

POSSIBLE (RE)DEFINED

Coffee Break: Boosting your Nonprofit's FP&A Capabilities

WHAT WE'LL DISCUSS

Today's Agenda

- Learning Objectives & Introductions
- Nonprofit Industry Trends
- Typical Nonprofit KPIs
- Utilizing an FP&A Solution
- Closing and Q&A



WEBINAR OVERVIEW

Learning Objectives

Evaluate the impact of nonprofit market trends on budgeting and planning

Understand how to integrate P&L and cash flow planning to ensure accurate cash projections

Explore how an FP&A solution can be used to enhance your reporting and dashboards

WELCOME

Today's Presenters



Brenda Kahler
Director, Armanino
Advisory LLC



Gabe Macis
Senior Manager,
Armanino Advisory LLC



Staffing Difficulties

Demographic drought, talent competition, looming recession



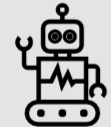
Increasing Size and Frequency of Donations

Planned giving, major gifts, segmentation, gift acceptance policy, digital marketing, reaching millennial donors



ESG – Environment, Social, Governance Initiatives

Development of ESG roadmap, transparency, impact reporting, impact investing



Harnessing Technology through Automation and “Digital Workers”

Automate manual, repetitive and tedious tasks, free up time for activities with greater mission-impact



Leveraging Data, Building a Data Warehouse

Integrating systems for a single source of truth, utilizing third-party data, utilizing operational and financial data together, building proprietary LLMs

NONPROFIT

Common KPIs

Statement of Financial Position

- Current ratio
- Debt ratio
- Total liabilities as a % of net assets
- Change in net assets without restrictions

Profitability

- Daily sales outstanding
- Operating gap
- Operating gap coverage %
- Fundraising expense ratio
- Functional expense ratio
- Cost per worker

Liquidity

- Months cash on hand
- Operating reserve
- Months of operating reserve
- Return on investments
- Contributions as a % of total revenue

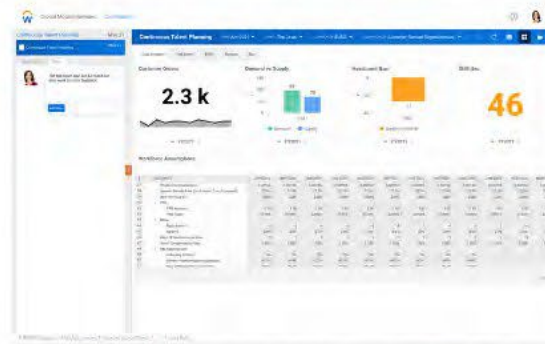
Let's Talk Workday's Adaptive Planning

- Armanino has been a trusted partner to implement Workday's Adaptive Planning for over 13 years
- Enterprise planning and reporting cloud solution (login right from your browser)
- Integrate your data from your systems/applications (ERP, CRM, HRIS, etc.)
- All actuals and plan data, reporting, modeling, versions, dashboards all in one silo!



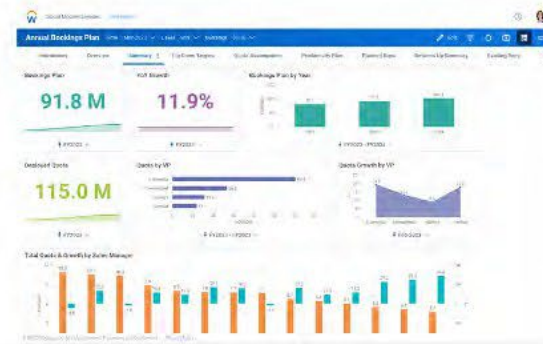
Financial planning.

Flexible budgeting, scenario planning, and reporting let you continuously plan for what's next and respond to changes with agility.



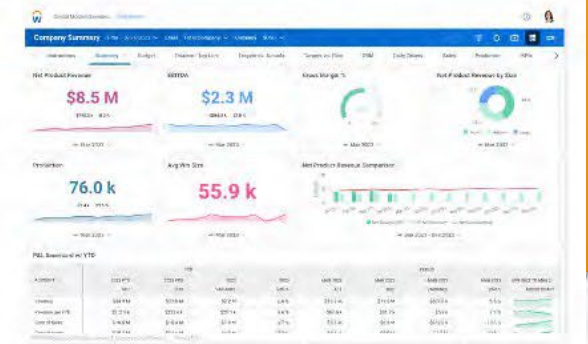
Workforce planning.

Plan for the skills you need today and tomorrow by department, cost center, level, location, and more.



Sales planning.

Dynamically plan sales resources, set quotas, and optimize rep capacity—all while keeping your eye on the bottom line.



Operational planning.

Enable company-wide planning in concert with finance, and drive better collaboration across departments and functions.

Thank you for
attending!

Additional Questions?

