

REPORTING AND DASHBOARDS

Presented by Emily Hill





EMILY HILL

Manager

Outsource Accounting Services Group

HOUSEKEEPING

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If you have a question, please use the Q&A button at the bottom of your screen.

You are viewing Success Onboardin... 's screen View Options

Zoom Video Conferencing was Named a 2018 Gartner Peer Insights Customer's Choice for Meeting Solutions

Enter your work email

Gartner Zoom received a 4.69 out of 5 overall customer rating

[Read the Report](#)

Q&A

You asked: 19:41
Type your questions and comments here!

Please input your question

Send Anonymously Send

Figure 1. Gartner Peer Insights "Voice of the Customer" Meeting Solutions Overall Ratings

Gartner Peer Insights "Voice of the Customer" Meeting Solutions Overall Ratings
As of January 31, 2018

Eligible Vendors	Gartner Peer Insights Customers' Choice	Gartner Magic Quadrant Position	Number of Reviews	Overall Customer Rating
Zoom Video Communications	customer's choice 2018	Leader	n=686	4.69
Highfive Technologies			n=30	4.40
Lifesize			n=30	4.40
LogMeIn	customer's choice 2018	Challenger	n=163	4.36
Teamviewer			n=42	4.33
BlueJeans Network	customer's choice 2018	Visionary	n=57	4.32
Google	customer's choice 2018	Challenger	n=131	4.27
Cisco	customer's choice 2018	Leader	n=380	4.21
Microsoft		Leader	n=293	4.16
Adobe		Challenger	n=72	4.14

Notes: Vendors with greater than 25 reviews on Gartner Peer Insights in the past one year as of January 31, 2018 are considered eligible vendors. Gartner Peer Insights Customers' Choice announced on February 13, 2018. Gartner Magic Quadrant for Meeting Solutions published on September 18, 2017. Number of reviews and ratings as of January 31, 2018.

Source: Gartner Peer Insights (January 31, 2018)

4.33 Mean overall rating for eight vendors in this specific market



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REPORTING AND DASHBOARDS



POLLING QUESTION #1

▶ Do you currently produce a defined monthly financial reporting package to management?

STANDARD REPORTING PACKAGE

Table of Contents

Balance Sheet

Compared to Prior month, PY end or
PY

Profit and Loss – MTD and YTD

Compared to PY

Compared to budget

Profit and Loss – YTD compared to Prior
YTD(annually)



BUDGETING

Budget by month that rolls up to a total annual budget

Include by category an assumption page to reference

Include detailed support for key accounts like revenue and payroll costs

POLLING QUESTION #2

On average, how long does it take you to prepare your monthly financial reporting package?

DASHBOARDS

A simplified visual graphic that displays key performance information or indicators

WHAT'S FIRST. *KNOW YOUR AUDIENCE*

Who is this designed for?

What are they focused on?

WHAT'S NEXT?
ASK QUESTIONS AND LISTEN.

What Type?

MANUAL UTILIZING EXCEL

OR

AUTOMATED UTILIZING YOUR ACCOUNTING SOFTWARE



DASHBOARDS CATEGORIES

Operational – immediate performance

Analytical – identify trends

Strategic – tracking key performance indicators

OPERATIONAL DASHBOARDS

Financial

Role based

Compliance

FINANCIAL DASHBOARDS

- Condensed Financial Statement
- Payroll compared to revenue
- Revenue trends
- Cash availability

Analysis Views Consolidated Statement

12/31/16



Statement of Revenues & Expenditures

04/07/17 10:43



	Primary Entity Year Ending 12/31/16	Wallace Trust Entity Year Ending 12/31/16		
	Operating Budget	Actual	Actual	Total Budget
Operating Revenue				Total Actual
Grant Revenue	250,000.00	250,000.00	0.00	250,000.00
Contributions	3,939,196.63	2,594,989.21	0.00	3,939,196.63
Tuition	0.00	1,931,690.00	0.00	1,931,690.00
Member Fees	228,082.38	210,408.31	0.00	228,082.38
Sales	1,466,735.31	1,349,875.03	0.00	1,466,735.31
Service Fees	2,091,417.00	1,906,425.63	0.00	2,091,417.00
Investment Earnings	947,526.80	810,410.67	464,058.26	947,526.80
Other Revenue	944,222.29	866,913.29	7,877.44	944,222.29
Total Operating Revenue	9,867,180.41	9,920,712.14	471,935.70	9,867,180.41
Expenditures				
Personnel Expenses	2,077,311.62	1,807,359.59	0.00	2,077,311.62
Professional Fees	1,741,055.48	1,659,412.27	100,643.40	1,741,055.48

Statement of Financial Position

04/07/17 10:43



	Primary Entity Year Ending 12/31/16	Wallace Trust Entity Year Ending 12/31/16	Summary
	Current Year Balance	Current Year	
Assets			
Cash and Cash Equivalents	7,321,573.11	121,420.39	7,442,993.50
Investments	23,805,269.71	9,077,721.13	32,882,990.84
Accounts Receivable (Net)	9,750,320.09	0.00	9,750,320.09
Inventory	313,088.69	0.00	313,088.69
Fixed Assets (Net)	4,124,186.68	3,683,875.25	7,808,061.93
Other Assets	2,310,272.22	15,235.53	2,325,507.75
Total Assets	47,624,710.50	12,898,252.30	60,522,962.80
Liabilities and Net Assets			
Liabilities			
Short-term Liabilities			
Accounts Payable	295,868.47	0.00	295,868.47
Accrued Liabilities	2,623,465.85	0.00	2,623,465.85
Accrued Taxes	2,344,936.45	40,405.43	2,385,341.88
Deferred Revenue	954,277.82	0.00	954,277.82
Other Short-term Liabilities	2,578,599.07	664,800.38	3,243,399.45
Total Short-term Liabilities	8,797,147.66	705,205.81	9,502,353.47
Long Term Liabilities			
Note Payable - Long Term	2,303,474.24	132,773.40	2,436,247.64
Total Long Term Liabilities	2,303,474.24	132,773.40	2,436,247.64
Total Liabilities	11,100,621.90	837,979.21	11,938,601.11
Net Assets			
With Donor Restrictions	7,362,048.06	264,934.54	7,626,982.60
Without Donor Restriction	29,162,040.54	11,795,338.55	40,957,379.09
Total Net Assets	36,524,088.60	12,060,273.09	48,584,361.69
Total Liabilities and Net Assets	47,624,710.50	12,898,252.30	60,522,962.80

Balance Sheet Consolidated [Primary & Trust Entities]

