil to open the query to adjust your filters of what should be written-off.

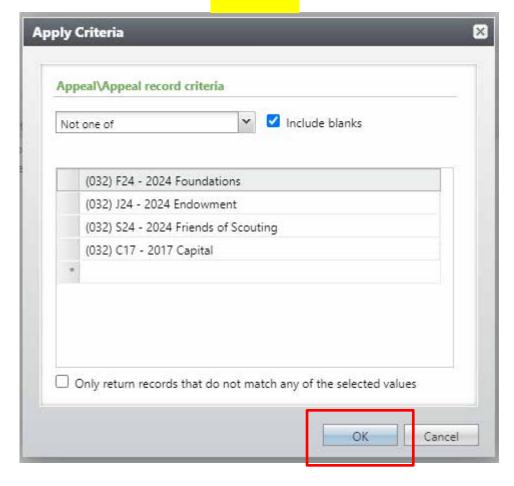




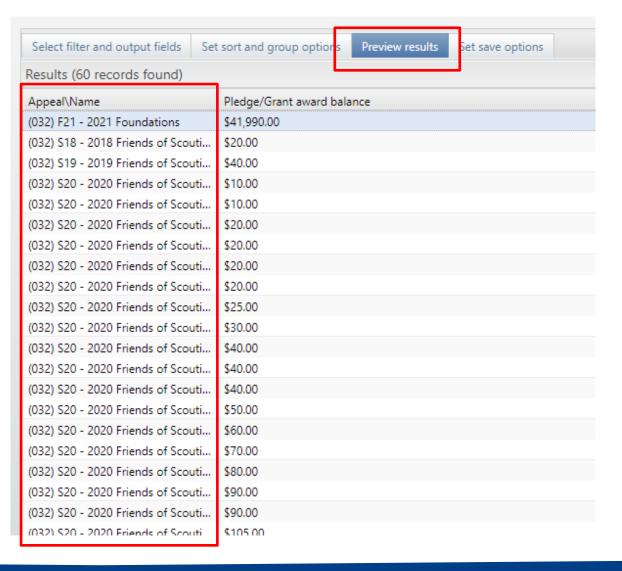
BEFORE



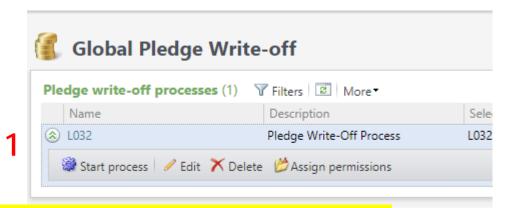
AFTER



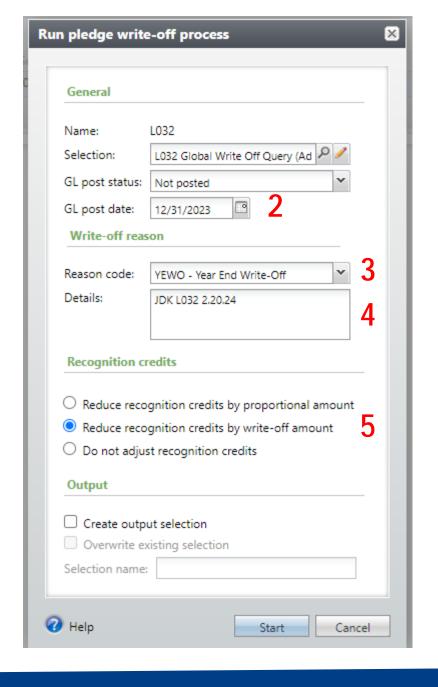
After you adjust your filter click the "Preview results" tab. Review the appeals associated with each revenue line. If the appeals are one you do not want to write-off, then go back to the "Select filters" tab and adjust your filters to fix. If the appeals are clean of current year appeals, then save and close the selection and click save on the edit Global Pledge Write-off Screen to save edit.



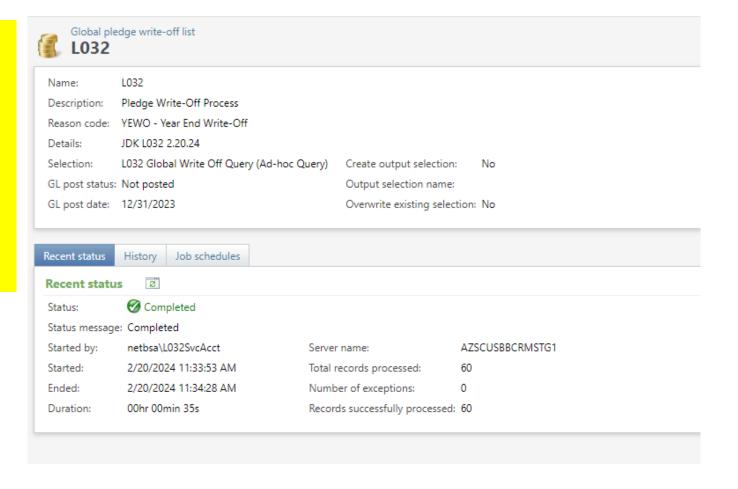




- 1. Drop the chevron on the process and click start.
- 2. Adjust the GL Post Date to the last day of the prior year.
- 3. Select the YEWO reason Code
- 4. Update detail. Be specific. This can help fix a mistake.
- 5. Reduce recognition credits by write-off amount.
- 6. Click start.



