# **CRM User Forum**

April 17, 2024 John Kuehn ~ Cornelia Ellis



# Objectives

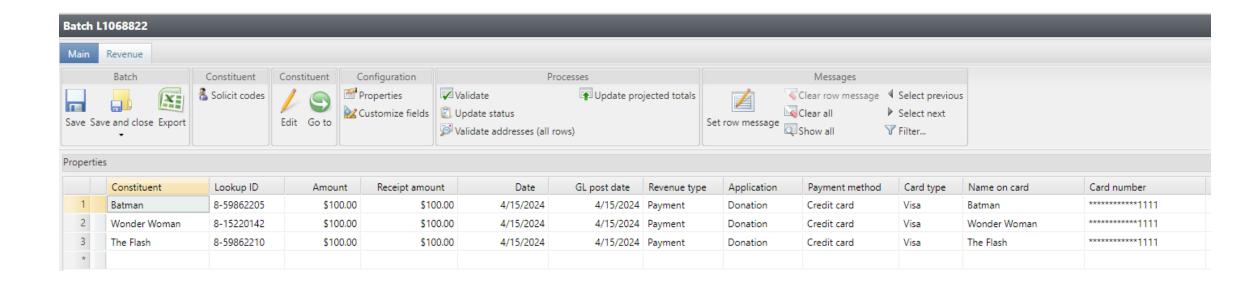
Blackbaud Merchant Services Global Write-off & Write-off Data List The 990 Blackbaud / PeopleSoft



- Credit Card Processor linked to CRM
- Active if you have used credit card processor in prior 13 months
- Access is through Blackbaud.com with a Blackbaud ID

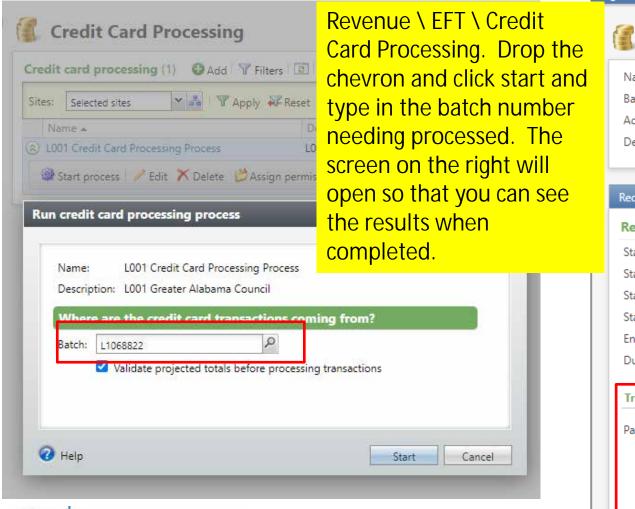


- Batches used in your Credit Card Processor
  - o LC Credit Card Payment Donation
  - o LC Pledge Payment Credit Card
  - o LC Combined Batch
  - o LC Import of Pledge Payments Credit Card Scheduled Process
  - o LC Import of Recurring Credit Card Scheduled Process

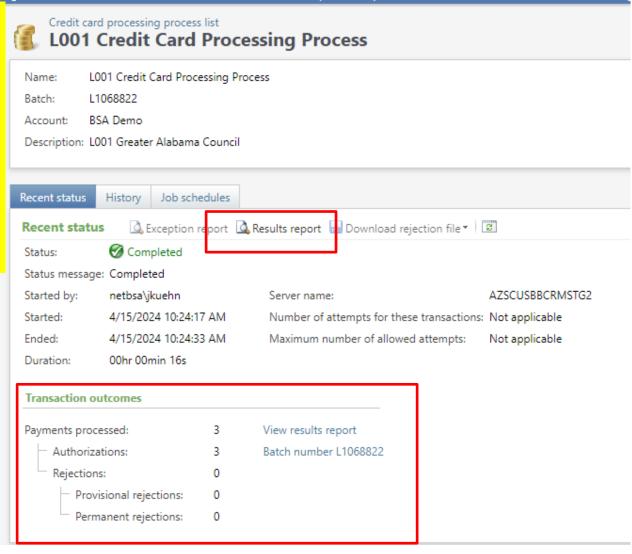


Above is a sample LC Credit Card Donation Payment batch. The individuals are loaded in with their CC info and it is ready to be ran through a credit card processor. Save and close the batch and write down the batch number to process.