04/07/17 10:43



	Year Ending 12/31/16	Year Ending 12/31/15	Year Ending 12/31/16
	Current Year Balance	Prior Year	Difference
Assets			
Cash and Cash Equivalents	7,442,993.50	5,695,712.91	1,747,280.59
Investments	32,882,990.84	31,737,978.58	1,145,012.26
Accounts Receivable (Net)			
Accounts Receivable	8,391,655.96	5,897,285.51	2,494,370.45
Allowance for Doubtful Accounts	(157,764.13)	(115,160.29)	(42,603.84)
Grants Receivable	1,200,900.00	1,200,900.00	0.00
Total Accounts Receivable (Net)	9,750,320.09	7,213,345.80	2,536,974.29
Inventory	313,088.69	243,360.73	69,727.96
Fixed Assets (Net)	7,808,061.93	7,808,061.93	0.00
Other Assets	2,325,507.75	2,248,955.03	76,552.72
Total Assets	60,522,962.80	54,947,414.98	5,575,547.82
Liabilities and Net Assets			
Liabilities			
Short-term Liabilities			
Accounts Payable	295,868.47	23,648.47	272,220.00
Accrued Liabilities	2,623,465.85	2,036,839.74	586,626.11
Accrued Taxes	2,385,341.88	1,804,764.23	580,577.65
Deferred Revenue	954,277.82	933,912.86	20,364.96
Other Short-term Liabilities	3,243,399.45	2,814,941.20	428,458.25
Total Short-term Liabilities	9,502,353.47	7,614,106.50	1,888,246.97
Long Term Liabilities			
Note Payable - Long Term	2,436,247.64	2,363,219.83	73,027.81
Total Long Term Liabilities	2,436,247.64	2,363,219.83	73,027.81
Total Liabilities	11,938,601.11	9,977,326.33	1,961,274.78
Net Assets			
Total Liabilities and Net Assets	48,584,361.69	44,970,088.65	3,614,273.04

Financial results - YTD May 2022

Revenue	Actual	Budget	Variance
Jan	394,988	381,950	13,038
Feb	430,271	421,950	8,321
Mar	506,097	546,950	(40,853)
April	417,004	446,950	(29,946)
May	535,607	421,950	113,657
YTD	2,283,967	2,219,750	64,217

Payroll as a % of Revenue	Total Payroll	Revenue	Percentage
January	244,930	424,255	57.70%
February	221,736	430,271	51.50%
March	250,418	506,097	49.50%
April	255,671	417,004	61.30%
May	237,878	506,340	47.00%
Total	1,210,633	2,283,967	53.00%

Summary P&L	Actual	Budget	Variance
Revenue	2,283,967	2,219,750	64,217
Gross Profit	2,194,053	2,140,500	53,553
Expenses	1,767,642	1,842,020	(74,378)
Other Income (exp)	3,885	5,000	(1,115)
Net Income	430,296	303,480	126,816

OTHER EXAMPLES:

Focus on specific performance metric's or values:

Employee Headcount

People/clients served

of Giving Donors

3,655

this year



-278 vs. prior year

of Donors

10,159

inception to date

of Major Donors

73

this year



+12 vs. prior year

of Sponsors

15

this year



+2 vs. prior year

YTD Grant Revenue

\$300,000

this year to date



-\$110,000 vs. prior year

Sponsorship Revenue

\$1,655,094

this year



+\$21,000 vs. prior year

Individual Contributions

\$2,290,318

this year to date



+\$693,139 vs. prior year

of Individual Gifts

11,735

this year



+1,928 vs. prior year

ROLE BASED DASHBOARDS

Focused information for a specific role:

Executive

Program manager/divisional leader

Person responsible for cash management

Role Based Dashboard

12/31/16



Clear



Project Manager

Approve Purchasing Transactions



Request Status	Requester	Type	Vendor Name	Date Requested	Total
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Approve Timesheet



Begin Date	End Date	Employee First Name	Employee Last Name
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Approve Expenses



Employee	Date Filed	Amount
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Calendar



April 2017						
Su	Mo	Tu	We	Th	Fr	Sa
26	27	28	29	30	31	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	1	2	3	4	5	6

Project Expenditures

04/07/17 10:09



	Quarter Ending 03/31/16		Quarter Ending 06/30/16		Quarter Ending 09/30/16		Quarter E 12/31/16
	Budget	Actual	Budget	Actual	Budget	Actual	Budget
Expenditures							
Program Expenses	16,297.04	15,000.00	16,254.27	15,000.00	20,939.62	15,000.00	35,760.13
General and Administrative Expenses	1,948.55	2,190.00	1,943.40	2,190.00	2,503.59	2,190.00	4,275.57
Total Expenditures	18,245.59	17,190.00	18,197.67	17,190.00	23,443.21	17,190.00	40,035.70

Applications Reviewed ⌵ ↺ ⚙️ 🗑️

1,574
this year ↑

+162 vs. prior year

Awards Issued ⌵ ↺ ⚙️ 🗑️

90
this year ↑

+38.46% vs. prior year

Volunteer Hours ⌵ ↺ ⚙️ 🗑️

8,584
this year ↓

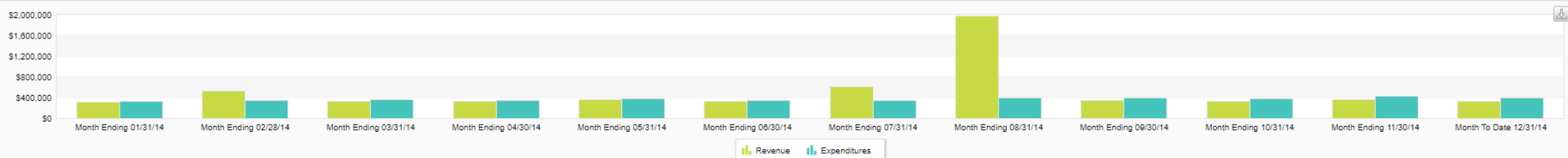
-10.50% vs. prior year

Average Award Amount ⌵ ↺ ⚙️ 🗑️

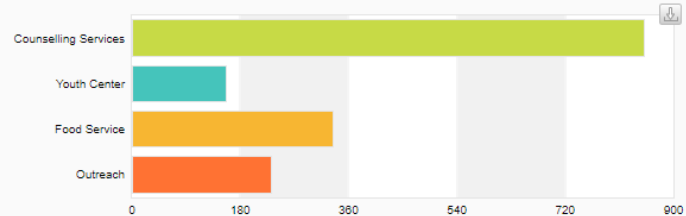
\$685
this month ↑

+\$685 vs. prior month

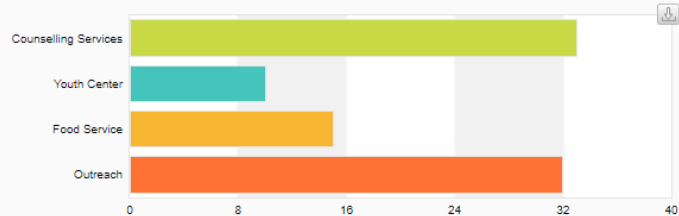
Revenue & Expense by Month
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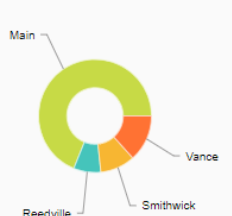
Applicants per Initiative
07/21/21 15:22:19 ⌵ ✎ 🔍 ⚙️ 🗑️