The Global Pledge
Write-off will run. It
should take under a
minute to run. Once
completed, you can hop
out to the Write-Off
Data List under revenue
to get a listing of the
pledges closed.





Proceed to the data list under revenue. Use your council number as the Site ID and click search and select your council. This open the list. Next place the date in that you ran the process and click apply. This will generate the write-off list for you to download using the "More" button.

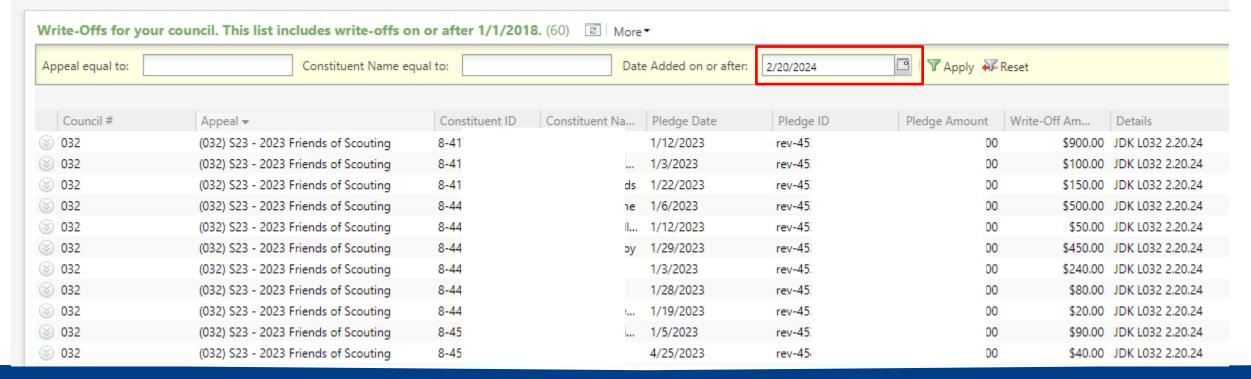


Revenue

More tasks

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

List for Write-offs

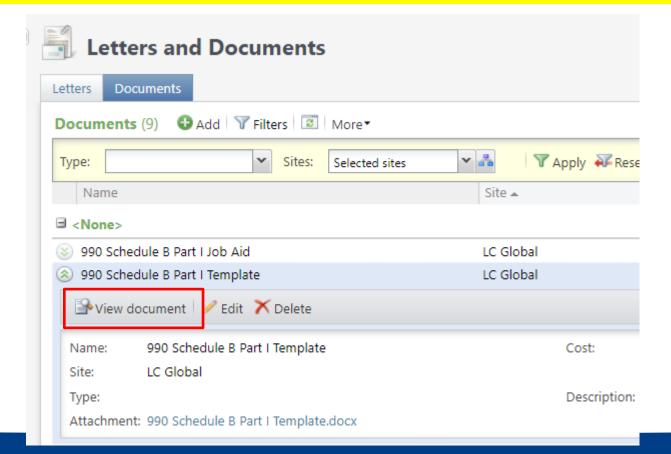


Reports of Audit and 990

- Download Direction from User Guide under Reports
 O IRS 990 Schedule B
- Process is like running contribution statement.
- Provides a list of donor who have pledge or donated \$5,000 or more in in the previous tax year.
- No need to create a query.

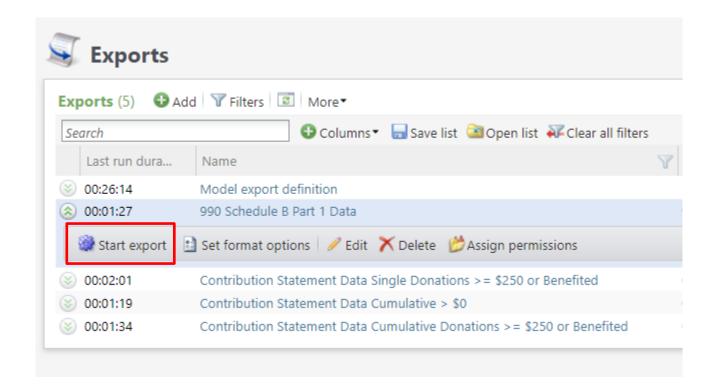


Under Marketing & Communication you can navigate to Letters and Documents. On the document tab you will find the Job Aid and the 990 template you will need for mail merge. Drop the chevron and click "View document". Save to your desktop. There is no need to click the edit button