Prepared, For Life,"



Blackbaud.com

Q Sign In Finance Manager \$168 K → \$26 K + \$0 K Grant Manager Fundraiser School Administra Fundraising YoY Growth

If you are processing credit cards weekly, you will need to log into Blackbaud.com to pull your disbursement reports to balance your checking account

### Sign in

A new look is coming soon. Blackbaud is improving its sign-in page with a more modern look and feel. Learn more

to continue to Blackbaud ID

Forgot password?	Remember my email
Password	
Email address john.kuehn@Scouting.org	

### Blackbaud ID Sign-in

Multi-factor authentication

We sent a verification code as a text message to your personal device.

To confirm your identity, enter the verification code (which, for security, expires within 5 minutes).

Verification code

Remember this browser

Your Blackbaud ID won't require a verification code on this browser for 30 days. Don't select if on a public device.



### Welcome, John!



### **Profile**

Manage your Blackbaud ID, contact information, communication preferences, and access manage file transfer.



### Security

Manage user access for your organizations, including adding and removing users and roles, and viewing user action history.



### Account

View your organizations' account.



### Billing

View and manage your organizations' invoices and payment preferences.



### Training

Enroll in classes at BlackbaudU Campus, view training FAQs or chat with Training Help.



### Help & Support

Search the Knowledgebase, visit the Community or manage cases in the Support Portal.