Awards Issued by Initiative
07/21/21 15:22:20 ⌵ ✎ 🔍 ⚙️ 🗑️



Awards Issued by Region
07/21/21 15:22:20 ⌵ ✎ 🔍 ⚙️ 🗑️



Clients Served

4,554

this year

+294 vs. prior year



Program Efficiency

70%

this year to date

Fundraising Expenses

5%

this year to date

Administrative Expenses

23%

this year to date

Fundraising Efficiency

\$0.19

this year

-\$0.03 vs. prior year



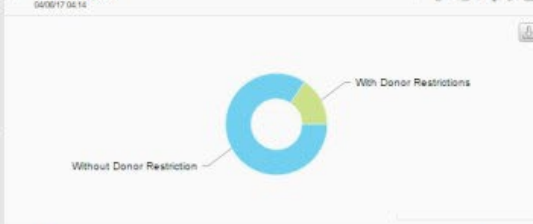
Statement of Revenues & Expenditures - Actual vs Budget (Primary)

	Year Ending 12/31/16		
	Original Budget Ttl	Mid-Yr Recast Ttl	Mid-Yr
Operating Revenue			
Grant Revenue	250,000.00	250,000.00	
Contributions	3,939,196.63	4,625,149.09	
Tuition	0.00	1,950,000.00	
Member Fees	228,082.38	267,799.53	
Sales	1,466,735.31	1,722,145.61	
Service Fees	2,091,417.00	2,455,606.21	
Investment Earnings			
Dividends	48,602.92	57,066.34	
Bank Interest Earned	4,927.68	5,785.72	
Realized Gain (Loss) Investments	691,261.18	811,634.06	
Unrealized Gain (Loss) Investments	202,735.02	236,036.28	
Total Investment Earnings	947,526.80	1,112,524.40	
Other Revenue	944,222.29	1,108,643.86	
Total Operating Revenue	9,867,180.41	13,491,868.70	
Expenditures			
Personnel Expenses	1,181,458.06	1,387,191.11	
Salaries	57,460.35	67,466.18	
Bonus and Incentive	179,426.56	210,670.99	
Life Insurance Premium	116,986.56	137,357.94	
Retirement Matching	217,261.02	255,093.68	
Health Ins. Premiums	74,033.97	86,925.81	
Other Employee Benefits	250,685.10	294,338.08	
Payroll Tax			
Total Personnel Expenses	2,077,311.62	2,439,043.79	
Professional Fees	1,711,965.18	2,010,078.14	
Program Expenses	440,241.70	516,903.10	
Occupancy	582,423.48	683,843.51	
General and Administrative Expenses	91,075.96	106,935.47	
Advertising and Promotion	16,131.59	18,940.62	
Bad Debt Expenses	132,799.64	155,924.45	
Business Licenses and Permits	137,743.47	171,729.24	
Conferences, Conventions, and Meetings	298,000.06	340,891.90	
Insurance	281,050.25	329,990.55	
Office Supplies			
Other Expenses			
Janitorial Services	344,037.97	403,946.73	
Professional Development	254,388.14	298,685.87	
Special Events	458,910.70	538,823.14	
Penalties, Judgements & Fines	15,319.93	17,987.61	
Total Other Expenses	1,072,656.74	1,259,443.35	
Taxes	137,108.16	160,983.48	
Travel Expenses	121,123.16	142,214.75	
Travel - Lodging	75,218.96	88,317.02	
Travel - Meals	102,162.84	119,952.80	
Travel - Transportation	24,680.14	28,977.64	
Travel - Other	323,185.10	379,462.21	
Total Travel Expenses	2,489,750.97	2,933,301.27	
Total General and Administrative Expenses	7,301,692.95	8,583,169.81	
Change in Net Assets	2,565,487.46	4,908,698.89	
+ Net Assets - Beginning	0.00	0.00	
Net Assets - Ending	2,565,487.46	4,908,698.89	

Trend Cash (in Thousands)



Net Assets



Expenses



FAS 117 - Statement of Financial Position

	Primary Entity Year Ending 12/31/16	Primary Entity Year Ending 12/31/15	Primary Entity Year Ending 12/31/16 Difference
Assets			
Cash and Cash Equivalents	7,321,573.11	5,574,292.52	1,747,280.59
Investments	23,805,269.71	23,158,908.71	646,361.00
Accounts Receivable (Net)	9,750,320.09	7,213,345.80	2,536,974.29
Inventory	313,088.69	243,360.73	69,727.96
Fixed Assets (Net)	4,124,186.68	4,124,186.68	0.00
Other Assets	2,310,272.22	2,233,719.50	76,552.72
Total Assets	47,624,710.50	42,547,813.94	5,076,896.56
Liabilities and Net Assets			
Liabilities			
Short-term Liabilities			
Accounts Payable	295,868.47	23,648.47	272,220.00
Accrued Liabilities	2,623,465.85	2,036,639.74	586,826.11
Accrued Taxes	2,344,936.45	1,768,239.84	576,696.61
Deferred Revenue	954,277.82	933,912.86	20,364.96
Other Short-term Liabilities	2,578,599.07	2,323,747.58	254,851.49
Total Short-term Liabilities	8,797,147.66	7,086,388.49	1,710,759.17
Long Term Liabilities	2,303,474.24	2,265,684.79	37,789.45
Total Liabilities	11,100,621.90	9,352,073.28	1,748,548.62
Net Assets			
With Donor Restrictions	7,362,048.06	6,812,048.06	550,000.00
Without Donor Restriction	29,162,040.54	26,383,692.60	2,778,347.94
Total Net Assets	36,524,088.60	33,195,740.66	3,328,347.94
Total Liabilities and Net Assets	47,624,710.50	42,547,813.94	5,076,896.56

Statement of Cash Flows - Indirect Method

	Primary Entity Year Ending 12/31/16 Actual	Wallace Trust Entity Year Ending 12/31/16 Actual
Cash flows from operating activities		
Change in Net Assets	3,328,347.94	285,925.10
Change in Cash from Operating Activities	0.00	0.00
Depreciation	0.00	0.00
Amortization	0.00	0.00
Accounts Receivable	(2,536,974.29)	0.00
Grants Receivable	0.00	0.00
Prepaid Expenses	(23,928.59)	0.00
Inventory	(69,727.96)	0.00
Other Assets	0.00	0.00
Deferred Tax Assets	0.00	0.00
Accounts Payable	272,220.00	0.00
Deferred Revenue	20,364.96	0.00
Other Liabilities	1,439,429.63	182,050.44
Taxes Payable	0.00	0.00
Intercompany	0.00	0.00
Net cash used by Operating Activities	(698,616.25)	182,050.44
Cash flows from investing activities		
Capital Expenditures	0.00	0.00
Net sales (purchases) of ST investments	0.00	0.00
Purchase of long term investments and other assets	(698,985.13)	(498,651.26)
Investment in Subsidiary	0.00	0.00
Net cash used by investing activities	(698,985.13)	(498,651.26)
Cash flows from financing activities		
Debt Proceeds	16,534.03	30,675.72
Net cash used by financing activities	16,534.03	30,675.72
Net cash used by financing activities	1,747,280.59	0.00
Increase (Decrease) in Cash	5,574,292.52	121,420.39
Cash, Beginning Period	7,321,573.11	121,420.39
Cash, End of Period		

