



2024 | BOSTON
INNOVATE
JMT CONSULTING

Beyond Numbers: The Real Power of Intuitive Reporting (1D)

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Introduction



John Tiso
Director of Client Services,
JMT Consulting

Introduction



Walter Hicks

Industry Principle, Solution
Consulting,
Sage



Text



DASHBOARDS

More than a buzzword!

Navigating A Complex Landscape

- ✓ Economic Uncertainty
- ✓ Shifts in Donor Behavior
- ✓ Increased Demand for Services
- ✓ Grant and Contract Funding Challenges
- ✓ Communication and Transparency with Stakeholders





Visibility to Information is Critical

- ✓ Board and management reporting
- ✓ Grant/Contract management and reporting
- ✓ Program management and reporting
- ✓ Mission delivery

Types of Information to Monitor

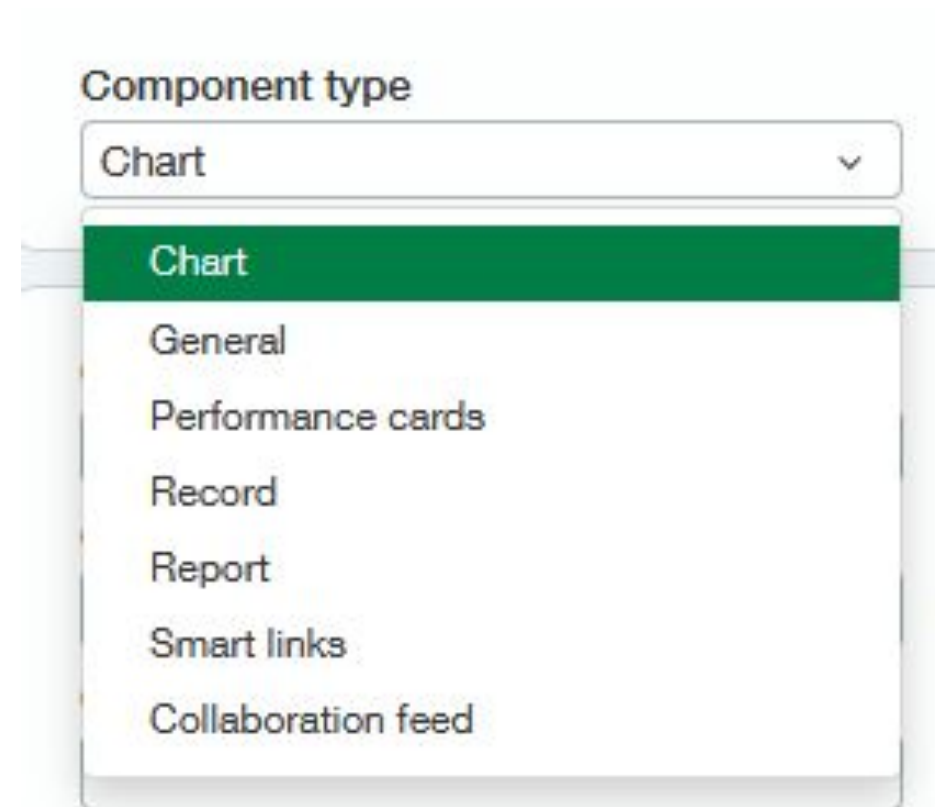
- Dollars
- FTEs
- Employee turnover rates
- Grant/Contract compliance requirements
- Program outputs and outcomes
- Mission delivery metrics (e.g., clients served, etc.)





Dashboard Components

- ✓ Charts
- ✓ Performance Cards
- ✓ Reports
- ✓ Smart Links
- ✓ Collaboration
- ✓ Attachments
- ✓ Shortcuts
- ✓ RSS Feeds
- ✓ Message Board
- ✓ Closed Thru Summary



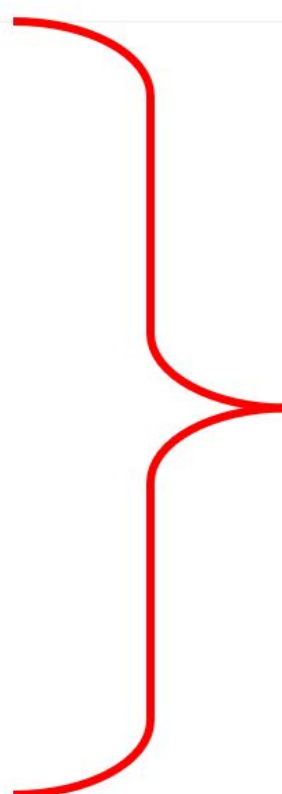


★ Applications ▾

Intacct ▾

- Dashboards** >
- Reports >
- Company >
- General Ledger >
- Accounts Payable >
- Purchasing >
- Time & Expenses >
- Accounts Receivable >
- Cash Management >
- Inventory Control >
- Order Entry >
- Platform Services >
- Budgets >
- Grants >

- All
- + Dashboards**
 - Analysis Views ▶
 - Compliance ▶
 - Fundraising Efficiency:Fundr... ▶
 - Nonprofit Board Book ▶
 - Outcomes ▶
 - QuickStart ▶
 - Role Based Dashboard ▶
 - Sage Transform 2024 ▶
 - See Also:Demo Resources ▶
 - Visual Board Reporting



Dashboards designed
for each user,
department, program.