### Solutions 0

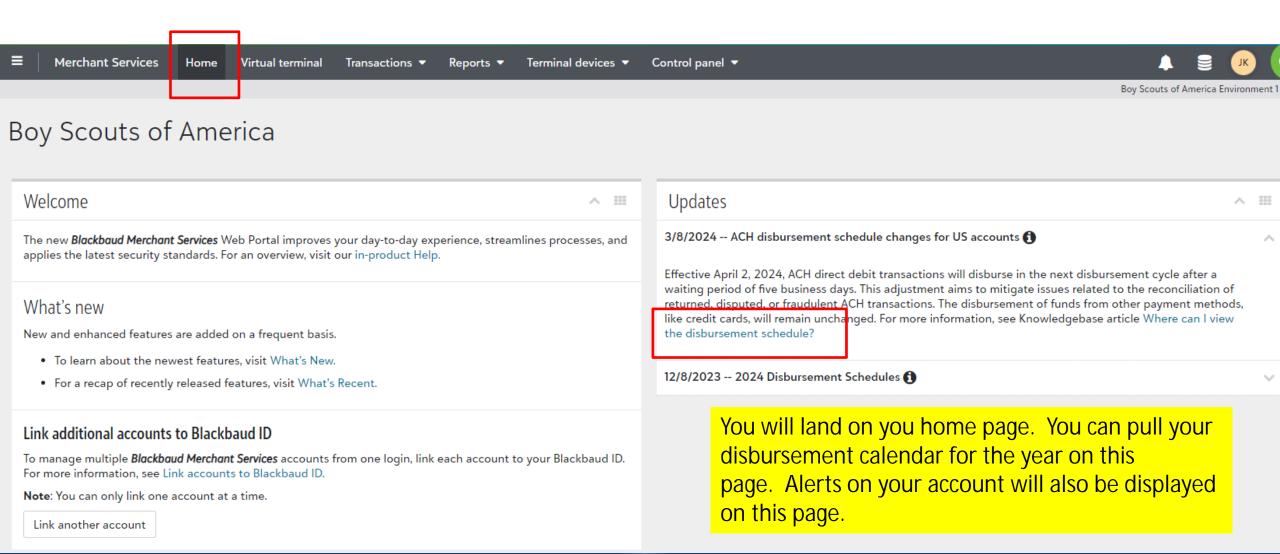
### **Blackbaud Grantmaking**

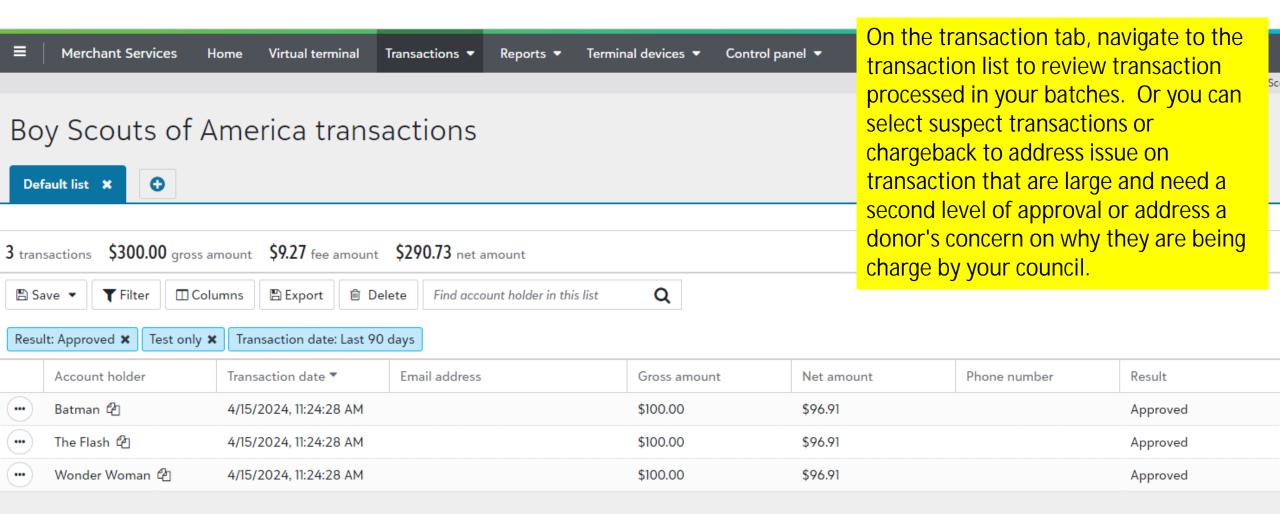
Manage your entire grantmaking workflow, from online grant applications through payments, in one solution.

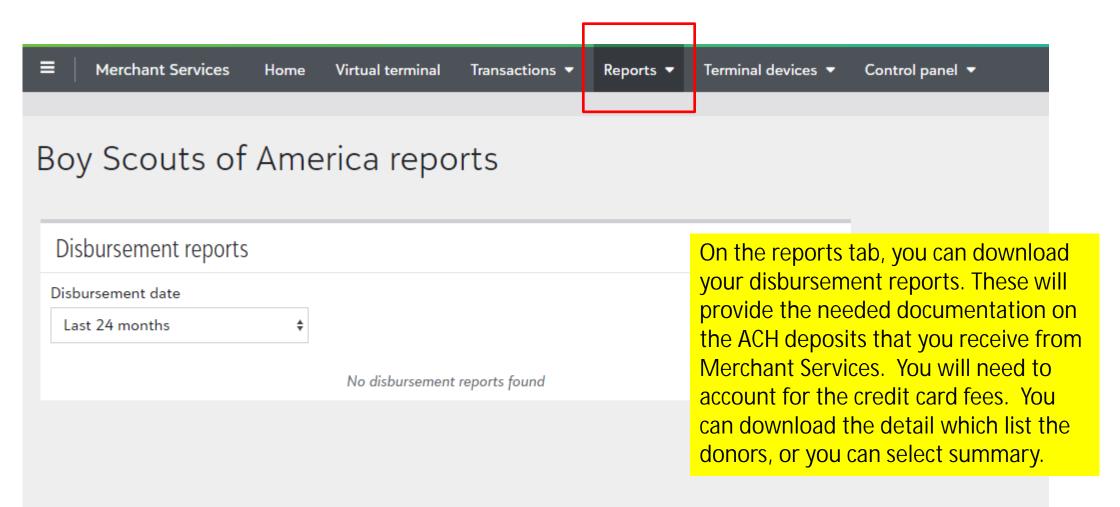
### **Merchant Services**

An end-to-end payment processing solution.