Role Based Dashboard

12/31/16

All departments

All funds

Clear



CFO

Program Efficiency

70%

this year to date

Fundraising Expenses

5%

this year to date

Administrative Expenses

23%

this year to date

Fundraising Efficiency

\$0.19

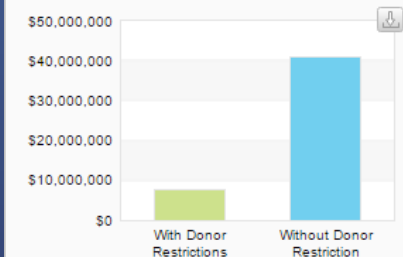
this year



-\$0.03 vs. prior year

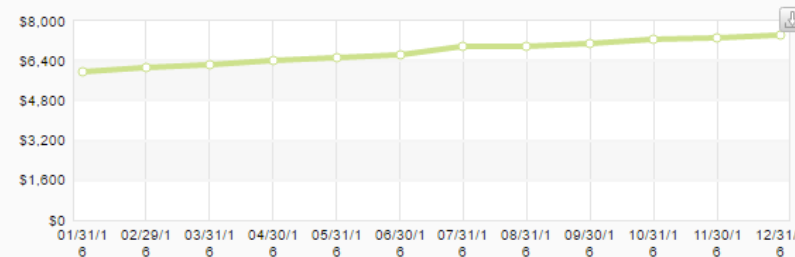
Net Assets

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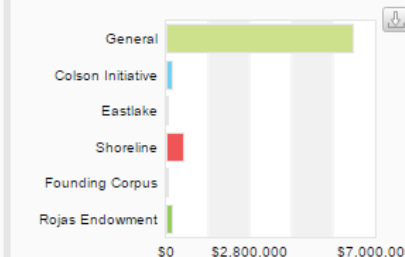
Trend Cash (in Thousands)

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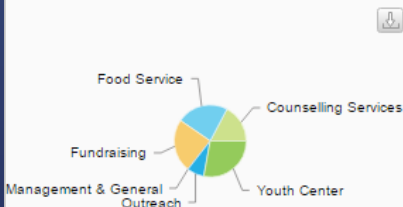
Cash Balance

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Revenue Sources

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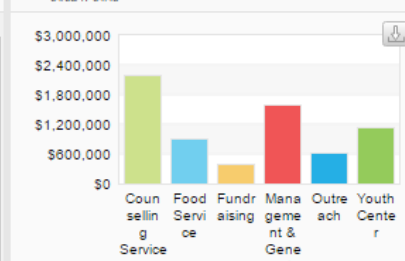
Expenditures - Budget v Actual and Commits

04/08/17 04:44

	Year Ending 12/31/16	Year To 12/31/16	Total Budget
Expenditures			
Personnel Expenses	2,439,043.79	1,807,359.59	631,684.20
Professional Fees	2,010,078.14	1,769,031.46	241,046.68
Program Expenses	516,903.10	476,030.15	40,872.95
Occupancy	683,843.51	548,929.12	134,914.39
General and Administrative Expenses			
Advertising and Promotion	106,935.47	83,618.90	23,316.57
Bad Debt Expenses	18,940.62	15,911.21	3,029.41
Business Licenses and Permits	155,924.45	121,933.61	33,990.84
Conferences, Conventions, and Meetings	171,729.24	171,711.33	17.91
Insurance	349,891.90	275,715.34	74,176.56
Office Supplies			
Office Supplies	329,990.55	298,624.09	31,366.46
Total Office Supplies	329,990.55	298,624.09	31,366.46
Other Expenses	1,259,443.35	786,422.37	473,020.98
Taxes	160,983.48	125,882.80	35,100.68
Travel Expenses	379,462.21	297,204.83	82,257.38
Total General and Administrative Expenses	2,933,301.27	2,177,074.48	756,226.79

Expenses

04/08/17 04:45



Capital Assets by Category

04/08/17 04:45

Approve Purchasing Transactions

Role-Based A/P Manager

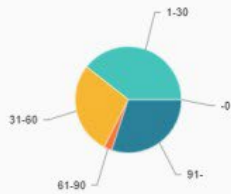
12/31/2018 All locations Clear

Payable Amount \$458,875 this month to date -4,683 vs. prior month

Inter-Company Payable \$8,578 this month to date +8,578 vs. prior month

Cash On Hand \$1,991,001 this month to date +59,210 vs. prior month

Vendor Aging Graph 10/16/2019 23:19



AP Trend 10/16/2019 23:19



Vendors

Vendor Name	Vendor Type ID	Total Due
RWS Commercial	General and Utilities	\$21,000.00
Prodigy	Healthcare	\$9,500.00
Cambridge Medical Supply	Healthcare	\$1,260.00
Mckesson	Healthcare	\$1,225.00
Co Flex	Healthcare	\$900.00
ExerGen	Healthcare	\$300.00
Medline	Healthcare	\$200.00

Posted Payments

Vendor ID	Vendor name	Payment status	Payment method	Payment date	Payment amount
-----------	-------------	----------------	----------------	--------------	----------------

Bills

Vendor name	Bill number	Date	Amount	State
Byram Healthcare	VI0168	12/28/2018	\$250.00	Paid
Cambridge Medical Supply	VI0169	12/28/2018	\$1,260.00	Posted
BiO Wash	VI0167	12/28/2018	\$250.00	Paid
Entity V500	IN0054	12/11/2018	\$500.00	Posted
Entity V500	IN0052	12/08/2018	\$850.00	Posted
Entity V500	IN0051	12/05/2018	\$850.00	Posted
Shore Waste Management	IC1001	12/05/2018	\$4,500.00	Paid
Entity V500	IN0053	12/02/2018	\$750.00	Posted
Co Flex	VI0129	10/12/2018	\$900.00	Posted
Prodigy	VI0127	10/01/2018	\$9,500.00	Paid
Mckesson	VI0126	10/01/2018	\$1,225.00	Paid
ExerGen	VI0128	10/01/2018	\$9,000.00	Paid
BiO Wash	VI0162	09/28/2018	\$250.00	Paid
Byram Healthcare	VI0163	09/28/2018	\$250.00	Paid