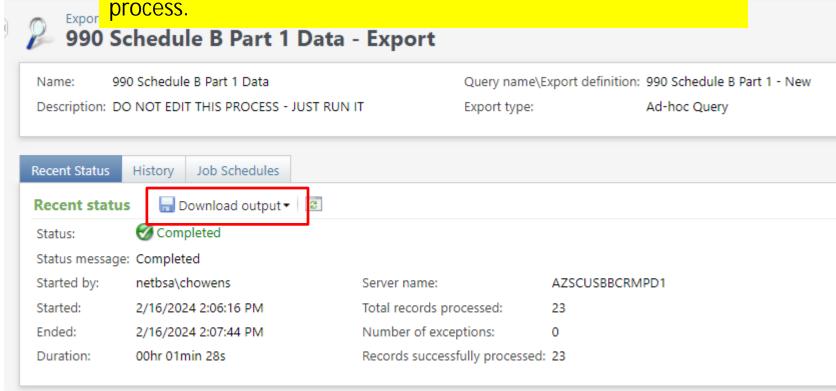


Prepared. For Life."

Export is found under Administration / Exports. Drop the chevron and click start. There is no need to edit the process.



When the process completes, use the "Download output" button to export to Excel. Save the file to your desktop so that you can connect your 990 template to it for the mail merge process.





Below is the template. You will need to double click the header and add your Council Name, Employer ID Number and update the year next to Contributors. Save your template then mail merge it to your export file. Remove <> and () when changing out information above.

[Name of Organi	zation			Employer ide	ntification nun	nber
[< Council Name	2>			<employer i<="" th=""><th>D Number></th><th></th></employer>	D Number>	
	Part Contributo	rs (2019)					
	(a)		(b)		(c)	(d)	
	No.		Name, address, and ZIP + 4	Total co	ntributions	Type of cont	tribution
Header		Mel		\$ 25,000	.00	Perso	on
		887					
		Lehi					

IRS 990 – Sample Output

Name of Organ	ization				Employer ide	entification number
XYZ Council					67-8923983	8829641
Part I Contribut	ors 2023					
(a) No.		(b) Name, address, an	d ZIP + 4	Total	(c) contributions	(d) Type of contribution
1	Sta			\$.00	Person
	PO					
	Cor					
2	Mc			\$.00	Person
	PO					
	Eug					
3	Wil			\$).00	Person
	PO					
	Eug					
4	Bui			\$.00	Person
	195					
	Eug					I
5	Cha			\$.00	Person
	302					
	Eug			 _		
6	Lan			\$.00	Person
	302					
	Eug					



PeopleSoft Transactions



Accounts

• 1321 is your Contributions Receivable Prior year account. This is populated with pledges you expect to be paid late after you close your books (GJ from 1301). If you write-off all pledges this will have a zero balance.

 4002 is your Contributions-FOS Prior Year account. Dollars are move to here if there is negative balance in 1321 as you reconcile monthly during current year.

Need to be done PeopleSoft

Beginning of the year in PeopleSoft, after closing the prior year these GL transactions required:

- Journal entry to move balances to new accounts
- Run a Posted detail in PS and Pledge Receivable report in CRM Contribution - Pledges
- 1301 (CR) to 1321 (DR) (move from current year to prior)
- 1331 (CR) to 1301 (DR) (move from future to current)
- Allowance
- 1371 (DR) to 1381 (CR) (move current to prior)
- 1391 (DR) to 1371 (CR) (move future to current)



Tracking your 2024 Appeals

- Reports
- Data List



Appeal Progress By Category

Found under Revenue \ Reports \ Appeal Progress by Category

Samuel M.		v 0			
Council:	Arbuckle Area Council				
Current year's report code:	2024	~	Last year's report code:	2023	~
Current year's appeal:	(468) S24 Friends of Scouting	~	Last year's appeal:	(468) S23 Friends of Scouting	~

When you click the link, select your council. Then select the appeal years you want to compare. Then select the appeals from the appeal years and click view report on the right.

Appeal Progress by Category

This is a sample of the report. It can be downloaded as a PDF. Provides a comparison by Structure and category with summary at bottom of report.

