

Preparing for Changing Revenue Recognition Guidelines (ASC 606)

Jessie Koepplin and Paul Hays | CliftonLarsonAllen LLP

Session Objectives

At the end of this session, you will be able to:

- Explain why revenue recognition rules are changing
- Develop and further your knowledge of ASC 606
- Identify the possible impacts of the new revenue recognition model
- Apply the concepts learned through examples
- Know what to expect from your auditors

Transition Timeline

- Effective for public companies with fiscal years beginning after December 15, 2017
- Effective for non-public companies with fiscal years beginning after December 15, 2018

Transition Methods

	Retrospective Approach	Modified Retrospective Approach
Periods Impacted	All periods presented	Most current period presented
Contracts to Review	Apply the standard to all contracts (open and completed) in each period presented as if it had been in effect since contract inception	Apply the standard to contracts that are in progress (not yet completed) and new at the date of initial application
Adoption Presentation	Cumulative effect of change reflected in opening balance of retained earnings in earliest period presented	Cumulative effect of change reflected in opening balance of retained earnings in the most current period presented

Why Change Revenue Recognition?

- Remove inconsistencies and weaknesses
- Develop a revenue recognition standard based on a single model for all revenue contracts
- Improve comparability of revenue recognition practices across entities, industries, jurisdictions, and capital markets
- Provide more useful information to users of financial statements through improved disclosures

Comparison of Revenue Recognition Methods

Existing Standards

- 100+ sources for revenue guidance
- Fees must be fixed or determinable
- Must have “persuasive evidence” of arrangement
- No recognition of contingent revenue
- Unit of account based on “standalone value”
- No rules on accounting for modifications
- Software industry held to a higher standard (VSOE)
- Capitalizing contract acquisition costs optional
- Revenue disclosures limited to policy discussion

New Standards

- 1 standard for all arrangements, all industries
- Fees can be estimated
- Must have “legally binding” arrangement
- No similar prohibition; subject to estimation
- Unit of account based on “distinct”
- Modification rules can complicate accounting
- Software guidance eliminated
- Capitalizing contract acquisition costs required
- Extensive disclosures required

The Five Step Model

- 1 Identify the contract(s)
- 2 Identify the separate performance obligations in the contract(s)
- 3 Determine the transaction price
- 4 Allocate the transaction price to the separate performance obligations
- 5 Recognize revenue when each performance obligation is satisfied



Step 1 – Identifying the Contract

Step 1 – Identifying the Contract



Contract Terms Example

- ServeCo enters into a contract with a customer to provide monthly services for a three-year period. Each party can terminate the contract at the end of any month for any reason without compensating the other party (that is, there is no penalty for terminating the contract early)
- What is the contract term for purposes of applying the revenue standard?

Combining Contracts

Are two or more contracts entered into at or near the same time with the same customer?

Yes

Are one or more of the following met?

- Contracts were negotiated as a package with a single commercial objective
- Consideration in one contract depends on the other contract
- Goods or services promised in the contracts (or some goods or services) are a single performance obligation

Yes

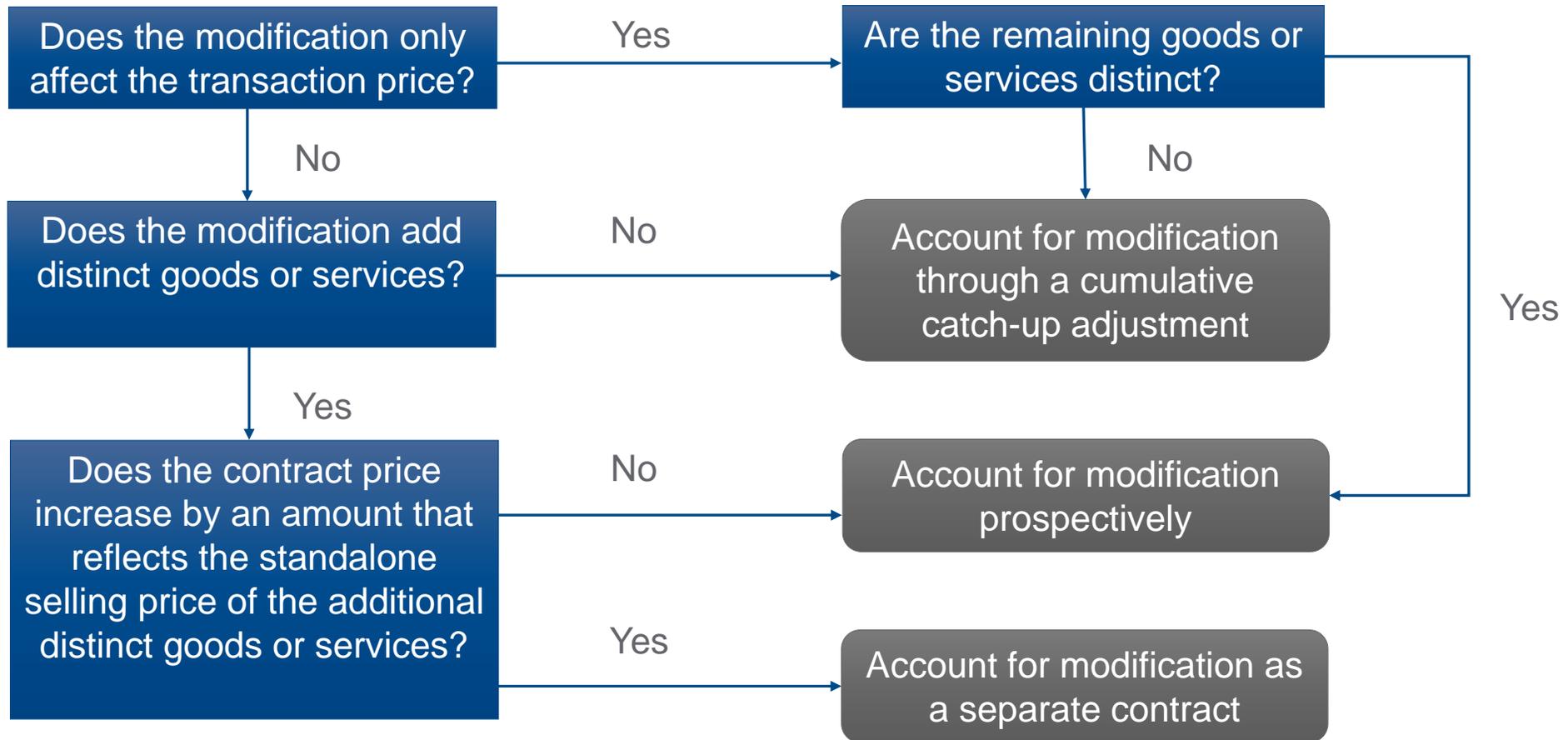
Account for contracts together as a single contract

No

No

Account for as separate contracts

Contract Modifications



Contract Modification Example

- ServeCo enters into a three-year service contract with Customer for \$450,000 (\$150,000 per year). The stand-alone selling price for one year of service at inception of the contract is \$150,000 per year
- ServeCo accounts for the contract as a series of distinct services
- At the end of the second year, the parties agree to modify the contract:
 - Fee for the third year is reduced to \$120,000
 - Customer agrees to extend the contract for another three years for \$300,000 (\$100,000 per year)
- How should ServeCo account for the modification?



Step 2 – Identifying Performance Obligations

Step 2 - Identifying Performance Obligations

Are promised goods or services distinct from other goods and services in the contract?

Capable of Being Distinct

AND

Distinct Within the Context of Contract

Yes

Performance Obligation

No

Not Distinct – Combine with Other Goods and Services

Identifying Performance Obligations Example

- ServeCo enters into a contract to provide a three-year software license and three years of post-contract customer support (PCS)
- ServeCo never sells the software or the PCS on a stand-alone basis but does occasionally sell PCS separately; however, it does not have VSOE for PCS. PCS updates provided to the customer are mainly to cover bug fixes, minor updates and phone support
- How many performance obligations are there and what are they?



Steps 3 and 4 – Determine/Allocate the Transaction Price

Steps 3 and 4 – Determine/Allocate the Transaction Price

Transaction price = the amount of consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer

Variable
consideration

Significant
financing
component

Noncash
consideration

Consideration
payable to a
customer

Allocate based on relative stand-alone selling prices

Variable Consideration



Expected value

Most likely amount

Step 3 - Example

- ServeCo enters into a one-year contract with a customer to provide SaaS services. Contract guarantees the SaaS platform will maintain 99% uptime each month or customer will be entitled to a 5% credit of that month's fees against the next month's payment.
- How does the platform uptime guarantee impact determination of the transaction consideration?

Step 4 – Example

- ServeCo enters into a contract to provide a one-year software license with bundled PCS. ServeCo also bundles perpetual software licenses with the first year of PCS, with subsequent annual PCS renewals sold on a standalone basis at 25% of the initial license fees. The software and PCS are separate performance obligations.
- What is the standalone selling price of PCS associated with the term license?