Role Based Dashboard

12/31/16



All departments



All funds



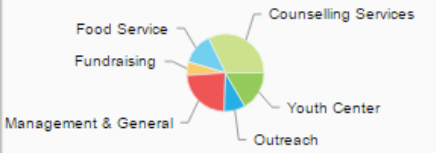
Clear



Controller

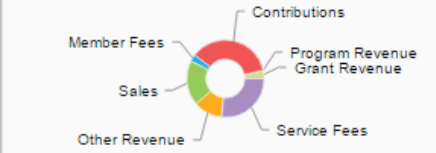
Operating Expense by Functional Category

04/08/17 04:51



Revenues

04/08/17 04:51



Security State Bank

Approve Payments

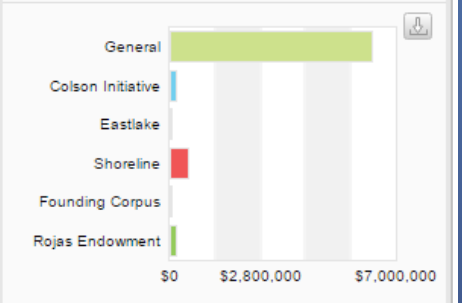
Stmt of Revenues & Expenditures

04/08/17 04:51

	Primary Entity Prior Year To Date 12/31/15 Actual	Actual	Primary Entity Year To Date 12/31/16 Period % Var	
Operating Revenue				
Grant Revenue	133,246.32	250,000.00	87.62 ↑	250,000.00
Contributions	2,023,878.73	2,594,989.21	28.21 ↑	4,625,111.96
Tuition	1,800,190.00	1,931,690.00	7.30 ↑	1,950,000.00
Member Fees	203,607.58	210,408.31	3.34 ↑	267,700.00
Sales	1,277,337.71	1,349,875.03	5.67 ↑	1,722,100.00
Service Fees	1,804,260.51	1,906,425.63	5.66 ↑	2,455,600.00
Investment Earnings	766,587.05	810,410.67	5.71 ↑	1,112,500.00
Other Revenue	820,130.83	866,913.29	5.70 ↑	1,108,600.00
Total Operating Revenue	8,829,258.73	9,920,712.14	12.36 ↑	13,491,800.00
Expenditures				
Personnel Expenses	1,721,295.34	1,807,359.59	4.99 ↑	2,439,000.00
Professional Fees	1,521,673.64	1,668,412.27	9.64 ↑	2,010,000.00
Program Expenses	453,568.33	476,030.15	4.95 ↑	516,900.00
Occupancy	506,558.88	535,490.30	5.71 ↑	683,600.00
General and Administrative Expenses				
Advertising and Promotion	79,106.54	83,618.90	5.70 ↑	106,900.00
Bad Debt Expenses	14,011.62	15,911.21	13.55 ↑	18,900.00
Business Licenses and Permits	115,353.39	121,933.61	5.70 ↑	155,900.00
Conferences, Conventions, and Meetings	151,682.59	171,711.33	13.20 ↑	171,700.00
Insurance	243,729.19	259,657.30	6.53 ↑	349,800.00
Office Supplies	245,755.64	259,206.69	5.47 ↑	329,900.00
Other Expenses	730,894.44	769,945.22	5.34 ↑	1,259,400.00
Taxes	119,089.20	125,882.80	5.70 ↑	160,900.00
Travel Expenses				
Travel - Lodging	105,205.05	111,206.11	5.70 ↑	142,200.00
Travel - Meals	65,333.75	69,060.36	5.70 ↑	88,300.00
Travel - Transportation	88,935.11	93,798.12	5.46 ↑	119,900.00
Travel - Other	23,290.13	23,140.24	(0.64) ↓	28,900.00
Total Travel Expenses	282,764.04	297,204.83	5.10 ↑	379,400.00
Total General and Administrative Expenses	1,982,386.65	2,105,071.89	6.18 ↑	2,933,300.00
Total Expenditures	6,185,482.84	6,592,364.20	6.57 ↑	8,583,100.00
Change in Net Assets	2,643,775.89	3,328,347.94	25.89 ↑	4,908,600.00
+ Net Assets - Beginning	30,551,964.77	33,195,740.66	8.65 ↑	
Net Assets - Ending	33,195,740.66	36,524,088.60	10.02 ↑	4,908,600.00

Cash Balance

04/08/17 04:51



Statement of Financial Summary

04/08/17 04:51

	Primary Entity Year Ending 12/31/16 Current Year Balance
Assets	
Cash and Cash Equivalents	7,321,573.11
Investments	23,805,269.71
Accounts Receivable (Net)	9,750,320.09
Inventory	313,088.69
Fixed Assets (Net)	4,124,186.68
Other Assets	2,310,272.22
Total Assets	47,624,710.50
Liabilities and Net Assets	
Liabilities	
Short-term Liabilities	8,797,147.66
Long Term Liabilities	2,303,474.24
Total Liabilities	11,100,621.90
Net Assets	36,524,088.60
Total Liabilities and Net Assets	47,624,710.50

Analysis Views ∨ Cash Analysis

12/31/16

Clear + ⚙️ 📄 🖨️

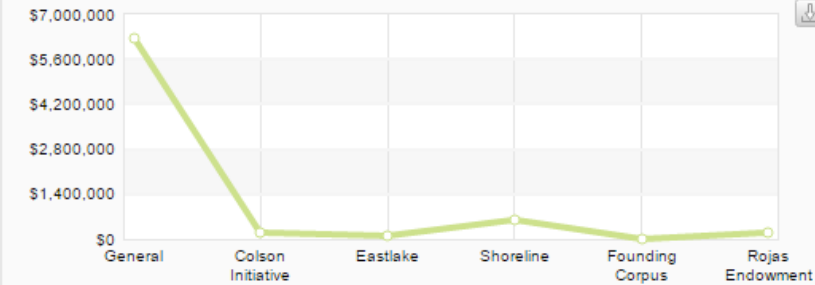
Statement of Cash Flows - Direct Method

04/07/17 10:34

	Primary Entity Year Ending 12/31/16 Actual	Wallace Trust Entity Year Ending 12/31/16 Actual	Y
Cash flows from operating activities			
Cash received from services	2,861,424.68	0.00	2,861,424.68
Cash received from contributions	2,594,989.21	0.00	2,594,989.21
Cash received from grants	250,000.00	0.00	250,000.00
Cash received from investments	810,410.67	464,058.26	1,274,468.93
Miscellaneous receipts	887,278.25	7,877.44	895,155.69
Cash paid to employees and suppliers	4,974,371.12	3,960.16	4,978,331.28
Total Cash flows from operating activities	2,429,731.69	467,975.54	2,897,707.23
Cash flows from investing activities			
Capital Expenditures	0.00	0.00	0.00
Net sales (purchases) of ST investments	0.00	0.00	0.00
Purchase of long term investments and other assets	(698,985.13)	(498,651.26)	(1,197,636.39)
Investment in Subsidiary	0.00	0.00	0.00
Net cash used by investing activities	(698,985.13)	(498,651.26)	(1,197,636.39)
Cash flows from financing activities			
Debt Proceeds	16,534.03	30,675.72	47,209.75
Net cash used by financing activities	16,534.03	30,675.72	47,209.75
Increase (Decrease) in Cash	1,747,280.59	0.00	1,747,280.59
Cash, Beginning Period	5,574,292.52	121,420.39	5,695,712.91
Cash, End of Period	7,321,573.11	121,420.39	7,442,993.50