Overview [

Visibility To Information

CFO Dashboard

12/31/2014

All programs

All regions

All grants

Clear



Days Cash on Hand

3,761.08

This month

+228 vs. prior month



Quick Ratio

1.12

This year

+0.15 vs. prior year



Operating Margin

1.47%

This year

-0.07 vs. prior year



Liquidity Ratio

4

This year

-1 vs. prior year



AR Turnover

130

This year

+50 vs. prior year



Approve Timesheet

No Fields Selected

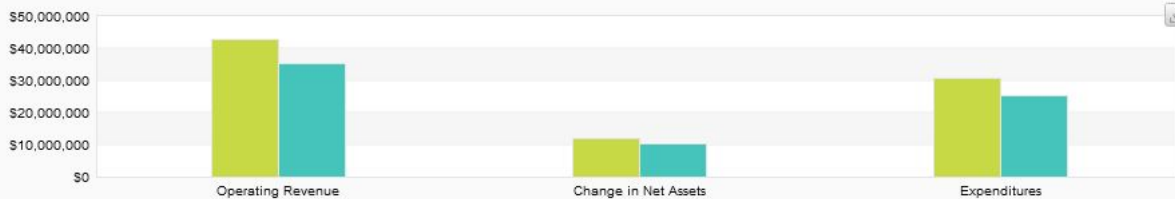
Cash Balance Monthly - CY

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	Year Ending 06/30/2015 Trend	Month Ending 07/31/2014 Actual	Month Ending 08/31/2014 Actual	Month Ending 09/30/2014 Actual	Month Ending 10/31/2014 Actual	Month Ending 11/30/2014 Actual	Month Ending 12/31/2014 Actual	Month Ending 01/31/2015 Actual	Mont 02
Cash and Cash Equivalents									
Harland RE Op - NMTC (4179)		4,425,568.75	4,532,828.60	4,633,340.71	4,722,049.83	4,849,267.81	4,915,640.99	5,162,630.98	5,36
AEMI Reserve - NMTC (4203)		598,274.63	598,575.63	598,502.92	598,937.43	599,868.13	599,927.48	529,115.52	52
ST CDE Reserve - NMTC (4195)		11,564.43	11,874.75	12,217.16	12,540.55	12,889.95	13,198.29	13,515.78	1
Deposits in Transit		0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Total Cash and Cash Equivalents		5,035,407.81	5,143,278.98	5,244,060.79	5,333,527.81	5,462,025.89	5,528,766.76	5,705,262.28	5,91