Step 5 – Recognize Revenue

Step 5 – Recognize Revenue

- Revenue is recognized as, or when, a customer obtains control – which can be over time or at a specific point in time
- Control is transferred over time if:
 - The customer controls the asset as it is created or enhanced; or
 - The customer receives and consumes the benefits as the entity performs; or
 - There is no alternative use for the asset, and the entity has the right to payment

Step 5 - Example

- ServeCo enters into a contract to provide a customer with a cloud-based solution over an annual period. The customer cannot take possession of the software at any time during the hosting period. The customer pays an upfront fee of \$10,000 and \$2 for each transaction processed, payable on a monthly basis over the term of the arrangement. If the contract is renewed, the customer will pay a similar upfront fee.
- How should ServeCo recognize revenue for this arrangement?

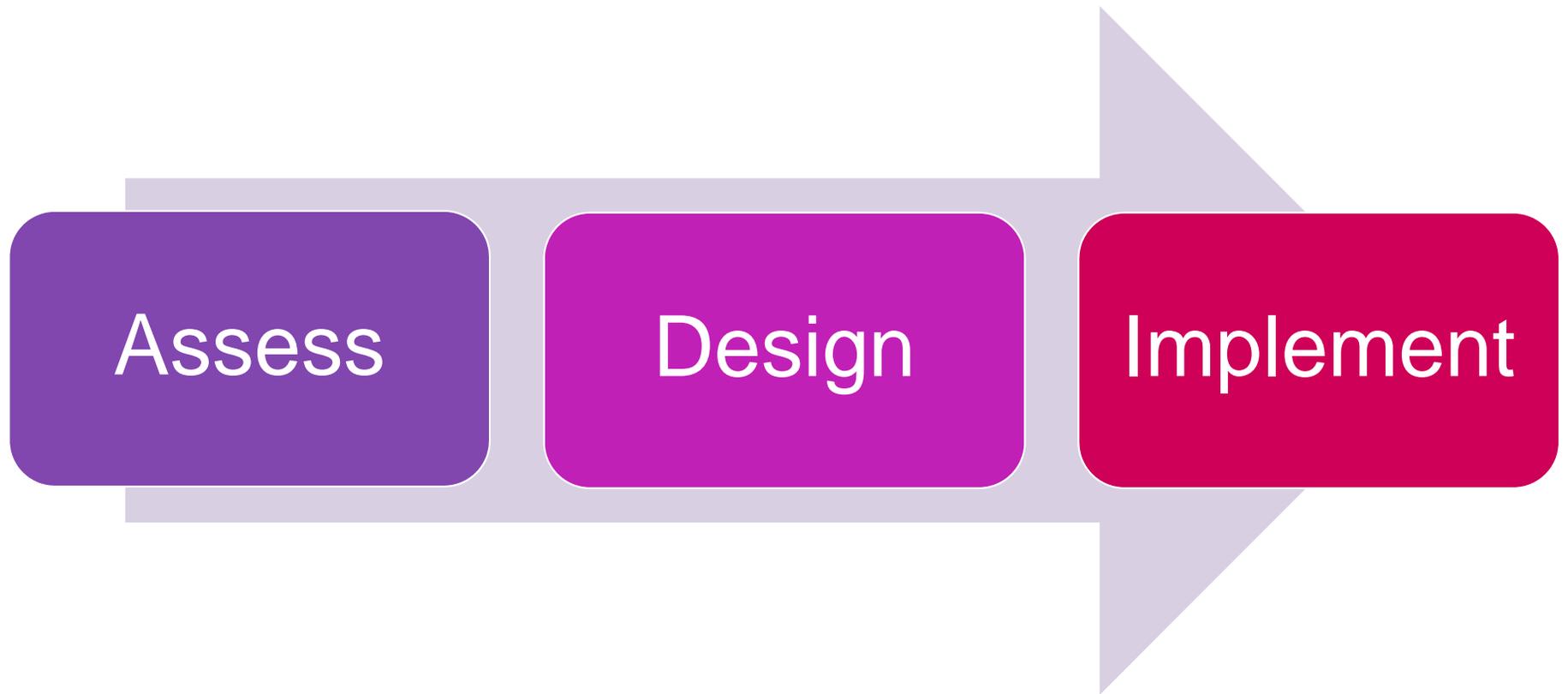


Other Considerations

What Should Companies Be Doing Now?

- Identify a team
- Financial statement audit considerations
- Understand incremental costs of obtaining a contract
- Evaluate business impacts
- Enhance periodic disclosures

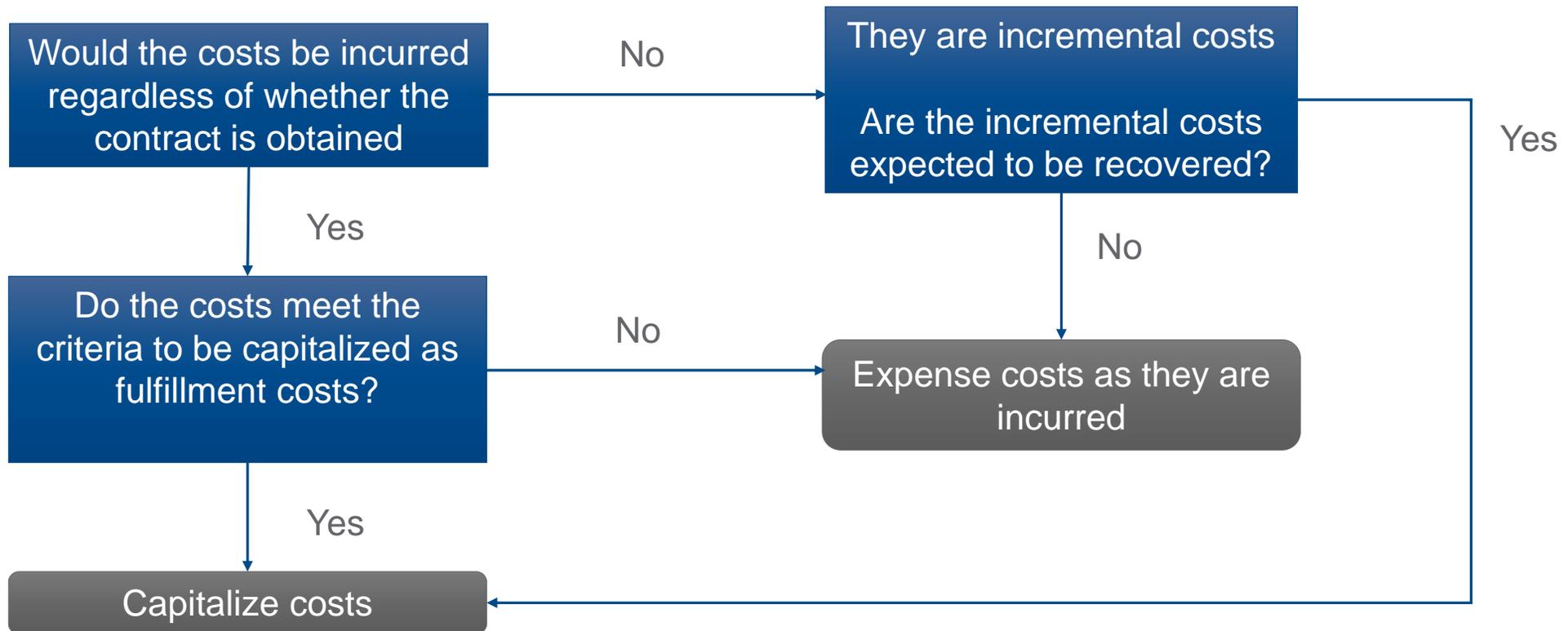
Financial Statement Audit Considerations



What to Expect from your Auditors?

- Implementation of Controls
 - Evaluate new accounting pronouncements
 - Evaluate the impact of new accounting pronouncements
- Inquiry
 - What procedures did the company perform to evaluate ALL contracts?
 - Was the company's team qualified and competent?
 - How did the company ensure completeness of contracts reviewed?
 - How did the company ensure contracts at subsidiaries were considered?
- Testing
 - Expect all significant contracts as well as a sample of contracts to be tested by your auditors utilizing the attributes discussed above.