Cash Balance

04/07/17 10:37



Cash Balance Monthly with Trend Lines

04/07/17 10:34

	Month Ending 10/31/16 Actual	Month Ending 11/30/16 Actual	Month Ending 12/31/16 Actual	Quarter Ending 12/31/16 Trend
Cash and Cash Equivalents				
Operating Cash	6,240,793.98	6,397,290.24	6,579,915.06	
Payroll Cash	986,674.03	918,351.28	840,608.60	
Petty Cash	20,728.72	21,113.90	21,469.84	
Undeposited Receipts	1,000.00	1,000.00	1,000.00	
Total Cash and Cash Equivalents	7,249,196.73	7,337,755.42	7,442,993.50	

Statement of Cash Flows - Indirect Method

04/07/17 10:34

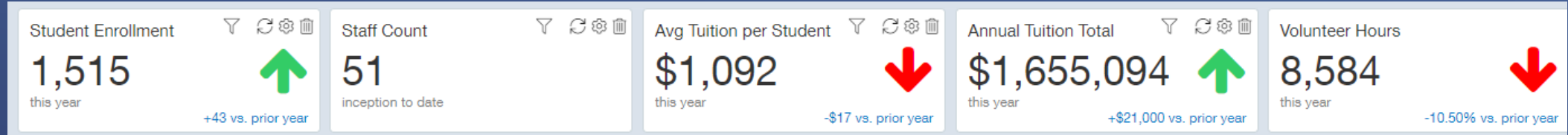
	Primary Entity Year Ending 12/31/16 Actual	Wallace Trust Entity Year Ending 12/31/16 Actual	Y
Cash flows from operating activities			
Change In Net Assets	3,328,347.94	285,925.10	3,614,273.04
Change in Cash from Operating Activities			
Depreciation	0.00	0.00	0.00
Amortization	0.00	0.00	0.00
Accounts Receivable	(2,536,974.29)	0.00	(2,536,974.29)
Grants Receivable	0.00	0.00	0.00
Prepaid Expenses	(23,928.59)	0.00	(23,928.59)
Inventory	(69,727.96)	0.00	(69,727.96)
Other Assets	0.00	0.00	0.00
Deferred Tax Assets	0.00	0.00	0.00
Accounts Payable	272,220.00	0.00	272,220.00
Deferred Revenue	20,364.96	0.00	20,364.96
Other Liabilities	1,439,429.63	182,050.44	1,621,480.07
Taxes Payable	0.00	0.00	0.00
Intercompany	0.00	0.00	0.00
Net cash used by Operating Activities	(898,616.25)	182,050.44	(716,565.81)

Cash Projection as of Today

04/07/17 10:37

Account	Account No	Current (0-30)	Past Due (31-60)	Past Due (>60)	T
Account					
PETTY CASH--ONHAND					
B01--Security State Bank - Checking Main	31264495				
B02--Security State Bank - Payroll	31245576				
UNDEPOSITED RECEIPTS--SUSPENSE ACCOUNT					
Total Balance for all Checking Accounts					
Payables					
Grand Totals		17,150.00	17,150.00	293,695.00	327,995.00
Receivables					
Grand Totals		0.00	0.00	798,447.00	798,447.00

IS THE TEAM HITTING THEIR GOALS?

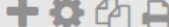


Analysis Views

12/31/16

All departments

Clear



Budget Position

All funds

All projects or grants

Dept Comparison Budget to Actual View

04/07/17 10:29



	Counselling Services Year Ending 12/31/16		Youth Center Year Ending 12/31/16		Food Service Year Ending 12/31/16		Departments Outreach Year Ending 12/31/16		Management & Ge Year Ending 12/31/16	
	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual
Revenues & Expenditures										
Operating Revenue										
Grant Revenue	250,000.00	250,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Contributions	61,146.75	347,814.15	66,065.23	51,660.21	32,013.83	25,033.53	46,584.78	36,427.36	0.00	0.00
Tuition	0.00	0.00	1,950,000.00	1,931,690.00	0.00	0.00	0.00	0.00	0.00	0.00
Member Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	267,799.53	209,000.00
Sales	0.00	0.00	0.00	0.00	1,722,145.61	1,349,875.03	0.00	0.00	0.00	0.00
Service Fees	719,422.17	548,800.79	469,516.41	367,142.53	688,358.11	538,267.86	578,309.52	452,214.45	0.00	0.00
Investment Earnings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,112,524.40	1,270,000.00
Other Revenue	501,838.02	392,416.90	165,555.80	129,457.44	186,723.31	146,009.72	254,526.73	199,029.23	0.00	0.00

Statement of Revenues & Expenditures - Actual vs Budget

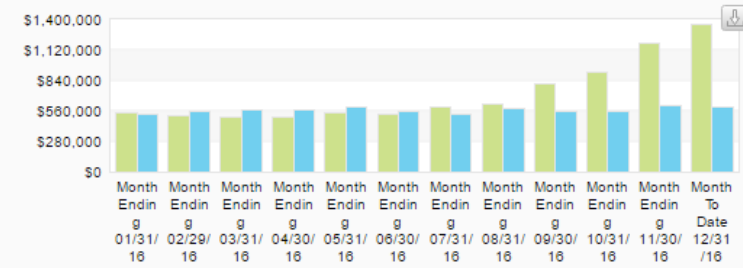
04/07/17 10:29



	Year Ending 12/31/16		
	Original Budget Ttl	Mid-Yr Recast Ttl	Mid-Yr
Operating Revenue			
Grant Revenue	250,000.00	250,000.00	
Contributions	3,939,196.63	4,625,149.09	
Tuition	0.00	1,950,000.00	
Member Fees	228,082.38	267,799.53	
Sales	1,466,735.31	1,722,145.61	
Service Fees	2,091,417.00	2,455,606.21	
Investment Earnings			
Dividends	48,602.92	57,066.34	
Bank Interest Earned	4,927.68	5,785.72	
Realized Gain (Loss) Investments	691,261.18	811,634.06	
Unrealized Gain (Loss) Investments	202,735.02	238,038.28	
Total Investment Earnings	947,526.80	1,112,524.40	
Other Revenue	944,222.29	1,108,643.86	
Total Operating Revenue	9,867,180.41	13,491,868.70	
Expenditures			
Personnel Expenses			
Salaries	1,181,458.06	1,387,191.11	
Bonus and Incentive	57,460.35	67,466.18	
Life Insurance Premium	179,426.56	210,670.99	
Retirement Matching	116,986.56	137,357.94	
Health Ins. Premiums	217,261.02	255,093.68	
Other Employee Benefits	74,033.97	86,925.81	
Payroll Tax	250,685.10	294,338.08	
Total Personnel Expenses	2,077,311.62	2,439,043.79	
Professional Fees	1,711,965.18	2,010,078.14	
Program Expenses	440,241.70	516,903.10	
Occupancy	582,423.48	683,843.51	
General and Administrative Expenses			
Advertising and Promotion	91,075.96	106,935.47	
Bad Debt Expenses	16,131.59	18,940.62	