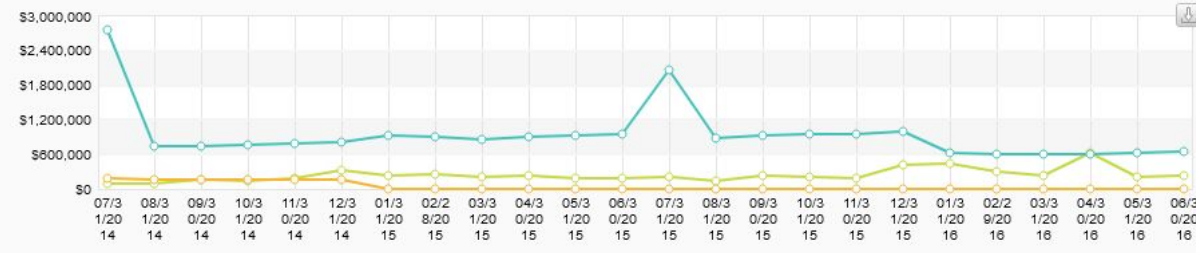
Surplus Deficit - Budget

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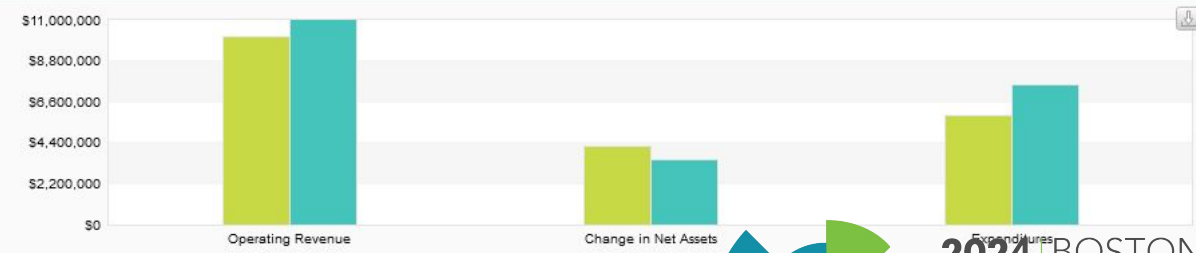
Monthly Cash Flow

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Surplus Deficit - Actuals

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Approve Purchasing Transactions



Performance Cards

My Tasks

- Open Assignments
- Enter Bills
- Pay Bills
- Bank Reconciliation
- Manage Vendors
- 1099 Form

Reports

- Vendor Aging
- AP Ledger
- Bills Analysis
- Posted Payments
- 1099 Reports

Accounts Payable Balance
\$999,285
This month No change vs. prior month

Accrued Liabilities Balance
\$1,981,542
This month No change vs. prior month

Average AP Balance
\$999,285
This month No change vs. prior month

Expenditures
\$0
This month 0 vs. prior month

AP Turnover Ratio
0
This month 0 vs. prior month

Days Payables Outstanding
0
This month 0 vs. prior month

Top 10 AP Balances
01/31/2024 11:29:48 AM

	Accounts Payable Balance 01/31/2024	Accounts Payable 12-Month Tr
ABC Office Supplies	81,685.82	
Adam & Frost, LLC	41,000.00	
Jason's Delight	(150.00)	
Franklin Smith, CPA	1,800.00	
Holt Consulting	55,250.00	
Able Courier	10,756.25	
Lemial Rentals	2,800.00	
Harkin Utilities	1,000.00	
Best Janitorial	37,380.00	
Costco	8,289.00	
Amanda Workman	1,800.00	
AMR Research, Inc.	7,500.00	
Ransom Counselling Services	75,000.00	
Entity 100	3,200.00	
Garden Pathways	5,000.00	
Sterling Construction	481,187.00	



Cash Balances
01/31/2024 11:29:49 AM

	Month Ending 01/31/2024	Month Ending 12/31/2023
Cash and Cash Equivalents		
Operating Cash		9,481,957.71

Contract Manager

12/31/2014 All programs All regions All grants Clear

Working Checklist

Checklist category	Checklist ID	Checklist name	Checklist description	Checklist status
Grants Management	CL03	Bill & Melinda Gates Foundation Grant		In Process
Month End Close	CL01	April 2021 Month End Close		Not Started
Month End Close	CL02	May 2021 Month End Close		Not Started
Vendor Activation	CL05	New Vendor A	Process for setting up a vendor record	In Process

Working Assignment

Assignment category	Assignment ID	Assignment name	Assignment description	Assignment status

Grant Expense Report
01/31/2024 11:44:49 AM

	Annual Base Salary	FTEs - hrs/per	Year Ending 12/31/2014 Total Actual Expense	Management and General Year Endir 12/31/201 Total Expens
Personnel				
Program	42,000	32	411,154.16	0.00
Rent Expense (Program)	0	0	0.00	0.00
Participant Exp. Reimbursements	0	0	0.00	0.00
Case Management	0	0	0.00	0.00
Food Expense (Program)	0	0	0.00	0.00
Office Supplies (Program)	0	0	0.00	0.00
Transportation Costs (Program)	0	0	0.00	0.00
Admin Exp (Program)	0	0	0.00	0.00
Clinical	65,000	52	0.00	0.00
Direct Care	42,000	48	0.00	0.00
Maintenance	45,000	28	0.00	0.00
Agency Admin	88,000	24	0.00	0.00
Total Personnel	282,000	184	411,154.16	0.00
Fringe Benefits (\$)	282,000	184	105,255.46	0.00
Total Personnel with Fringe	564,000	368	516,409.62	0.00
Other Direct Costs				
Office Operations	0	0	3,349,737.13	2,989,312.60
Communications/Marketing	0	0	1,569,383.09	1,517,728.70
Travel (Project Staff & Consultants)	0	0	7,414.57	7,414.57





Outcomes Sample NFP Metrics (JMT)