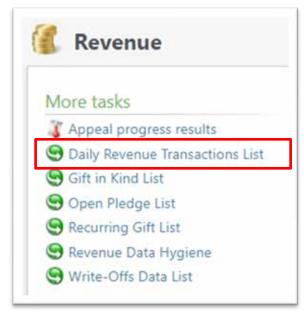
Report v0.05			Appeal Progre	ess Report by Cat	egory		
Date:2/20/2024		(468)	S24 Friends of Sco	outing (29.4% of \$	131,000.00 goa)	
Time:6:24 PM			As compared to (4	168) S23 Friends of	Scouting		
			Arbuckle Area	Council			
Chickasaw							
	Previous	Year		Cu	rrent Year		
Giving Category	Contributions	Donors	Contributions	Payments	Write-offs	Pledge Balances	Donors
Community Division	\$20,251	40	\$7,680	\$1,185	\$0	\$6,495	1
Family	\$450	2	\$0	\$0	\$0	\$0	
Organization Totals:	\$20,701	42	\$7,680	\$1,185	\$0	\$6,495	:1
Council							
	Previous	Year		Cu	rrent Year		
Giving Category	Contributions	Donors	Contributions	Payments	Write-offs	Pledge Balances	Donors
Community Division	\$1,600	4	\$0	\$0	\$0	\$0	
Council Division	\$56,285	68	\$23,130	\$8,380	\$0	\$15,750	2
Organization Totals:	\$57,885	72	\$23,130	\$8,380	\$0	\$15,750	2

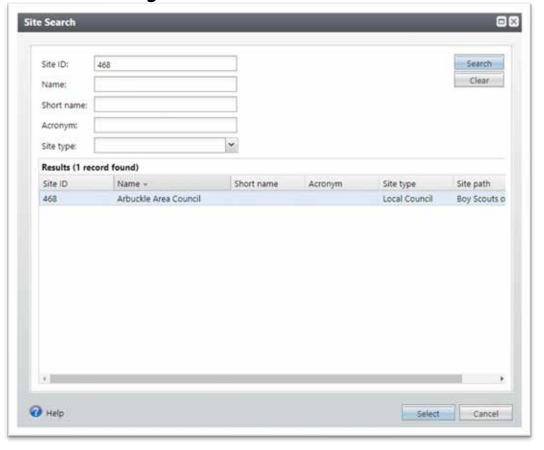


Daily Revenue Transactions

Found under Revenue \ More Tasks \ Daily Revenue Transactions

Click the link and then insert your Site ID (Council #) and then select your council.







Daily Revenue Transactions



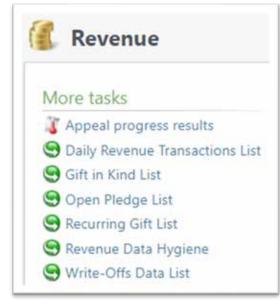
Place a date in a filter and click apply. If you need a report for a specific date, use the first filter. If you would the list for the week, use the "On or after" filter. More info is included in the download file.

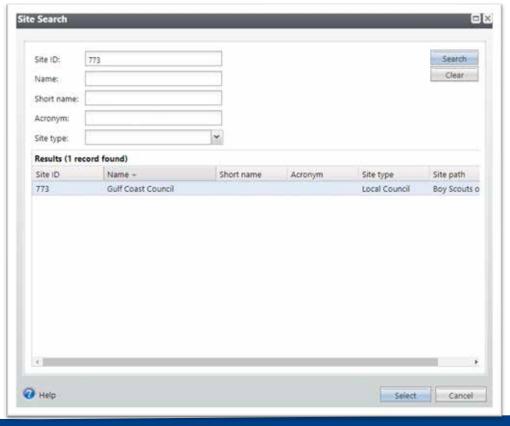
Recurring Gift List

Found under Revenue \ More Tasks \ Recurring Gift List

Provides list of Recurrences you have in the CRM.

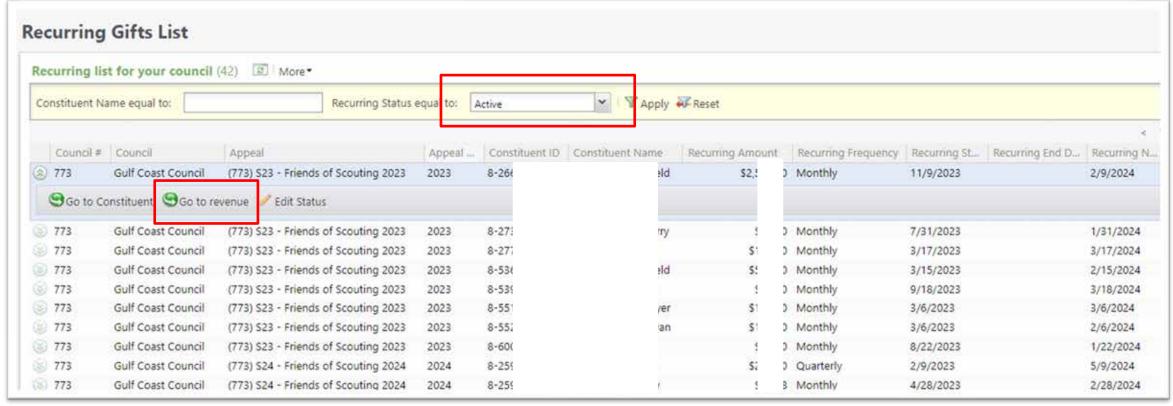
Click the link and then insert your Site ID (Council #) and then select your council.