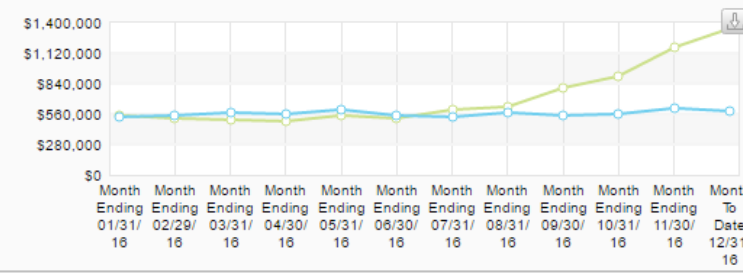
Expenditures Budget to Actual by Month

04/07/17 10:30



Expenditures Budget to Actual Trend

04/07/17 10:30



COMPLIANCE DASHBOARDS

Measure a defined measurement for external reporting or compliance:

Bank reporting or borrowing needs

Grant submissions

	Revenue Inception To Date 12/31/15		Remaining Draw	Expenditures Inception To Date 12/31/15	
	Award Amount	Revenue		Expenditures	Remaining Funds
Grants					
2013-15 Health Initiative 1 Grant Award	600,000.00	558,246.32	41,753.68	206,407.76	351,838.56
2015-17 Health Initiative 1 Grant Award	500,000.00	125,000.00	375,000.00	0.00	125,000.00
Rural Health Network	10,000.00	0.00	10,000.00	32.17	(32.17)
Total Grants	1,110,000.00	683,246.32	426,753.68	206,439.93	476,806.39

GRANT MANAGER VIEW OF ONE PROGRAM

ANALYTICAL DASHBOARDS

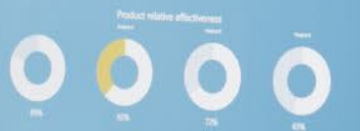
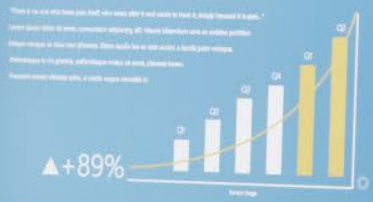
Use of pivot tables so you can slice and dice the information



Digital Distribution & Sales

02/15/2017

Analysis



Social networks influence

Community Involvement

Content Consumption

Need to be in the right place at the right time. In social media, this is often done through targeted advertising. This is often done through targeted advertising. This is often done through targeted advertising.

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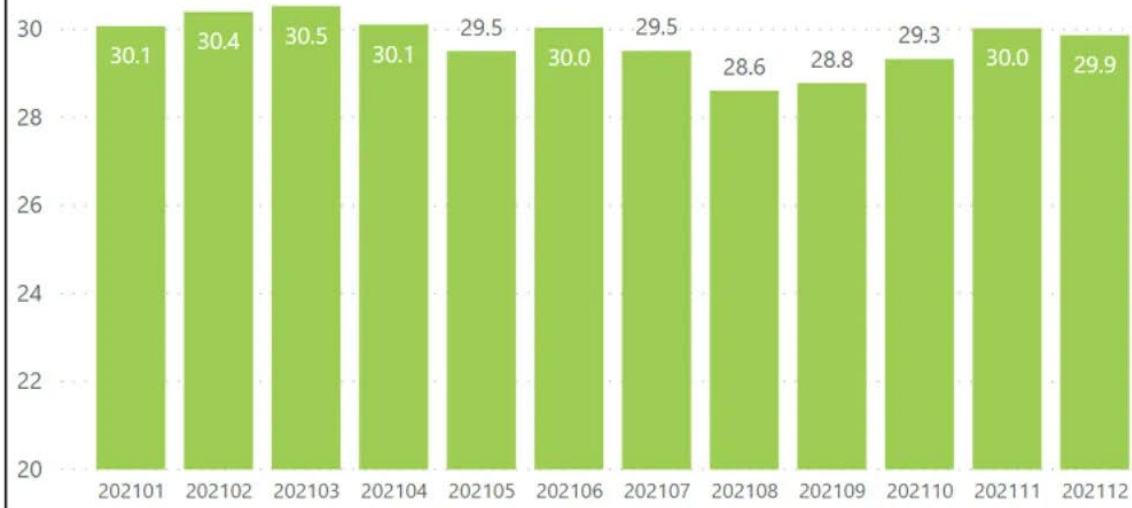
Inventory Analysis