Incremental Costs of Obtaining a Contract



Evaluate Business Impacts

Accounting and reporting

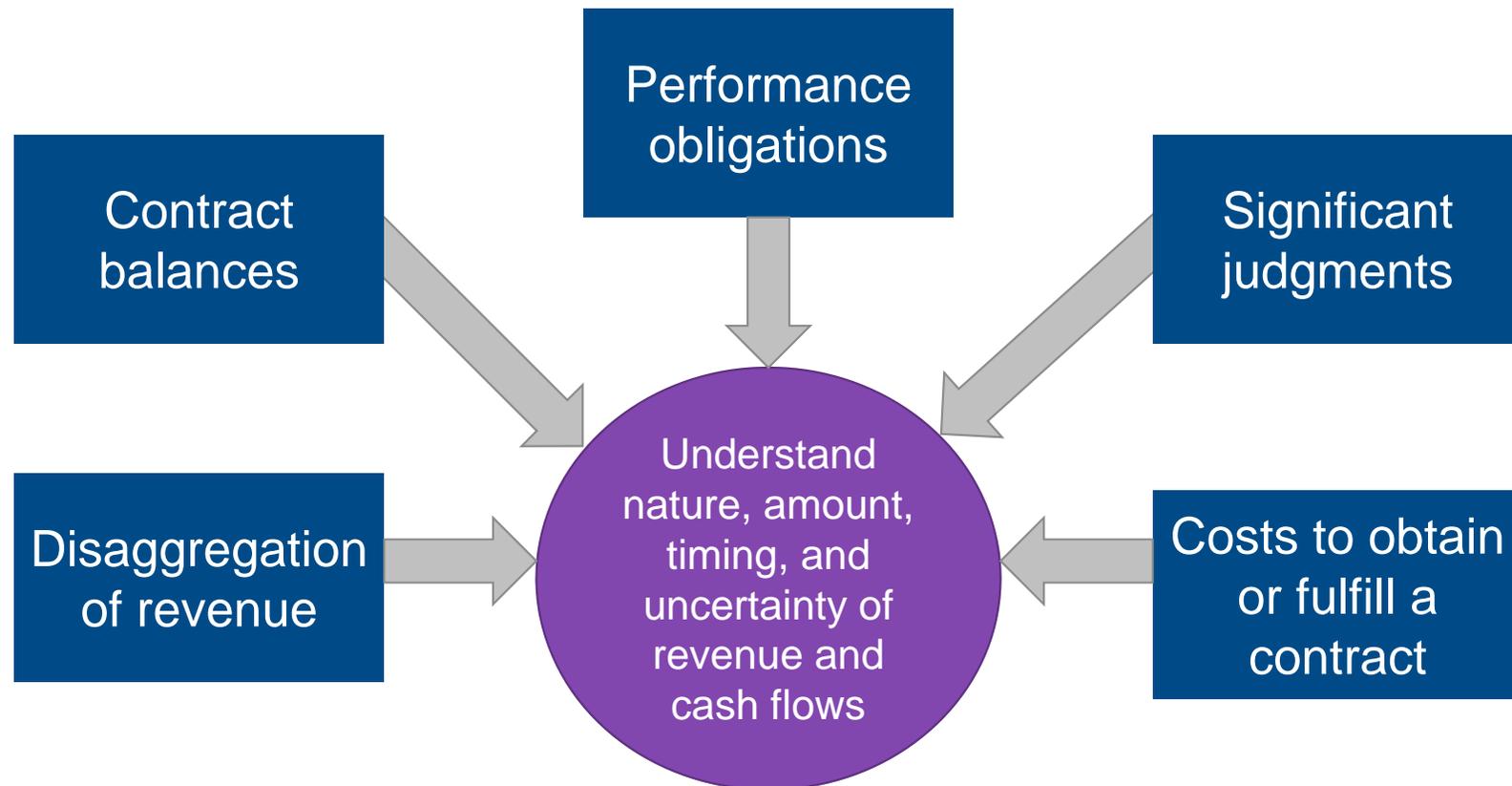
Systems and processes

Tax

Internal Control Environment

Operational Matters

Disclosure Requirements



QUESTIONS?

sage Intacct
ADVANTAGE2017

LEAD THE FUTURE

THANK YOU

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Platform Tools: Advanced Allocations, Vendor Management, and Grant Award Management

MARY ANNE HAKIM | CLIFTONLARSONALLEN, LLP

KATHERINE JASTRZEBSKI | CLIFTONLARSONALLEN, LLP

Session Objectives

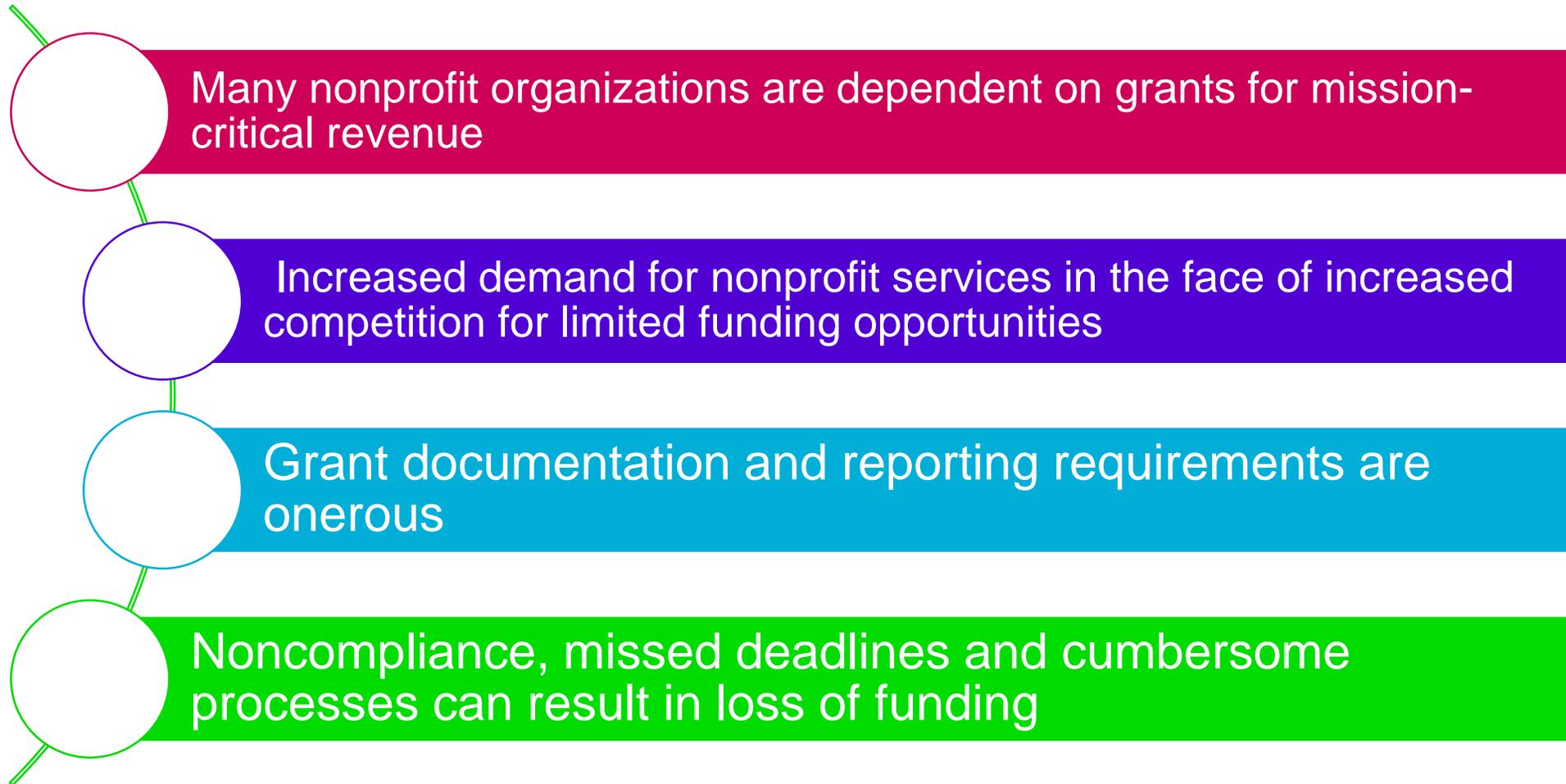
At the end of this session you will be able to:

- Explore the features of the **Grant Management** application and its ability to streamline the awards administration process
- Discover how to organize your **Vendor Management** by creating a centralized location for storage, management and procurement of important documents
- Use the **CliftonLarsonAllen Allocation Management** module to perform month-end allocations and reclassifications