Recurring Gift List

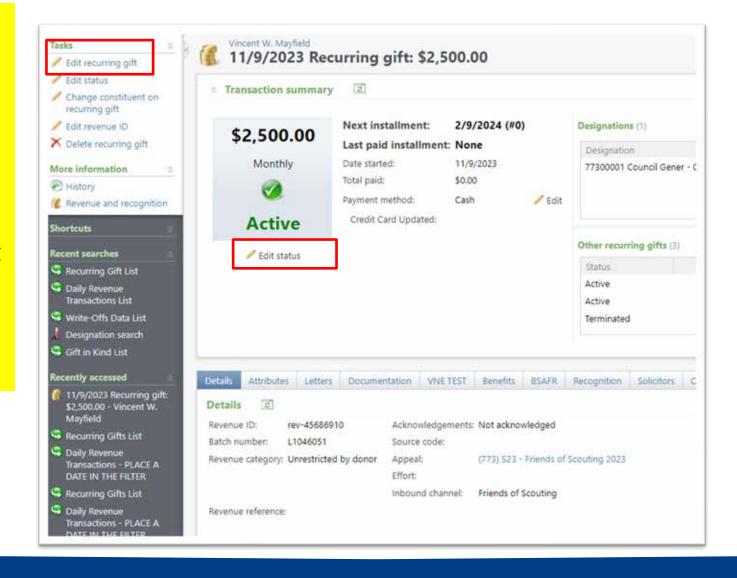


This list provides a quick way to view all your active recurring gift. by clicking the go to revenue button, you can jump to the recurrence and make changes to the appeal, BSA structure, giving category or solicitor. You can also change the status to canceled or terminated.



Recurring Gift List

Edit the recurrence to update the appeal. Change the solicitor on the Solicitor tab Update the Giving Category or BSA Structure on the Attribute tab. These changes will not affect the GL. You can also edit the status of the recurrence on this page.



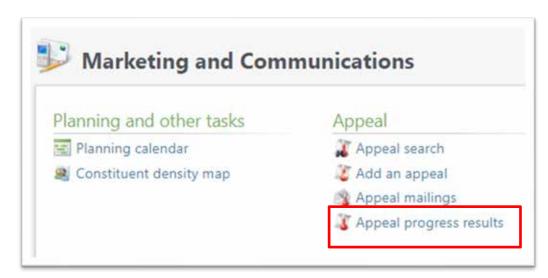


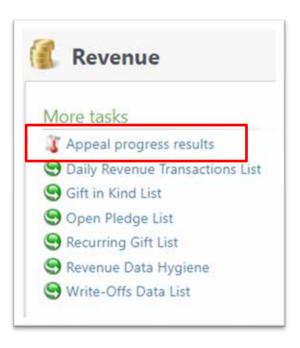
Appeal Progress Data List

Found under Revenue \ More Tasks \ Appeal Progress Results

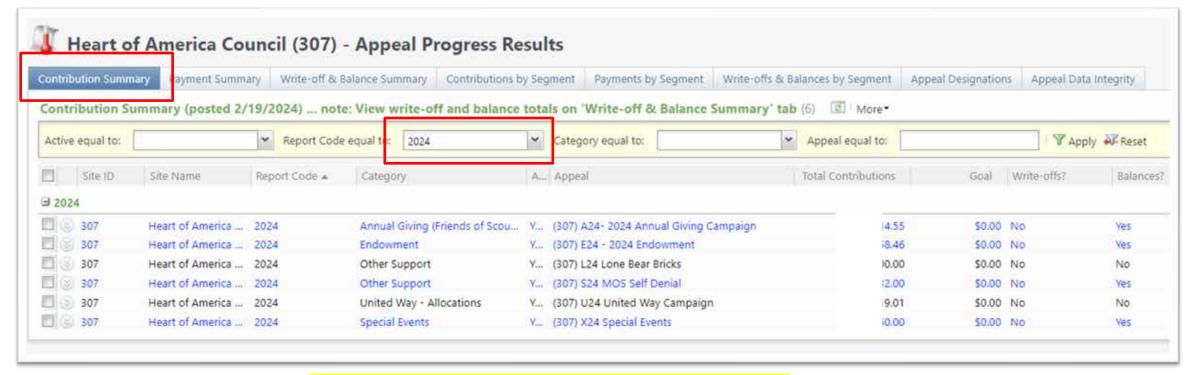
Or Marketing & Communications \ Appeal \ Appeal Progress