Reach out to us at

Experts@armanino.com



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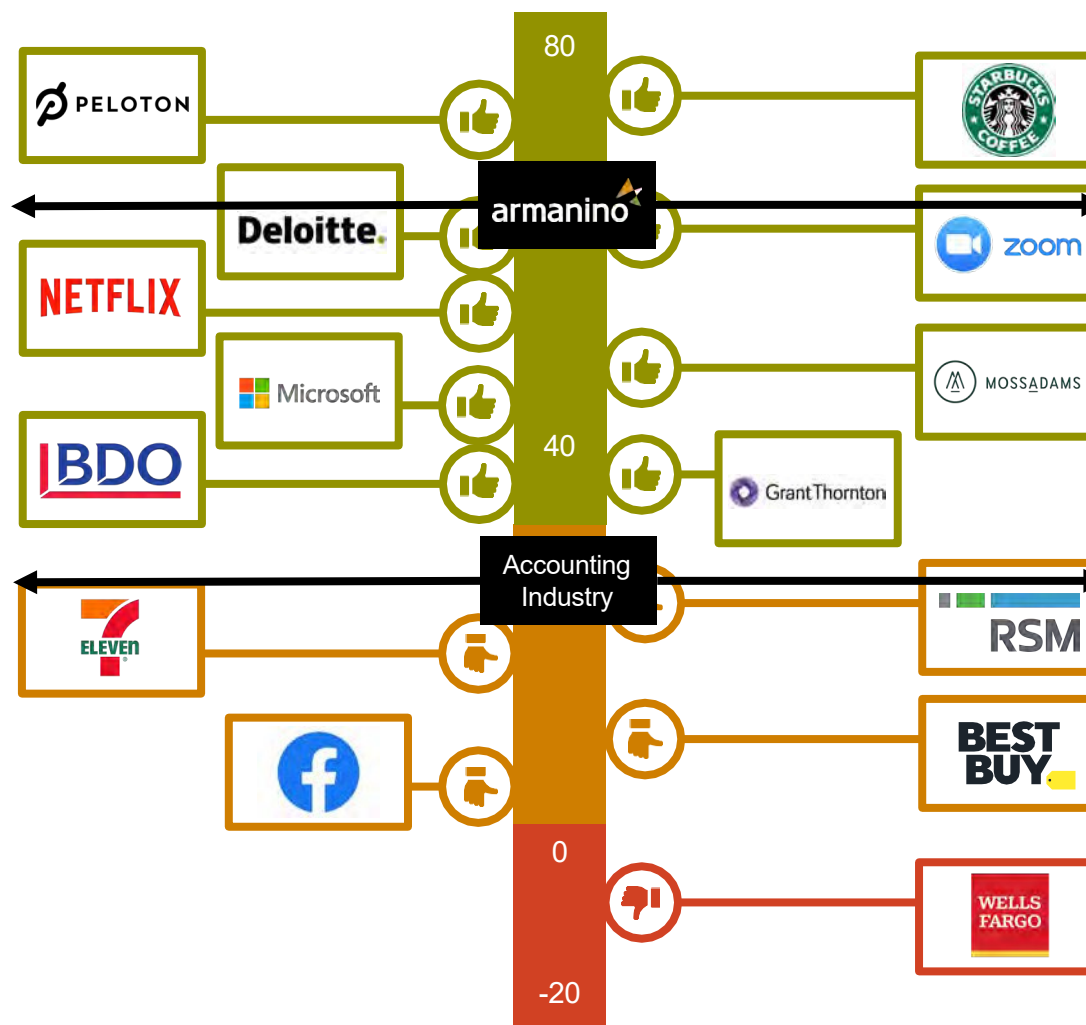
Additional Resources & Information

OUR CLIENTS' VIEW

We're Just What You Need

A Net Promoter® Score (NPS) is used by more than two-thirds of Fortune 1000 companies.

Armanino's NPS (68) is almost two times higher than the accounting industry average (38), and it places the firm scores closest to household name brands such as Starbucks, Peloton and Zoom.



OUR PROMISE TO YOU

Reimagine Your Potential



Unconventional Approach

We're a vested, entrepreneurial partner who sees your organization through a 360 lens and finds opportunity at every stage



Comfort in Change

Our experts provide guidance and support while quickly facilitating transformation that gives you a competitive advantage.



Focused on You

Our integrated teams and solutions deliver tailored insights to bring you more value and clarity throughout your journey.

A New and Better Way for Today and Tomorrow

Equipping you with the insights and tools needed to redefine what's possible



COMPLIANCE & REGULATORY

- Tax Planning
- Trust & Estate
- SOX
- Contract



ASSURANCE & ADVISORY

- Cybersecurity
- SOC
- Restructuring
- Revenue Recognition



STRATEGY & PLANNING

- Corporate Strategy
- Strategic Advisory
- Benchmarking
- Business Transformation



STAFFING & DEVELOPMENT

- Payroll
- Health Benefits
- Executive Search
- Interim Placement



TECHNOLOGY SYSTEMS

- ERP
- CRM
- Business Intelligence
- Managed Services



ACCOUNTING & BACKOFFICE

- Bookkeeping
- Budgeting/Forecasting
- Account Receivable
- Accounts Payable

Possible *(Re)Defined*TM

Delivering impactful, bold solutions that increase clarity
and spark success for today and tomorrow.

Armanino Operates in an Alternative Practice Structure:

“Armanino” is the brand name under which Armanino LLP, Armanino CPA LLP, and Armanino Advisory LLC, independently owned entities, provide professional services in an alternative practice structure in accordance with law, regulations, and professional standards. Armanino LLP and Armanino CPA LLP are licensed independent CPA firms that provide attest services, and Armanino Advisory LLC and its subsidiary entities provide tax, advisory, and business consulting services. Armanino Advisory LLC and its subsidiary entities are not licensed CPA firms.