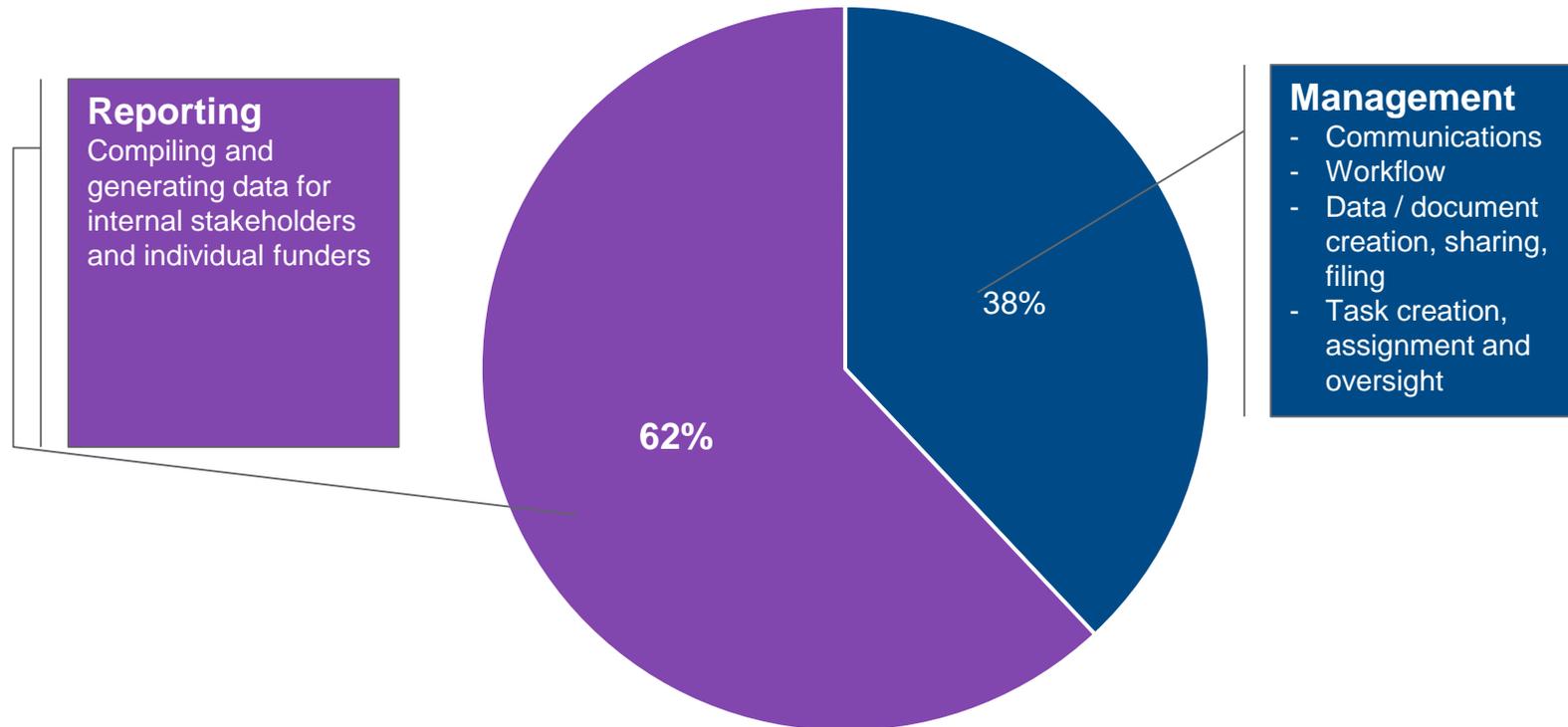
The Need for Automated Solutions

Grants Management Overview



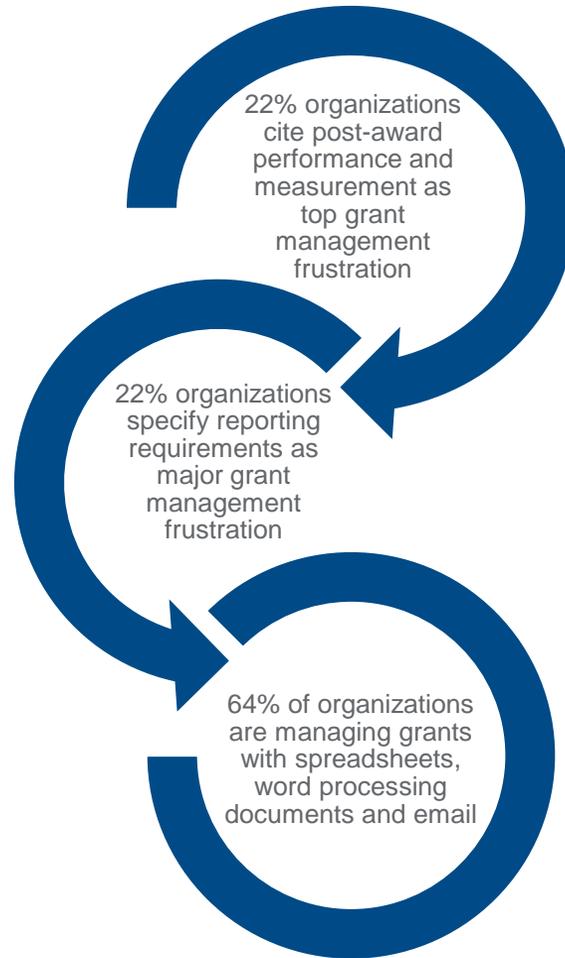
Time Spent on Grant Administration Activities

Average nonprofit organization spends 720 hours annually in grant administration.



Source: Grant Administration: What is it Costing Your Organization? Retrieved from: <http://xanegy.com/amplifund-grant-management-solution/grant-administration-what-is-it-costing-your-organization/>.

Grant Administration Processes



- Time intensive, manual processes
- Subject to formula and linking errors
- Inconsistent naming conventions and document filing structures
- Impedes collaboration and transparency

Source: *The 2016 State of Grant Management Report*.
Retrieved from: <http://www.streamlinksoftware.com/2016-state-of-grant-management-report>.

Grant Management Software ROI

- Without grant management software:
 - Spend nearly 4% of grant revenue on compliance
 - Equivalent to average of \$30,000 annually
- With grant management software:
 - Show 15% increase in revenues
 - Reclaimed approximately 5% of funds not drawn down previously



Source: *Finding Your Grant Management Software ROI*. Retrieved from:
<http://www.streamlinksoftware.com/resources/bid/152451/Finding-Your-Grant-Management-Software-ROI>.



CLA's Grant Management Solution

Vision for CLA Grant Management Application

Sage Intacct:
the single
location for
all grant
management
needs

Easy to use
dashboard to
access:

- documents,
- deadlines, and
- grant status

Greater
efficiency in
meeting
grant
compliance
requirements

Award Administration Requirements

- Centralized repository for grant management processes, information & data
 - Standardized structure with flexible configuration
 - Enhance collaboration and communication between finance and program managers
 - Role-based access to financial information
 - Allow for attachment of notes and documents
- Facilitate award set up, including assignment of tasks and due dates
- Automation of financial & programmatic reporting, facilitating monitoring and enhancing compliance