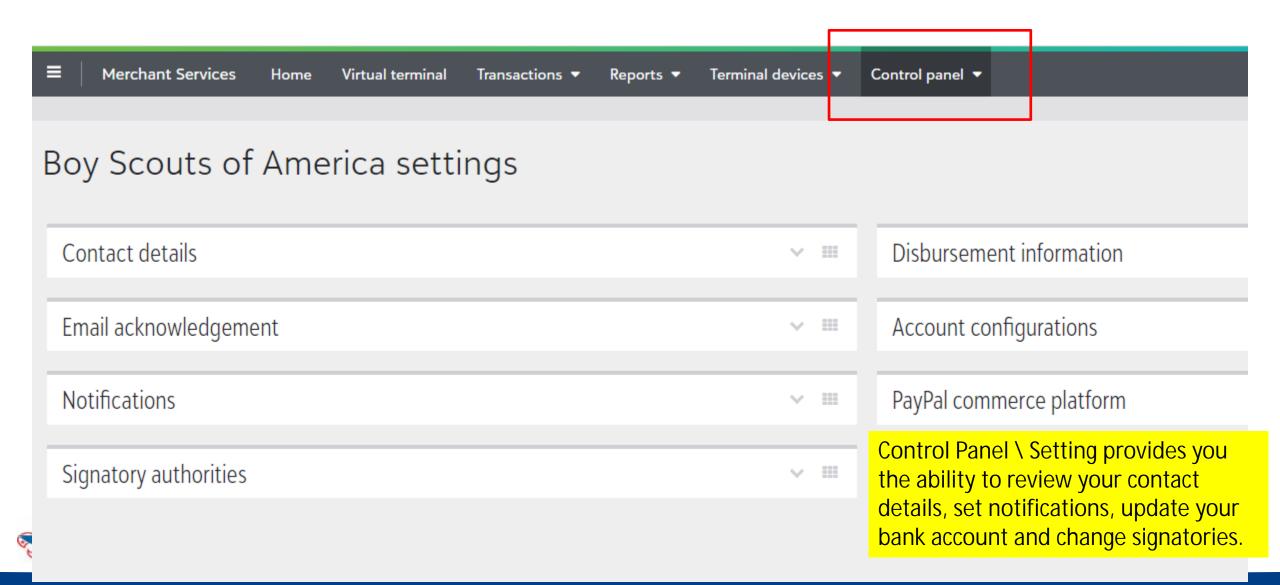
Once logged into Blackbuad.com, you will land on your profile page. To reach Merchant Services, you can click the link in the lower left corner or the link under the coin stack in the upper left-hand corner.











- Review Contact Details Update and remove John Kuehn
- Review Notifications Remove those no longer employed
- Review Signatory When the person moves or changes replace
- Disbursement Information Update deposit bank changes
- Account Configuration Leave Default
- Email acknowledgements Don't enable
- PayPal Commerce BBMS not connected to online platform



### Global Write-off Process

- 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 errors with mismatched appeals
- Pledge payments want to fulfill oldest pledges first



### Write-off Overview

- Revenue Tab Global Pledge Write-off
  - Click chevron next to council Edit Process
  - Edit appeal(s) to write-off
  - Preview results
  - When ready click Start to run process
  - The process runs see results in "Write-Offs Data List"
  - See detailed presentation on February recording

# Global Pledge Write-off

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.