Results





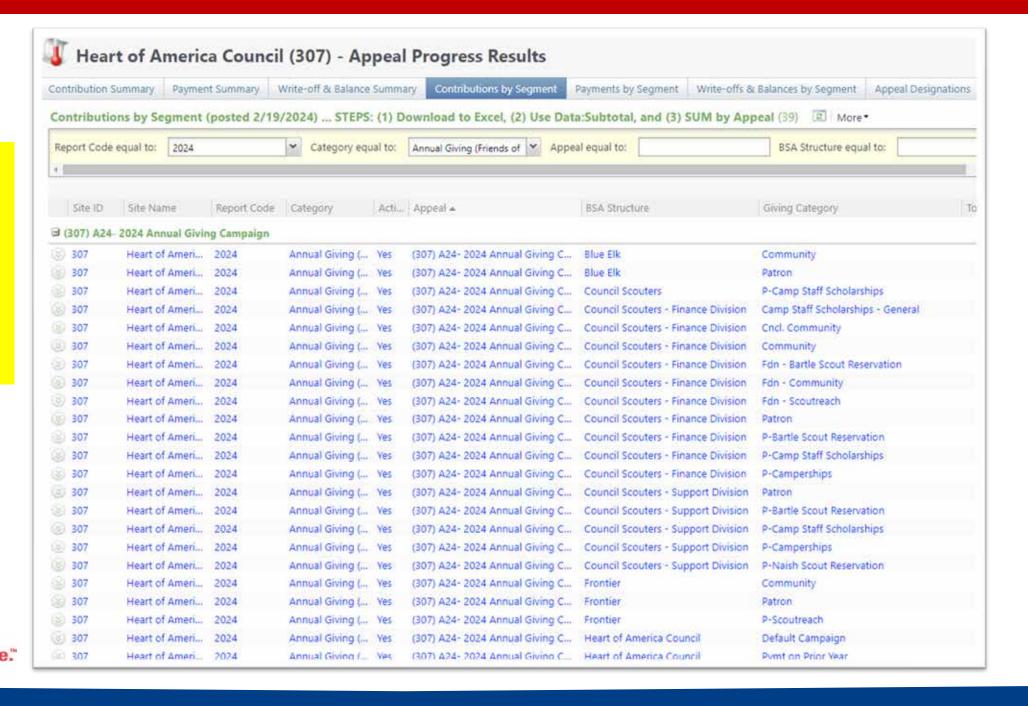
Appeal Progress Results



The "Contribution Summary" tab filtered to the appeal year gives you a quick snapshot of the progress of your appeals.



The "Contributions by Segment" tab gives you a quick report sorted by BSA Structure and Giving Category. A District Executive could run this to see progress.





Batches

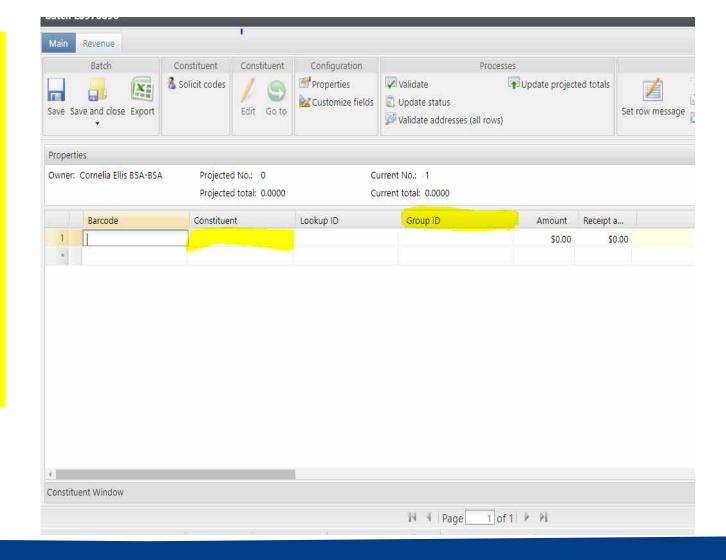


Using Group ID in batch

- Why?
 - Improves solicitor reporting
 - Units
 - Groups
 - Aligns pledge card history

Revenue Batch

When entering a Unit to a Revenue batch select the Constituent then in the Group ID enter the information of the Unit. (Troop 0003, etc)





Search for the BSAFR Group

Name:	Troop 0003	Search
Lookup ID:	11000 00004	Clear
Group type:	~	
Site:	× 0	
Results Lookup ID	Name	Group type
		7777