Phase 1 – Foundation or Corporate Grants

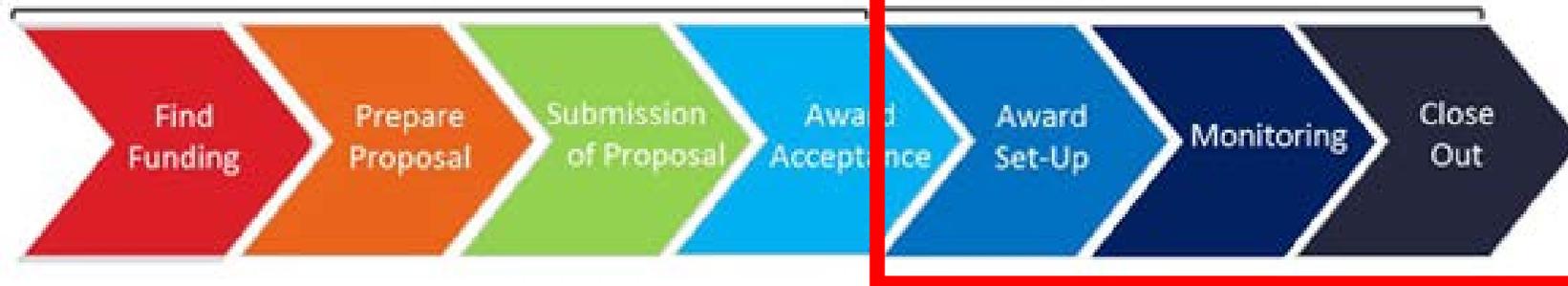


CliftonLarsonAllen

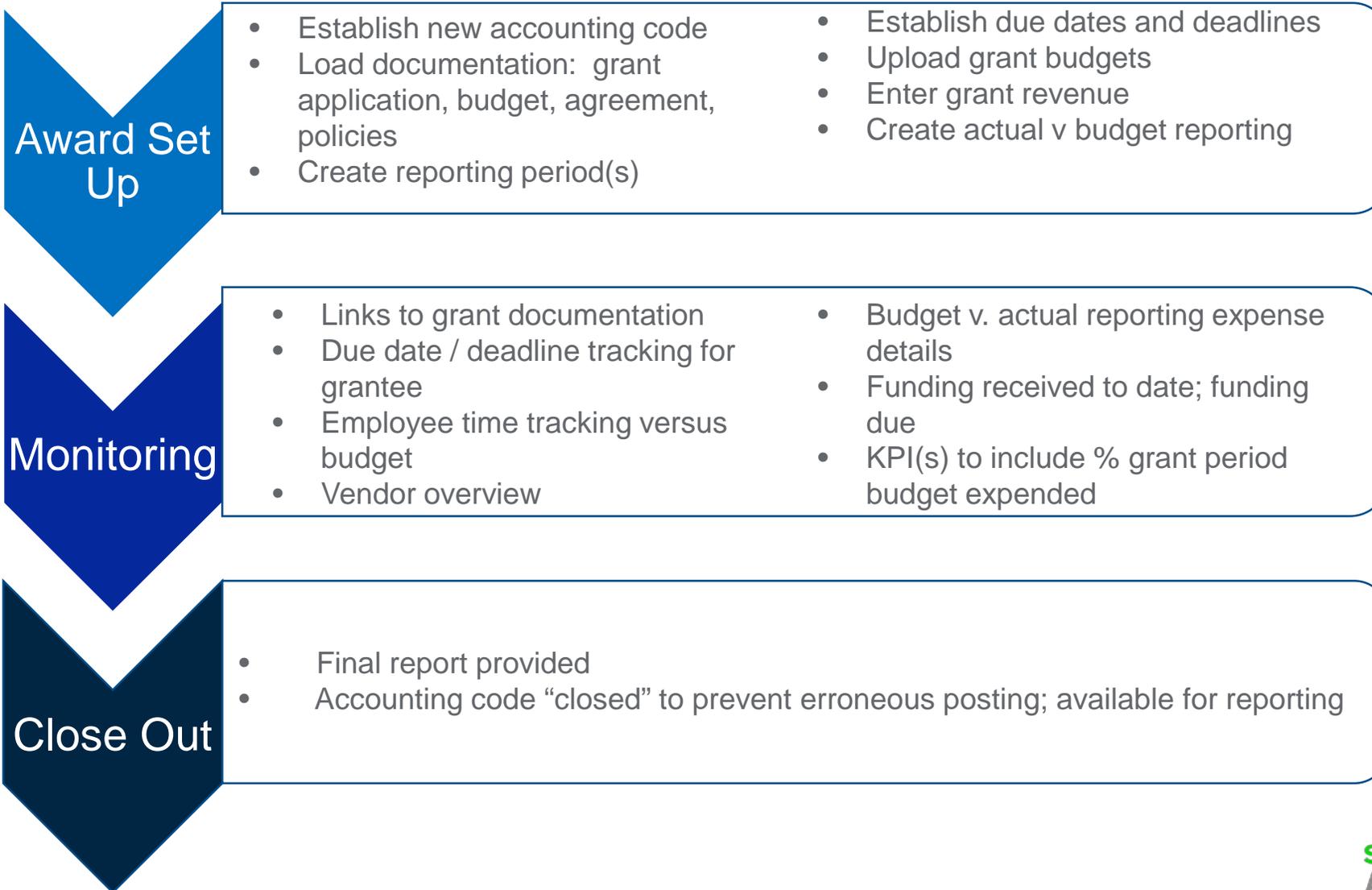
Sage Intacct Grant
Management
Application

Pre-Award

Post-Award



Post-Award Steps for Foundation Grants





Demonstration of CLA Gant Management Application

Grant Manager Dashboard

Grant Manager - My Grants Dashboard

As of today [Clear](#)

Grants Receivable
\$2,500,000
 this year
 +\$2,500,000 vs. prior year

Grant Revenue Received
\$400,000
 this year
 +\$400,000 vs. prior year

My Grantors

Grantor Logo	Dimension ID	Grantors	Type
	GFDN	Gates Foundation	Foundation - Private
	GG03232017	SalesForce Foundation	Foundation - Private

My Grants

Grant	Grant Name	Grantor	Grant Start Date	Grant End Date	Total Awarded Amount	Attachments	Stage	Workflow Status	Workfl
Gates Foundation									
GFDN1718	Gates Foundation 2017-2018	Gates Foundation	07/01/17	06/30/19	\$2,000,000.00		Won	Budget Posted	
SalesForce Foundation									
2017 Grant	2017 Grant	SalesForce Foundation	01/01/17	12/31/17	\$1,000,000.00		Won	Budget Posted	

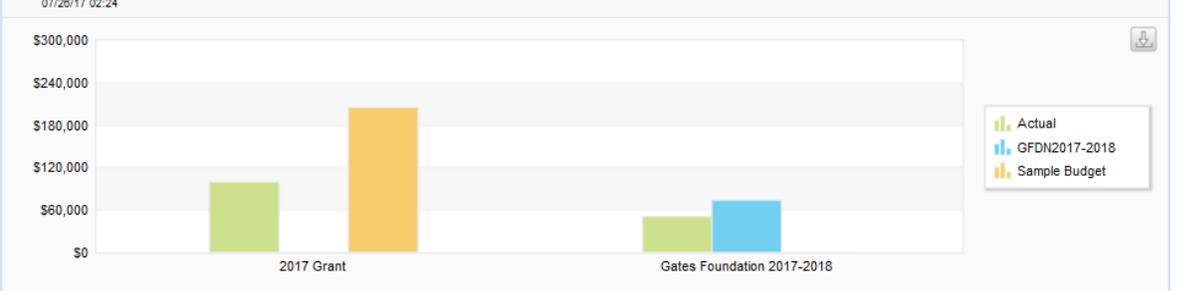
My Upcoming Deadlines (30 Days)

Deadline	Grant Application	Status	Due Date	Attachment	User	iCal File
Reporting Deadline	2017 Grant	1-Pending	08/21/17		kjastrzebski	iCal

My Grant Documents

Grant Document	Grant Application	Document File
SFDC First Quarter Report	2017 Grant	1.3a-E4E-Pre-Implementation Questionnaire.xlsx (287 KB)
2017 SFDC Grant Application	2017 Grant	sfdc.jpg (2 KB)
2017 Gates Grant Application	GFDN1718	gates.jpg (1 KB)

Expenditures Budget to Actual (Through Current Date)



Grantor & Related Dimension Setup

Navigation: Dashboards | Reports | Company | General Ledger | Accounts Payable | Purchasing | Time & Expenses | Accounts Receivable | Cash Management | Projects or Grants | Order Entry | Platform Services | Grants Management

Grant Manager - My Grants Dashboard

As of today [Calendar] [Clear] [Print]

Grants Receivable

\$2,500,000 ▲

Grant Revenue Received

\$400,000 ▲

New Grantor

Grantor | Dimension Info Fields | History

Summary

Dimension ID SFDC **Status** active

Grantor Name Salesforce Foundation **Grantor Logo** No file selected.

Type Foundation - Private

Grant Manager (Internal) EMP-0009--Grace, Karla

Organization Details

Areas of Focus

- Arts, Culture, and Humanities
- Educational Institutions
- Environmental
- Animal Related
- Health
- Diseases, Disorders
- Medical Research
- Employment, Job Related
- Agriculture, Food, Nutrition
- Housing, Shelter
- Public Safety, Disaster Preparedness, Relief
- Recreation, Sports, and Leisure
- Religion
- Youth Development
- International and Foreign Affairs

Mission

Salesforce.org is based on a simple idea: leverage Salesforce's technology, people, and resources to help improve communities around the world. We call this integrated philanthropic approach the 4-1-1 model because it started with

My Grants

Grantor Logo	Dimension ID	Grantors
	GFDN	Gates Fou
	GG03232017	SalesFou

Grant	Grant Name	Grantor	Grant Start
Gates Foundation	GFDN1718 Gates Foundation 2017-2018	Gates Foundation	07/01/17
SalesForce Foundation	2017 Grant 2017 Grant	SalesForce Foundation	01/01/17

My Upcoming Deadlines (30 Days)

Deadline	Grant Application	Status
Reporting Deadline	2017 Grant	1-Pending

My Grant Documents

Grant Document	Grant Application	Document
SFDC First Quarter Report	2017 Grant	1.3
2017 SFDC Grant Application	2017 Grant	sfd
2017 Gates Grant Application	GFDN1718	gab

Grant & Related Dimension Setup

Grant Manager - My Grants Dashboard

As of today

Grants Receivable **\$2,500,000** ↑
 Grant Revenue Received **\$400,000** ↑

- ▼ My Grantors
 - Grantor Logo
 - BILL & MELINDA GATES Foundation
 - salesforce
- ▼ My Grants
 - Grant Grant Name
 - Gates Foundation
 - GFDN1718 Gates Foundation 2017-2018
 - SalesForce Foundation
 - 2017 Grant 2017 Grant
- ▼ My Upcoming Deadlines
 - Deadline Grant
 - Reporting Deadline 2017
- ▼ My Grant Documents
 - Grant Document
 - SFDC First Quarter Report
 - 2017 SFDC Grant Application
 - 2017 Gates Grant Application