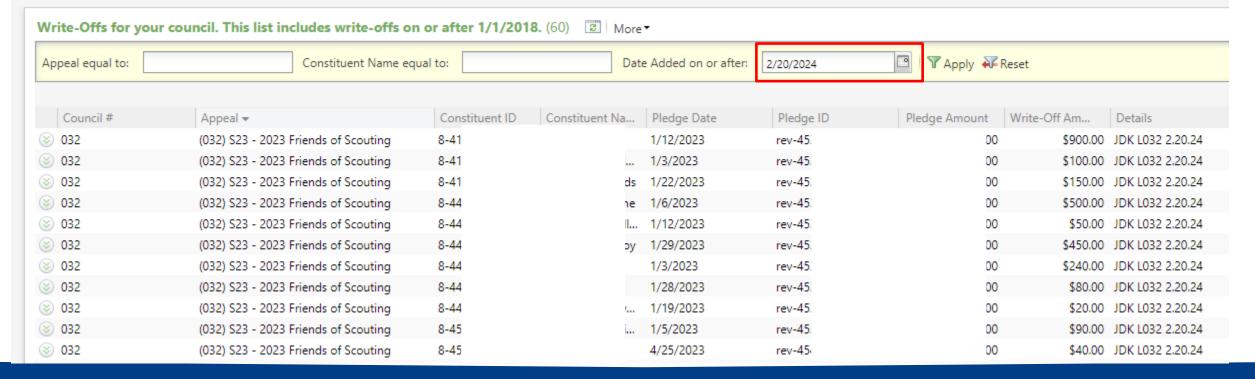


### Revenue

### More tasks

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

### List for Write-offs



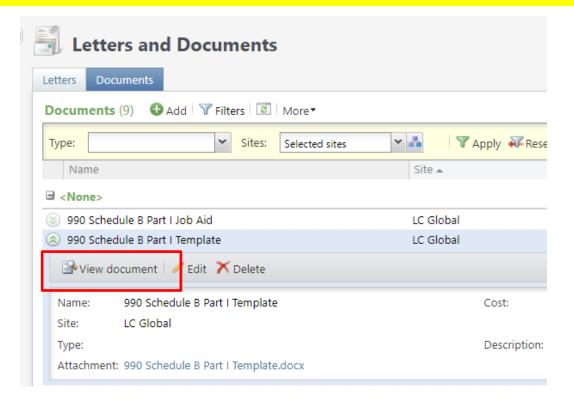
# Reports for IRS-990



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

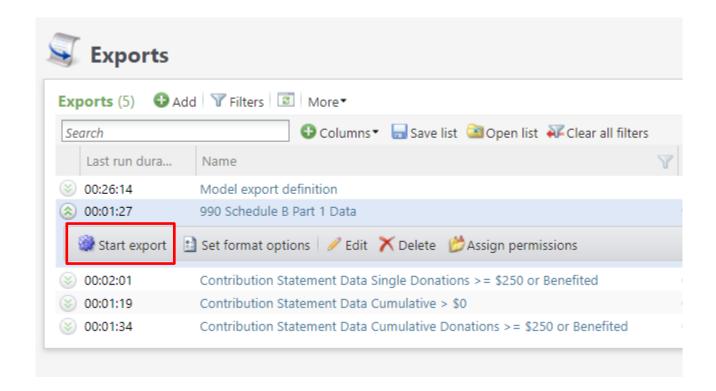


Under Marketing & Communication you can navigate to Letters and Documents. On the document tab you will find the Job Aid and the 990 template you will need for mail merge. Drop the chevron and click "View document". Save to your desktop. There is no need to click the edit button

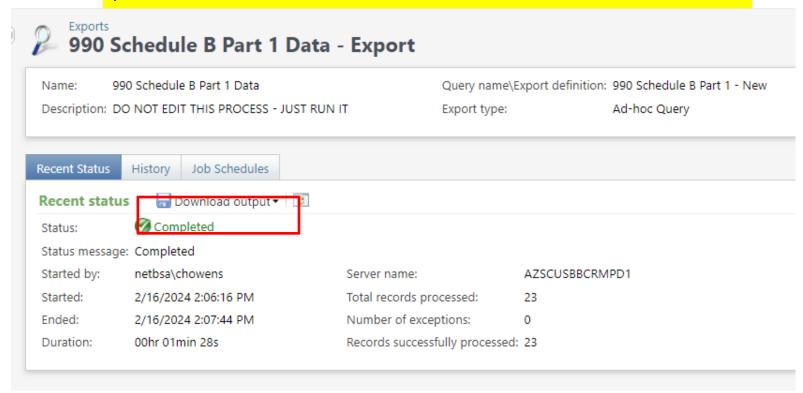




Export is found under Administration / Exports. Drop the chevron and click start. There is no need to edit the process.



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.

Note: Remove <> and () when changing out information above.

[	Name of Organization				Employer identification number		
	< Council Name	2>			<employer id="" number=""></employer>		
	Part I Contributo	rs (2019)					
	(a)		(b)	(c)		(d)	
	No.		Name. address, and ZIP + 4	Total co	ntributions	Type of con	tribution
leader		Mel		\$ 25,000	0.00	Perso	on
	887 IN 100 E SIE 1						
	Lehi UT 84043-1675						



