



# Non-Profit Challenges

Presented by:

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# Background

- Worked for 8 years as an auditor at Eide Bailly, specializing in Non-Profit Organizations
- Serves as the Chair for the OSCPA Professional Ethics Committee
- Serves as the Board Treasurer for Clarehouse
- Works as Chief Financial Officer at Mental Health Association since 2016.

# Topics

- Accounting and Fundraising
- Internal Controls
- Board of Directors

# Accounting and Fundraising

- Presenting the budget in a way that donors understand and appreciate
  - Budgeting for breakeven
    - Debt Servicing
    - Capital Expenditures
    - Revenue/Expense matching
    - Cash budgets

# Accounting and Fundraising

- Raising Unrestricted Funds
  - Most Difficult to Raise
  - Building in Overhead “Admin”
  - Selling the Need

# Accounting and Fundraising

- Cash Management
  - Cash Projections
  - Spreading out the use of unrestricted funds
  - Collection of receivables and grant funds “Floating the Expense”
  - Importance of Operating Reserves and Credit Lines

# Accounting and Fundraising

- Other
  - Recruiting
  - Software
  - Staying up-to-date on new accounting standards
  - Staying up-to-date on HR laws
  - Data Security

# Internal Controls

- Difficult with a small accounting staff
- Utilizing Board Expertise
- Theft Examples



# Board of Directors

- Foresight
  - Planning
  - Initiative
  - Opportunities
- Oversight
  - Management
  - Financial
  - Mission
- Insight
  - Expertise

# Board of Directors

- Engagement
  - Fundraising
  - Advocacy
  - Mission Advancement



# Questions?

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