Grant Stage: Won ▾
Status: active ▾

Dimension ID SFDC1718
Grant Name Salesforce Foundation
Grantor Salesforce Foundation ▾
Description
Account #
CFDA Number

Staff Assignment
Grant Manager 3--Manager, Grant ▾ **Secondary Staff**

Pre-Award: Dates and Amounts
Date Applied 11/01/2016 **Grant Submission Deadline** 12/15/2016
Applied Amount 1000000 **Award Notification Date** 12/31/2016

Post Award: Dates and Amounts
Customer SFDC_FDN--SalesForce Foundation ▾ **Total Awarded Amount** 2000000
AR Invoice Date 01/01/2017 **No Years** 2
Grant Start Date 01/01/2017 **Grant End Date** 12/31/2018
GL Account to Apply to All Lines 4170--Foundation Awards ▾

Grant Revenue Recognition

1st Installment Due Date	01/01/2017 <input type="text"/>	<i>If the grant spans multiple years, this is the date when you expect to receive the first installment of the grant.</i>	GL Account	4170--Foundation Awards ▾	Grants Rev Rec Setting	RES_CA
Amount	1000000 <input type="text"/>		GL Account	4170--Foundation Awards ▾	Grants Rev Rec Setting	RES_CA
2nd Installment Date	01/01/2018 <input type="text"/>		GL Account	4170--Foundation Awards ▾	Grants Rev Rec Setting	RES_CA
Amount	1000000 <input type="text"/>					
3rd Installment Date	<input type="text"/>					
Amount	<input type="text"/>					

Actual
 GFDN2017-2018
 Sample Budget

Grant Deadline Tracking

Grant : 2017 Grant

Grant Application | Dimension Info Fields | Related Grantor | Related AR Invoices | Related Budget | Related Time | History

Grant

Grant 2017 Grant Stage Won
 Grant Name 2017 Grant Status active
 Description
 Account #
 CFDA Number

Staff Assignment

Upcoming Deadlines | Quick Create Export: CSV

Upcoming Deadlines!

Deadlines 1-2 of 2

Action	Deadline	Grantor	Grant Application	Due Date	Status	Attachment	iCal File	User
Edit Del Detach	Reporting Deadline	SalesForce Foundation	2017 Grant	08/21/17	1-Pending		iCal	kjastrzebski
Edit Del Detach	3rd Quarter Report Deadline	SalesForce Foundation	2017 Grant	09/30/17	1-Pending		iCal	kjastrzebski

Completed Deadlines!

Completed Deadlines | Quick Create Export: CSV

Deadlines 1-1 of 1

Action	Deadline	Grantor	Grant Application	Due Date	Status	Attachment	iCal File	User
Edit Del Detach	First Quarter Reporting Deadline	SalesForce Foundation	2017 Grant	04/01/17	3-Completed		iCal	kjastrzebski

Grant Revenue Recognition

Post Award: Dates and Amounts

Customer: SFDC_FDN--SalesForce Foundation
 AR Invoice Date: 01/01/2017

Total Awarded Amount: 2000000
 No Years: 2
 Grant Start Date: 01/01/2017
 Grant End Date: 12/31/2018
 GL Account to Apply to All Lines: 4170--Foundation Awards

Buttons: Split Installments Evenly, Increment Dates, Apply GL Account to All Lines

Grant Revenue Recognition

1st Installment Due Date: 01/01/2017
 Amount: 1000000
 2nd Installment Date: 01/01/2018
 Amount: 1000000
 3rd Installment Date: [Empty]

If the grant spans multiple years, this is the date when you expect to receive the first installment of the grant.

GL Account: 4170--Foundation Awards
 Grants Rev Rec Setting: RES_CA

Grant : GFDN1718 Printable View

< Previous | Next >

Edit Delete More actions...

- Grant Application
- Dimension Info Fields
- Related Grantor
- Related AR Invoices
- Related Budget
- Related Time
- History

Related AR Invoices Export: CSV

Easily see invoices related to the grant and their payment information!

AR Invoices 1-2 of 2

Record number	Invoice number	Date	Due date	Total amount	Total paid	Total due
815	AR_Inv-00288	07/01/17	07/01/18	1,000,000.00	0.00	1,000,000.00
814	AR_Inv-00287	07/01/17	07/01/17	1,000,000.00	0.00	1,000,000.00



CLA Grant Management Roadmap

Enhancements in Development

- Streamlined Allocation Management
- Federally Funded Organizations
 - Cost share / match
 - Fixed assets
 - Procurement
 - Indirect cost rate calculation
- Grant Making Organizations
- Pre-Award Grant Management





Vendor Relationship Management (VRM) Application

Vendor Relationship Management

FROM

- Excel spreadsheets for date tracking
- Filed paper contracts
- Locally stored docs on employee machines/email
- Inefficient/ decentralized emails

TO

- Dashboards for deadline tracking
- Centrally stored documents within Intacct
- Open collaboration
- Efficient email workflows





Demonstration of Vendor Relationship Management (VRM) Application

VRM: W-9 Management

Navigation: Dashboards | Reports | Company | Cash Management | General Ledger | Accounts Receivable | Accounts Payable | Grant & Contract Management | Platform Services | Time & Expenses | Order Entry | Purchasing

Dashboard - VRM

As of today | All vendors | Clear | + | Settings | Print

VRM QuickLinks

- New W-9**
- New Agreement/Contract
- New Lease Product
- New Insurance Policy
- New Vendor Note
- New Vendor Correspondence

Vendor Contracts Expiring in 45 Days

Vendor Contract	Contract Name	Contract Start Date
ABC_2017	ABC Support Contract 2017	01/01/2016

Past Due W-9's

W9	Vendor	Date Created	Due Date	Workflow Sta
W9-1024216	V-00012	11/10/2016	11/15/2016	Created
W9-1024209	V-00011	10/01/2016	12/10/2016	Created

Company

Post | File | Link | Snapshot

W9: W9-1032293: Send W9 Form

Send Email

Reply To: katherine.jastrzebski@claconnect.com

To: katherine.jastrzebski@claconnect.com

CC:

BCC:

Template: Send W9 Form

Format: HTML

Subject: W9 Request Form: ABC Vendor

The rich editor gives you an easy way to edit the HTML body of your email.

B *I* U | Select Font | Size | T | [Icons]

Hello John Smith,

Please fill out the [linked W9 form](#) and return to: katherine.jastrzebski@claconnect.com

Thank you,

Accounting Department
CliftonLarsonAllen

VRM: Agreements and Contracts

Navigation: Dashboards | Reports | Company | Cash Management | General Ledger | Accounts Receivable | Accounts Payable | Grant & Contract Management | Platform Services | Time & Expenses | Order Entry | Purchasing

Dashboard - VRM

As of today | All vendors | Clear | + | Settings | Print

VRM QuickLinks

- New W-9
- New Agreement/Contract**
- New Lease Product
- New Insurance Policy
- New Vendor Note
- New Vendor Correspondence

Vendor Contracts Expiring

Vendor Contract	Contract Name
ABC_2017	ABC Support C

Past Due W-9's

W9	Vendor	Da
W9-1024216	V-00012	11
W9-1024209	V-00011	10

New Vendor Contract

Vendor Contract Information

Vendor: 0000002--ATHENS PAPER

Contract Name: Athens 2017 Support C

Contract Number:

Vendor Account Number:

Paid Concession to Event Facility:

Contract Information

Contract Start Date: 01/01

Contract Expiration Date: 12/31

Action: New

Type of Contract: Basic

Contract Structure Type: Serv

Payment Details

Payment Frequency: Annually Quarterly Monthly Bi-Weekly Weekly One-Time

Contract Payment Due Date:

Payment Amount:

Contract Amount:

Set Up Amount:

Down Payment Amount:

Discount Amount:

Set Up Due Date:

Due Date on Balance:

Payment Schedule

Contract Term in Months: 12

Description:

Payment # 1 Description:

Payment Amount:

Payment # 2 Description:

Payment Amount:

Payment # 3 Description:

Billing Type - Payment 1: --Please select-- Due Date:

Billing Type - Payment 2: --Please select-- Due Date:

Attachment: No file selected.