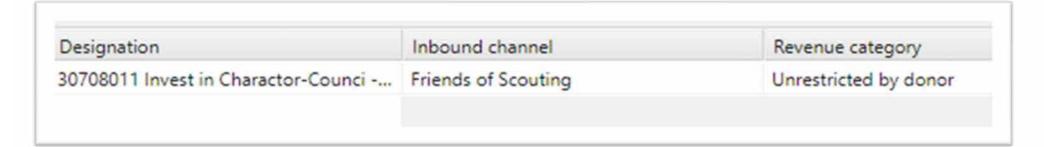
# IRS 990 – Sample Output

Name of Organ	ization				Employer ide	entification number
XYZ Council 67-8923983829641					829641	
Part I Contribut	ors 2023					
(a)		(b)			(c)	(d)
No.		Name, address, an	d ZIP + 4	Total	contributions	Type of contribution
1	Stark			\$	.00	Person
	PO Bo					
	Corva					
2	McDc			\$	.00	Person
	PO Bo					
	Euger					
3	Wildi			\$	.00	Person
	PO Bo					
	Euger					
4	Build			\$	.00	Person
	195 N					
	Euger					
5	Cham			\$	.00	Person
	3028					
	Euger					
6	Lanz			\$	.00	Person
	3025					
	Euger					

# Blackbaud/PeopleSoft



# Batch Entry Creates GL Entries



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

- The red digits represent the council number. This tells PeopleSoft which council's GL should receive the transaction.
- 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 to allow specific GL Account to be used. The Revenue Categories to the right will drive special event revenue to specific accounts when the Special Event Fundraising Inbound Channel is selected.

# Event - Auction item donation Event - Participant/Ticket Event - Program item Event - Concessions Event - Sponsorship Event - Other revenue Event - Fees Sales/Non-Fundraising Revenue Tax - State Sales Tax



# PeopleSoft Account

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

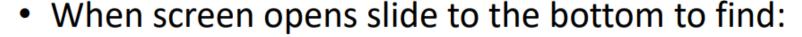
Council #	Fund	Contribution Account	Project Code	Restriction
Designation	Designation	Inbound Channel	Designation	Revenue Category
L <b>307</b>	1	4001	801	90

# **Designation Creation**

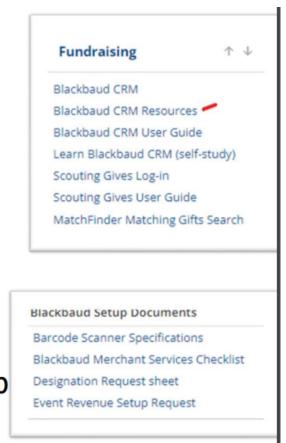
- See if your designation is in CRM before requesting it.
- Use a new designation worksheet to request a new designation.
- The designation worksheet will have you determine which Inbound Channels should work with your project code
- Hint If you want to know which contribution accounts in PeopleSoft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

### Blackbaud CRM Resources

MyBSA / Fundraising / Blackbaud CRM Resources



- Designation Request Sheet
- Event Revenue Setup Request
- Read direction tab on worksheet, fill in information tab
- Submit via Member Care ticket for service





BUSINESS UNIT			
Council/Businss Unit ID L358			
Name Patriots' Path Council			

PEOPLESOFT PROJECT ID AND NAME		
Project ID (3-8 Digits)		
PeopleSoft Project Description/Name		
Stem Awards Dinner		
tem Awards Dinner		
8		

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:

- Different names your Council may want for the separate Operating, Capital and Endowment designations that could be created for this Project.
- Any additional PeopleSoft Accounts
  (from Chart of Accounts) that are needed
  to process fundraising revenue for this
  Project.

PAY METHO	PAY 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**	

INBOUND 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]	
n	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	





### 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

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

### COUNCIL SUPPORT

Council Management 
Support

Council Funding and Finance

### **CRM Resources**

### **CRM Process Videos**

**CRM (Blackbaud) User Forum Presentations** 

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



### 2024

January 2024 User Forum - Slide Deck - recording

- Creating 2023 Contribution Statements Pledge Write-offs Prior Year Events & Mapping -Updating Reminders
   February 2024 User Forum Slide Deck recording
- Finishing Up 2023 Year-End GL Transactions Tracking 2024 Appeals BSAFR in Batch

### 2023

January 2023 User Forum - Slide Deck - recording

- Creating 2022 Contribution Statements - Cleaning Up Unposted batches

February 2023 User Forum - Slide Deck - recording

- Global Write-off - Reports for 990 - Beginning GL FR Transactions - Using Group ID in batch