12/31/2014 Clear

<p># Clients Served</p> <p>9,110</p> <p>This year</p> <p>+5,246 vs. prior year</p>	<p># Meals Served</p> <p>217,040</p> <p>This year</p> <p>+6.85% vs. prior year</p>	<p>Total Program Expense</p> <p>\$6,756,299</p> <p>This year</p> <p>+\$1,960,749 vs. prior year</p>	<p>Program Efficiency</p> <p>82.86%</p> <p>This month</p> <p>+0.12 vs. prior month</p>	<p>Volunteer Hours</p> <p>8,584</p> <p>This year</p> <p>-10.5% vs. prior year</p>
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Program Exp with per Client Cost [Financial & Statistical View]

	Program Services					All Departments
	Counselling Services	Youth Center	Food Services	Outreach		
	Year Ending	Year Ending	Year Ending	Year Ending	Year Ending	Year Ending
	12/31/14	12/31/14	12/31/14	12/31/14	12/31/14	12/31/14
	Departments	Departments	Departments	Departments	Departments	Departments
Expenditures						
Personnel Expenses	725,656.14	306,787.19	70,987.42	50,705.32	1,154,136.07	
Professional Fees	601,083.56	282,283.96	206,128.43	127,129.23	1,216,625.18	
Program Expenses	141,257.72	75,818.50	148,426.97	62,558.74	428,061.93	
Occupancy	107,311.02	170,380.74	46,170.98	78,955.17	402,817.91	
General and Administrative Expenses	408,104.68	228,569.84	318,102.74	223,597.51	1,178,374.77	
Total Expenditures	1,983,413.12	1,063,840.23	789,816.54	542,945.97	4,380,015.86	
Clients Served	1,900.00	435.00	1,473.00	201.00	4,009.00	
Cost per Client	1,043.90	2,445.61	536.20	2,701.22	1,092.55	

Meals Served per Site

01/31/2024 11:49:27 AM

New Gable Place Learning Together @ Brook Street

Clients per Program

01/31/2024 11:49:28 AM

Planning and Design Contracted Work

Volunteer Effort by Program

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6,000

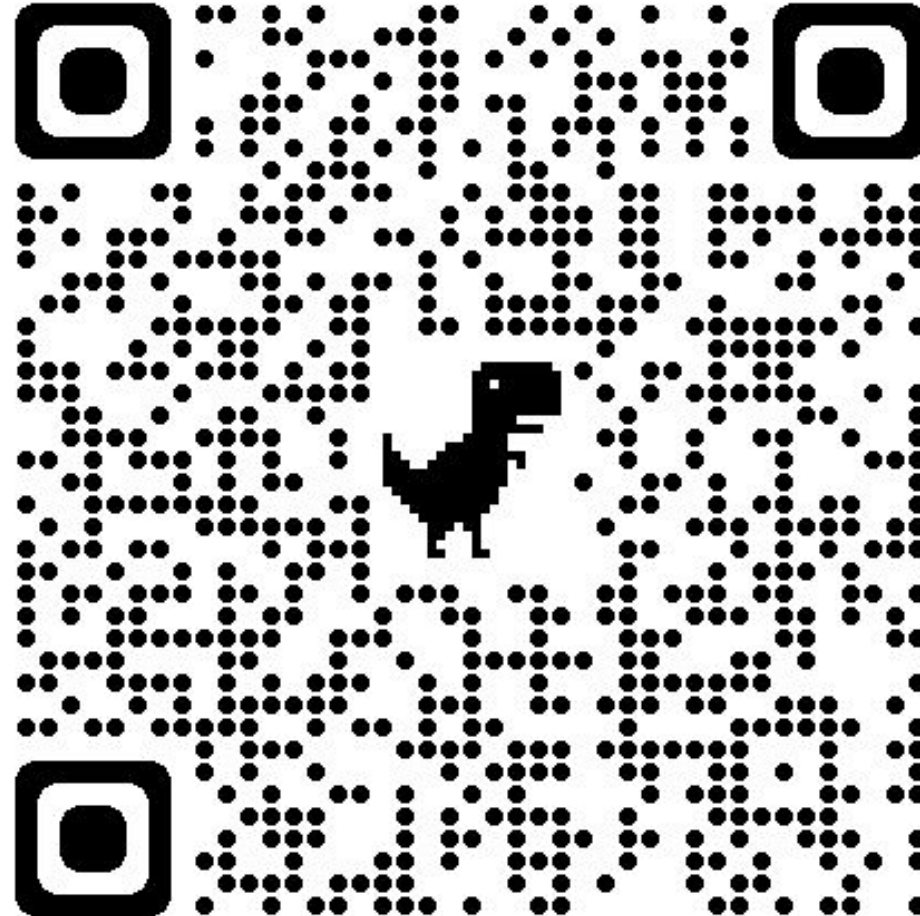




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