(2 MB max)

VRM: Leases

Navigation: Dashboards | Reports | Company | Cash Management | General Ledger | Accounts Receivable | Accounts Payable | Grant & Contract Management | Platform Services | Time & Expenses | Order Entry | Purchasing

Dashboard - VRM As of today All vendors Clear + ⚙️ 📄 🖨️

VRM QuickLinks: [New W-9](#), [New Agreement/Contract](#), [New Lease Product](#), [New Insurance Policy](#), [New Vendor Note](#), [New Vendor Correspondence](#)

Company: [Post](#) [File](#) [Link](#) [Snapshot](#)

VRM Lease Product : 15129-Francotyp Postalia Postbase 85 Mailing System

[Lease Product Details](#) | [History](#) | [Edit this Page](#)

Lease Product Information

- VRM Leasor: L-0000572
- Contract Number: 003-1229914-000
- Lease Product Name: Francotyp Postalia Postbase 85 Mailing System
- Lease Type: Operating Lease
- Lease Term (mos): 39
- Lease Beginning: 04/03/2017
- Lease Ending: 07/03/2019
- Monthly Payment: \$262.00
- Total Product Contract Amount: \$10,218.00

Termination Information

Lease Terminated: Termination Note: Termination Date:

Payment Schedule

Year	# Months	Amount
Year 1 2017	9	\$2,358.00
Year 2 2018	12	\$3,144.00
Year 3 2019	12	\$3,144.00
Year 4	6	\$1,572.00
Year 5	0	Amount
Year 6	0	Amount

Vendor Contracts Expiring in 45 Days

Vendor Contract	Contract Name
ABC_2017	ABC Support Contract 2017

Past Due W-9's

W9	Vendor	Date Created
W9-1024216	V-00012	11/10/2016
W9-1024209	V-00011	10/01/2016

VRM: Insurance Policies

Navigation: Dashboards | Reports | Company | Cash Management | General Ledger | Accounts Receivable | Accounts Payable | Grant & Contract Management | Platform Services | Time & Expenses | Order Entry | Purchasing

Dashboard - VRM As of today All vendors Clear + ⚙️ 📄 🖨️

VRM QuickLinks: [New W-9](#), [New Agreement/Contract](#), [New Lease Product](#), [New Insurance Policy](#), [New Vendor Note](#), [New Vendor Correspondence](#)

Company: [Post](#) [File](#) [Link](#) [Snapshot](#) Share

Insurance Policy Information

Vendor: 103849--TRAVELERS INSURANCE
 Insurance Type: Other Insurance
 Policy Type: Workers Compensation
 Policy Number: UB-4J702532-17-42
 Reference No: Charger Oak Fire Ins. Co
 Attachment: 2017-2018 WC Policy.pdf (1 MB)
 Comments:
 Paid to Agent:

AP Bills

AP Bills 1-1 of 1

Vendor ID	Bill number	Date	Total amount	State	Date fully paid	Record number
103849	TRA06192017	06/19/2017	18,448.00	Paid	07/10/2017	72194

Main Contact

Agent HAMBY & ALOISIO INC.(V101757)	Account Executive Gale Davis	Customer Service Agent Judith Davis
Contact Name HAMBY & ALOISIO INC.	Contact Name Gale Davis	
Primary Email	Primary Email gad@hains.com	
Primary Phone	Primary Phone 770-804-4831	
Address 1 53 PERIMETER CENTER EAST	Address 1 53 Perimeter Center East, Suite 400	
Address 2 SUITE 400	Address 2	
City ATLANTA	City Atlanta	
State GA	State GA	
Zip Code 30346	Zip Code 30346	

Policy Details

Premium \$22,981.00 Policy - Start Date 08/30/2017 Policy - End Date 08/30/2018

Coverage Details

Coverage	Each Accident Limit	Amount	\$500,000.00	Deductible	
Coverage	Disease Policy Limit	Amount	\$500,000.00	Deductible	
Coverage	Disease Each Employee	Amount	\$500,000.00	Deductible	
Coverage		Amount		Deductible	



Allocation Management Application

Allocations Management

Simplify your allocations process

- Use general ledger data, statistical data (including timesheets), budget data, or manually entered percentages for allocations
- Save setups and group allocations to automate your allocations process
- Auto-post allocation journal entries
- Maintain original transactions and a complete audit trail of all allocations

Allocations Management

- Perform allocations in three steps
 - Calculation
 - Balance Query
 - Journal Entry





Demonstration of CLA Allocation Management Application



Questions?

Thank You!

Please Visit Our Team At Booth # XX!

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Democratizing Data: Sharing Financial Information with Non-Financial Users

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Introduction



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Session Objectives

At the end of this session you will be able to:

- Identify applicable nonfinancial users
- Determine the most effective method for presenting financial information to non-financial users
- Select the appropriate tool to provide the financial information

Identifying Nonfinancial Users

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Nonfinancial Users



Financial Data to Nonfinancial Users



Needs of Nonfinancial Users: Governance

Governance

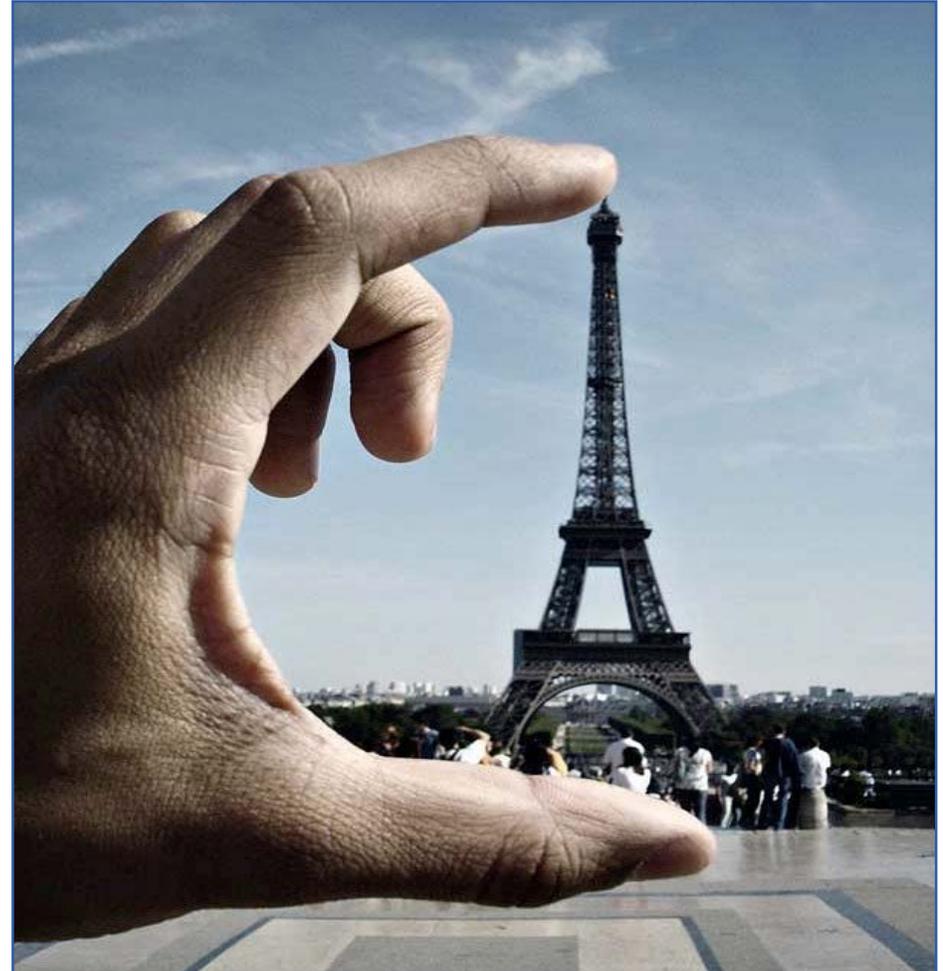
- Financial performance
- Strategic/high-level focus
- Multi-dimensional perspectives
- Budget to Actual
- Visual presentation



Needs of Nonfinancial Users: Leadership

Leadership

- Financial performance
- Strategic/High-level focus but drillable
- Multi-dimensional perspectives
- Budget to Actual
- Visual presentation



Needs of Nonfinancial Users: Stakeholders

Stakeholders

- Financial performance
- Efficiency & efficacy
- Multi-dimensional perspectives
- Visual presentation



Needs of Nonfinancial Users: Program/Budget Managers

Program/Budget Managers

- Detailed information
- Visual presentation
- Performance focused
- Structured/restricted views



Methods of Presenting to Nonfinancial Users

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Methods of Presenting to Nonfinancial Users



Key Performance Indicators (KPIs)

- Identify meaningful KPIs
- Incorporate benchmarks
- Maximize via visual indicators

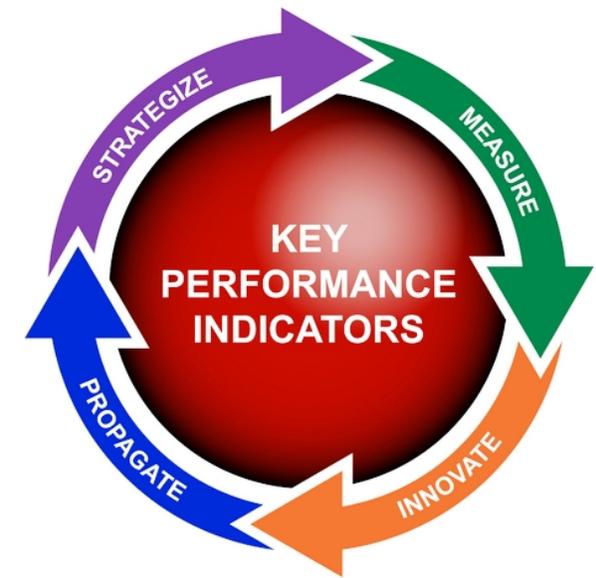


Data Visualization

- Add visual indicators to financial reports
- Select the appropriate technique

Key Performance Indicators

- There is no single KPI that is right for every organization
- In order to identify what is key to your organization, consider:
 - What are our primary risks?
 - What are the primary topics of interest to my audience?
 - What are our goals?