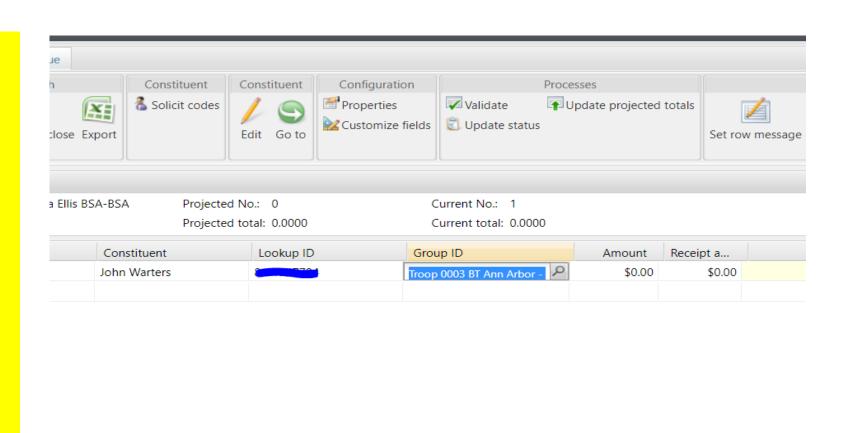


Populate in the BSAFR Group

dow

The Group ID will populate with the Unit information. This will attach to the pledge or payment and will show on the Unit and Constituent's profile.

The Giving Category and BSA Structure columns will also fill in from the group.





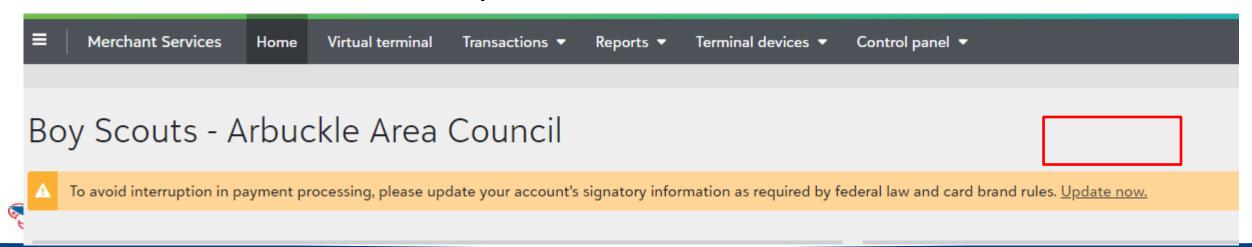
BSAFR Group Fields





Blackbaud Merchant Services

- Required Signatory Check.
- If not completed, account will stop disbursements April 1.
- Log into BBMS and see if you have an orange banner on home page
- Click the link and complete the information



PAUSE and breathe...





Home > Council Support > Council Funding and Finance > Council Administration **Council Support** Council Management **Council Administration** Support The sections below provide tools for Council staff to assist them in the proper management of their Council. This is Contact Council designed for staff use but may provide detailed information to volunteers interested in the particula opics. Management Support **Accountable Plan Template** Council Assessments **Council Office Procedures Council Stewardship Policies** Council Board Resources FASB Accounting Changes and the BSA - new for 2018 **Fiscal Management Procedures for Stewardship** Council Business Fiscal Policies and Procedures for BSA Units - Revised April 2022 Practices - - BSA Units PayPal and Venmo Reporting Update Council Fiscal **Interpreting Financial Statements** Management and **Life Insurance Imputed Calculation Local Council Accounting Manual** Training www.scouting.org/financeimpact **Local Council Financial Audit Tools** Journey to Excellence New York Conflict of Interest Policy—Updated March 20 New York Conflict of Interest Policy-March 2014 Council Funding and Finance Records Retention Policy - Updated January 2019 Presentation: Fringe Benefits: Employer-Prov ised Vehicles and Group-Term Life Insurance - Uploaded April 2014 Financial Planning Record Camp Card Transactions—PeopleS Record Product Sales in General Ledge **Funding The Council Time Study Forms Council Administration Blackbaud CRM Resources** Local Council Financial **BSA Fiscals Forum** Audits PeopleSoft Support