March 2023 User Forum - Slide Deck - recording



### Member Care

Phone 972-580-2489

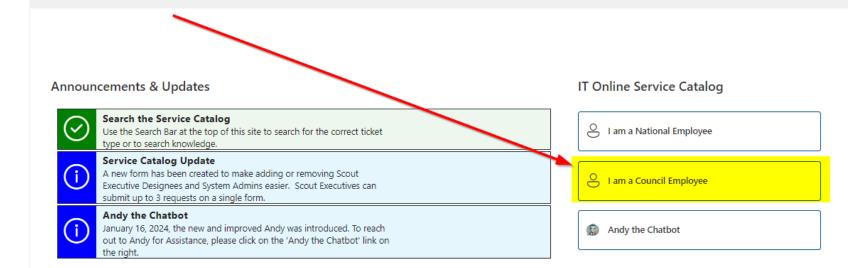
- http://membercare.scouting.org
  - Creating an incident directly in JIRA



### **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.

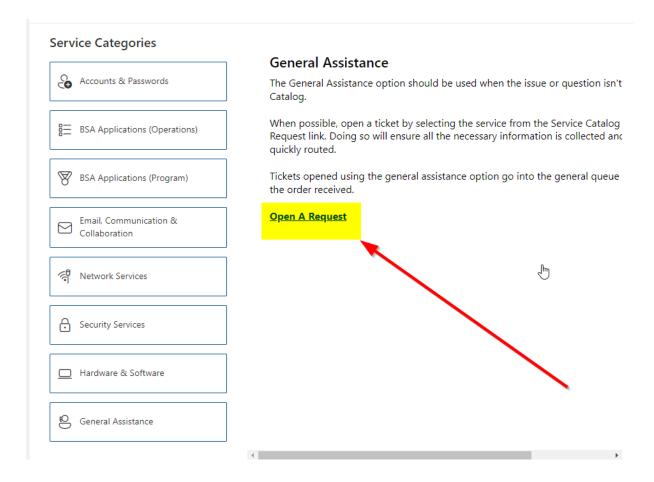
Each service will have the following information:

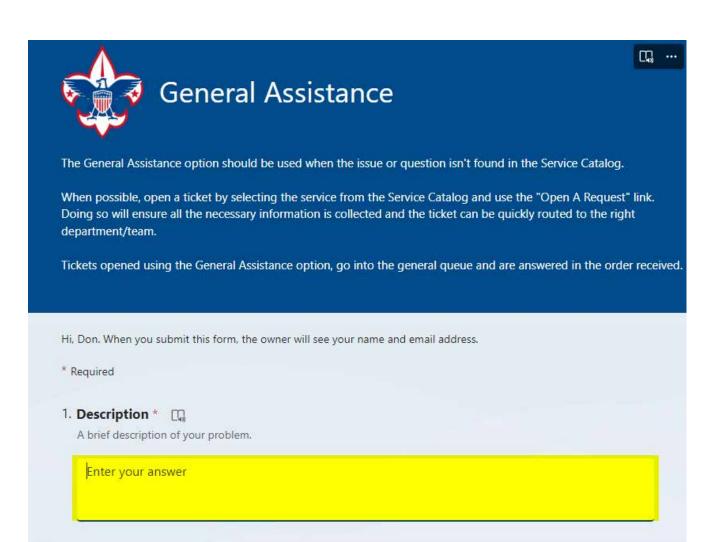
- A brief description
- How to request support
- Links to additional Mowledge or training
- Highlighted Frequently Asked Questions

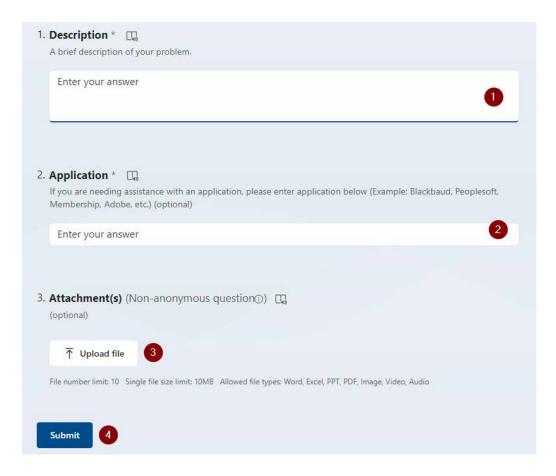
To go directly to he knowledge base, click here.

If there is mething we can do to make this service catalog better, please tus know; click here.

ouncil Services







### Fill in the Boxes – Add an Attachment

**CLICK - Submit** 



### **Next Forum**

May 15, 2024 10:00 am & 2:00 pm CT

# **Questions & Answers**