Key Performance Indicators

- Information at-a-glance/Easy to understand
- Focus on the most important information/Avoid distractions
- Compare against a benchmark: Budget or Competitors



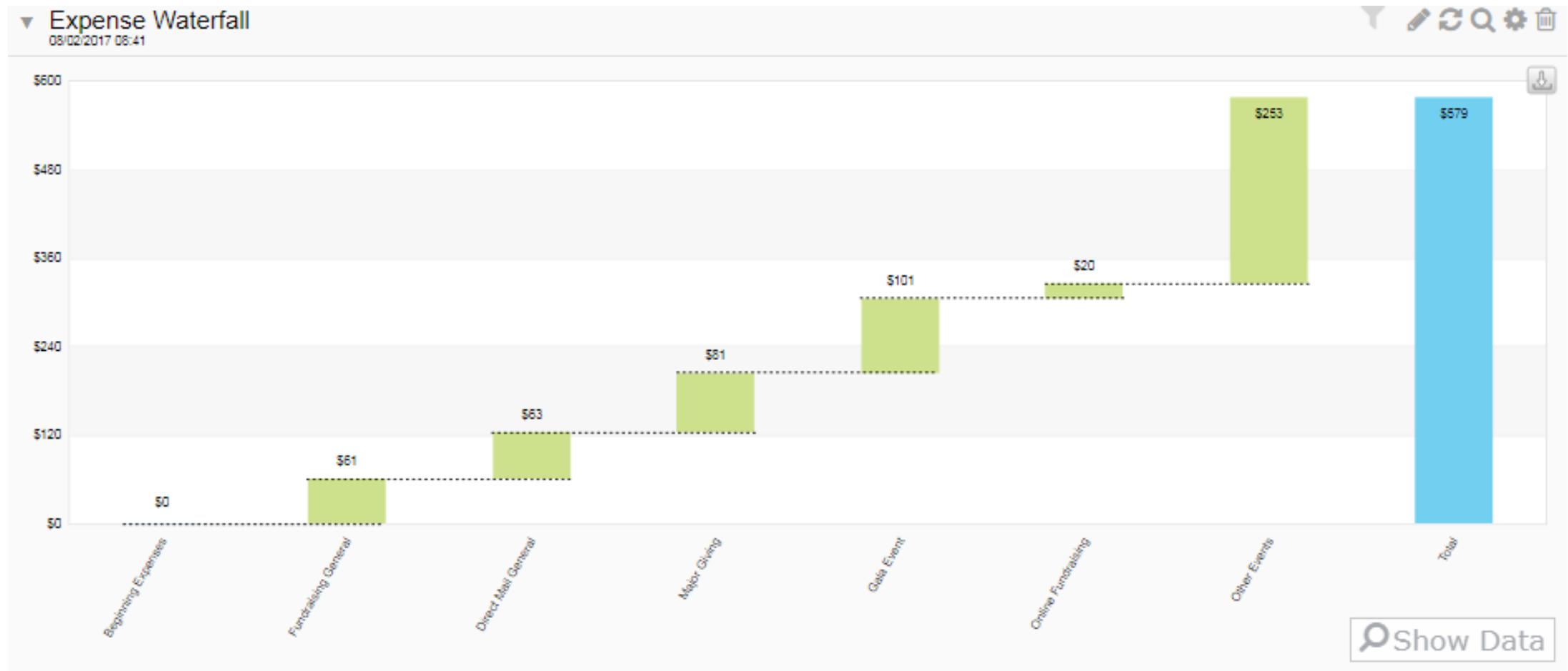
Data Visualization

➤ Can be as simple as a visual indicator on a financial report

▼ Revenue Schedule 🔍 📝 🔄 🔍 ⚙️ 🗑️
08/02/2017 08:38

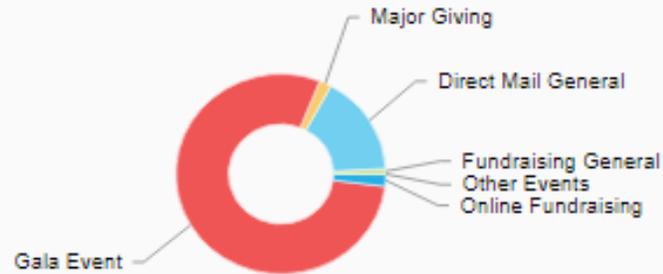
	Year to Date Actual	Year to date Budget Budget'17 - Mid	Var. to Budget \$ Annual Budget	Var. to Budget % Budget % Var
Revenue				
Contributions				
Unrestricted Contributions - Corporate Donor	256,831	230,000	26,831	12 % ↑
Unrestricted Contributions - Individual Donor	1,705,651	1,705,127	524	0 % ↑
Unrestricted Contribution - Foundation Donor	28,171	237,750	(209,579)	(88) % ↓
Restricted Contributions - Foundation Donor	105,000	0	105,000	0 %
Contributions	2,095,653	2,172,877	(77,224)	(4) % ↓
Other Revenue	27,722	0	27,722	0 %
Total Revenue	2,123,375	2,172,877	(49,502)	(2) % ↓

Data Visualization: Clear Charts & Graphs

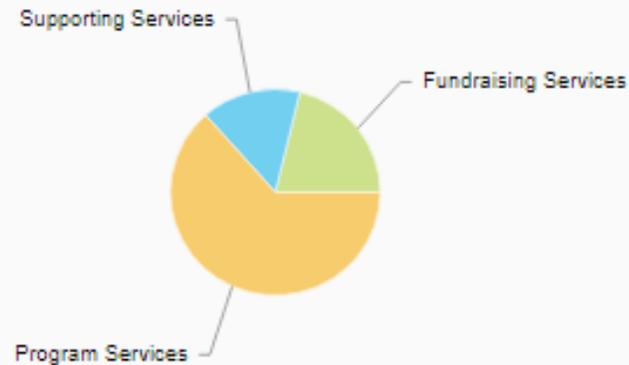


Data Visualization: Clear Charts & Graphs

▼ % of Revenue by Source
08/02/2017 08:44



▼ Spending by Function
08/02/2017 08:47



Show Data

Tools to Distribute Financial Information

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Live Intacct Dashboards

➤ Leadership & Program/Budget Managers

The screenshot displays the Intacct Financials for NGOs dashboard. The top navigation bar includes 'Dashboards', 'Reports', 'Company', 'General Ledger', 'Purchasing', 'Accounts Payable', 'Order Entry', 'Accounts Receivable', 'Grants', 'Cash Management', 'Fixed Assets', 'Inventory Control', and 'Time & Expenses'. The main content area is titled 'Outcomes Sample NFP Metrics' and features five key performance indicators (KPIs) for the year 12/31/16:

- # of Educational Programs:** 1,189 (this year), +47 vs. prior year (smiley face icon)
- # of Women Enrolled:** 217,040 (this year), +6.85% vs. prior year (thumbs up icon)
- Total Program Expense:** \$4,738,857 (this year), -\$190,199 vs. prior year (upward arrow icon)
- Volunteer Hours:** 8,584 (this year), -10.50% vs. prior year (flag icon)
- Average Donation:** \$184 (this year to date), +\$1 vs. prior year (upward arrow icon)

Below the KPIs is a 'Program Exp per Member Cost' table, followed by an 'OFAC Search List' and an 'Aggregate R&E by Site' table. The 'Aggregate R&E by Site' table is as follows:

Group	Revenue Year To Date 12/31/16	Expenditures Year To Date 12/31/16	Surplus or Loss	# of Students Year Ending 12/31/16	# of Individuals
Main	5,913,753.82	4,105,390.47	1,808,373.35	875.00	
Afghanistan	1,008,228.04	803,135.88	405,090.18	125.00	
Africa	848,100.18	1,110,823.34	(262,823.16)	310.00	
India	2,386,811.14	881,804.91	1,484,706.23	205.00	
Total Group	10,136,701.18	6,701,354.58	3,435,346.60	1,515.00	

Other visualizations include a horizontal bar chart for 'Volunteers per Program' and a pie chart for '# of Women Enrolled in Educational Programs By Country'.

Tips for success



Gain a strong understanding of the needs of your users



Where appropriate, engage the user in identifying the tool and the format



Create a feedback loop to continually improve the reports

QUESTIONS?

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THANK YOU

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