Accounts Payable



Back Office Business

Solutions

Q

Council Support

Council Management Support

BOY SCOUTS OF AMERICA

Contact Council
Management Support

Council Assessments

Council Board Resources

Council Business Practices

Council Fiscal Management and Training

Journey to Excellence

Council Funding and Finance

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

CRM Resources

CRM Process Videos

CRM (Blackbaud) User Forum Presentations

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

2022

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

2021



Member Care Self-Service

http://membercare.scouting.org

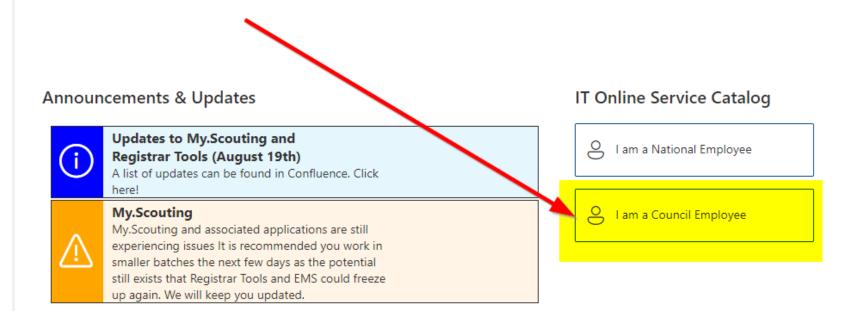
Creating an incident directly in JIRA



Welcome to the National IT Service Catalog

We value your feedback. Click Here

My Open Tickets | My Closed Tickets | Knowledge Base | Report Security Issue | Report Phishing Attempt | Password Reset | Office365 | HR Gateway | MyBSA





Service Categories



Accounts & Passwords



BSA Applications (Operations)



BSA Applications (Program)



Email, Communication & Collaboration



Network Services



Security Services



Hardware & Software



General Assistance

Welcome to the National Online Support Center Service Catalog.

This service catalog is a detailed list of services provided by the Information Services Group.

Each service will have the following information:

- A brief description
- How to request support
- Links to additional Mowledge or training
- Highlighted Frequently Asked Questions

To go directly to the knowledge base, click here.

If there is something we can do to make this service catalog better, please It us know; click here.

Council Services

Service Categories



Accounts & Passwords



BSA Applications (Operations)



BSA Applications (Program)



Email, Communication & Collaboration



Network Services



Security Services



☐ Hardware & Software



General Assistance

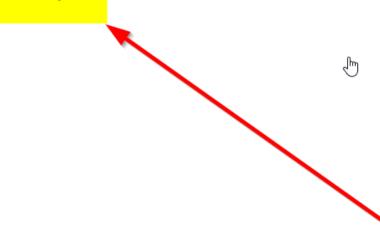
General Assistance

The General Assistance option should be used when the issue or question isn't Catalog.

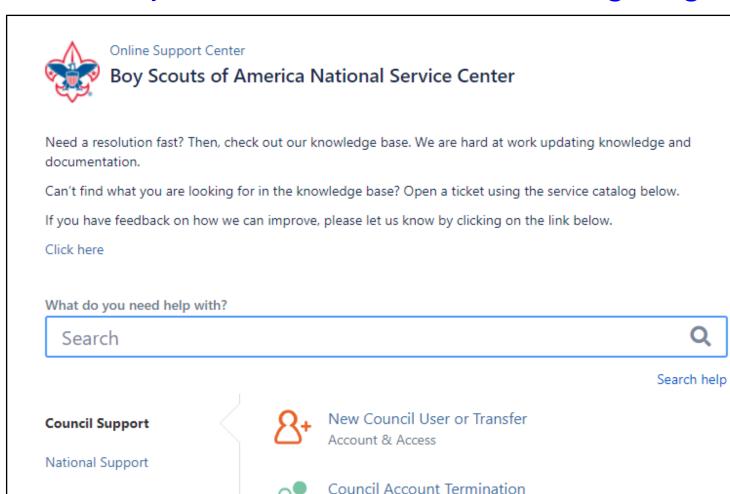
When possible, open a ticket by selecting the service from the Service Catalog Request link. Doing so will ensure all the necessary information is collected and quickly routed.

Tickets opened using the general assistance option go into the general queue the order received.





http://membercare.scouting.org



Account & Access



Scout Shops/NDC Support

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

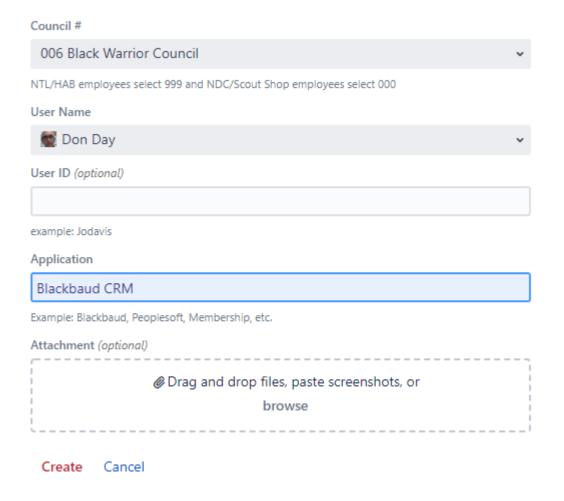
Council

006 Black Warrior Council

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



User Name – Application - Attachments





Next Forum

March 20, 2024 10:00 am & 2:00 pm CT

Questions & Answers