5.2M
Inventory Value

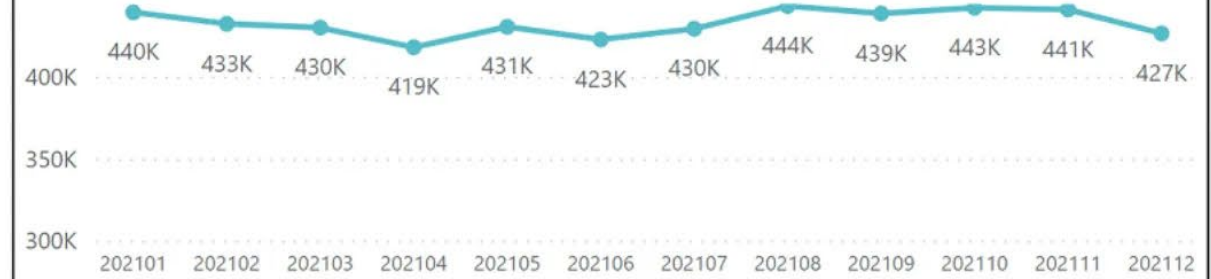
Entity
All

Year
All

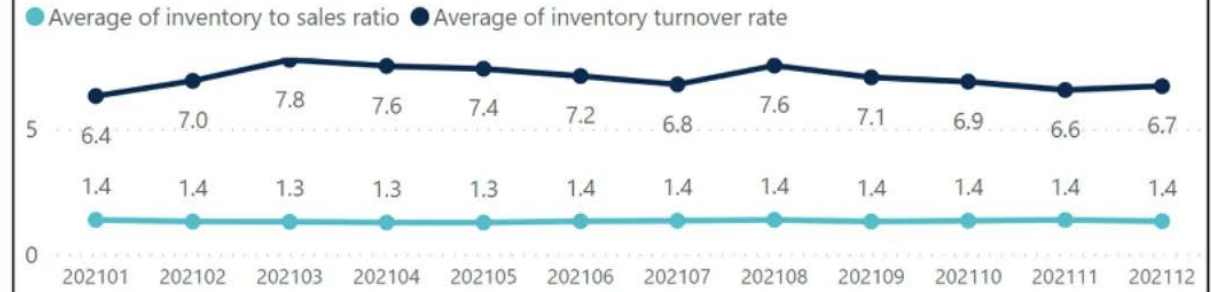
Order Cycle Time



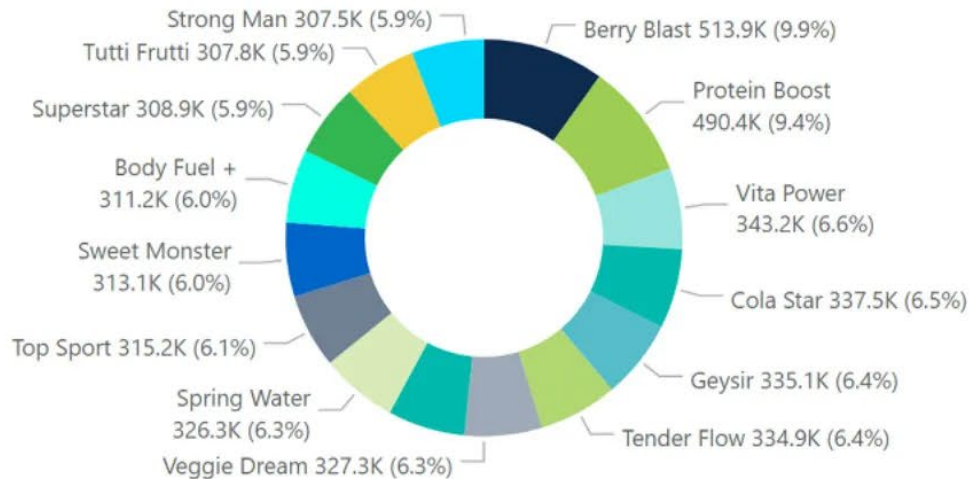
Inventory Trend



Inventory Efficiency Ratios



Product wise Inventory value



Order Accuracy Trend



STRATEGIC DASHBOARDS

Define KPI's and goals

Used to align department performance or goals to overall business strategy

	<u>Goal</u>	<u>Current</u>	<u>Previous</u>
Current Ratio:	1.00	0.00	3.16
Top 5 Customer	<50%	46%	46%
Staff Ratio	65%	44%	47%
Benefit Ratio	38%	29%	31%
Admin Ratio	15%	14%	14%
AR Ratio	10%	19%	15%
AP Ratio	20%	20%	12%
Debt	125,000.00	112,000	114,000
AP:	50,000.00	36,200	15,900
AR:	200,000.00	129,800	159,600
LOC:	150,000.00	50,000	75,000
EE head count	40	35	37
Payroll per month	285,000	237,876	255,671
Payroll % of rev	50%	47%	61%
Revenue goal	5,485,000	2,283,967	1,748,360
% to Revenue goal		41.64%	31.88%

Clients Served

4,554

this year

↑

+294 vs. prior year

Meals Served

238,005

this year

↑

+5.67% vs. prior year

Volunteer Hours

8,584

this year

↓

-10.50% vs. prior year

Total Program Expense

\$4,805,574

this year

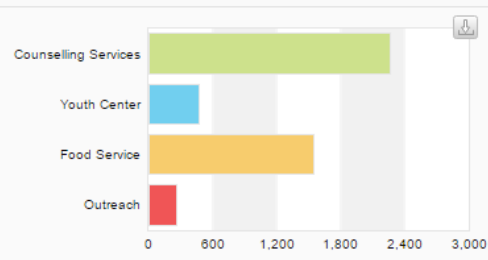
↑

+\$304,699 vs. prior year

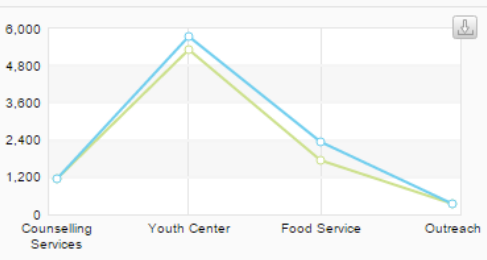
Program Exp with per Client Cost [Financial & Statistical View]

	Counseling Services Year Ending 12/31/16 Departments	Youth Center Year Ending 12/31/16 Departments	Program Services Food Service Year Ending 12/31/16 Departments	Outreach Year Ending 12/31/16 Departments	All Departments Year Ending 12/31/16 Departments	Outreach Year Ending 12/31/16 Departments	All Departments Year Ending 12/31/16 Departments
Expenditures							
Personnel Expenses		761,938.66		322,126.50	74,536.72	53,240.52	1,211,842.40
Professional Fees		684,446.53		282,305.24	256,602.15	157,756.28	1,381,110.20
Program Expenses		160,321.88		83,239.43	163,307.38	69,161.46	476,030.15
Occupancy		117,969.69		187,303.85	50,756.85	86,833.29	442,863.68
General and Administrative Expenses		459,234.97		249,980.41	349,697.96	234,814.40	1,293,727.74
Total Expenditures		2,183,911.73		1,124,955.43	894,901.06	601,805.95	4,805,574.17
Clients Served		2,263.00		474.00	1,551.00	266.00	4,554.00
Cost per Client		965.05		2,373.32	576.98	2,262.43	1,055.24

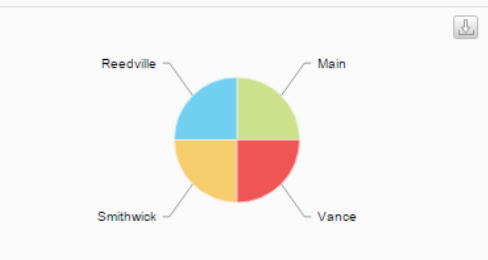
Clients per Program



Volunteer Effort by Program



Meals Served per Site



Outcomes Sample Assisted/Senior Living Metrics

12/31/2018

Operating Locations

Clear

Revenue

\$554,202

this month

↑

+ \$46,431 vs. prior month

Revenue per Occupied Unit

\$7,697

this month

↑

+ \$118 vs. prior month

Occupancy Rate

82%

this month

↑

+5 vs. prior month

Profit and Loss - with Unit Metrics

10/16/2019 23:13

	Riverside Month To Date 12/31/2018 Actual	Springfield Month To Date 12/31/2018 Actual	Accord Health Month To Date 12/31/2018 Actual	Dover Month To Date 12/31/2018 Actual	Fairfield Month To Date 12/31/2018 Actual	Union Health Month To Date 12/31/2018 Actual	Sterling Healthcare Month To Date 12/31/2018 Actual	Valley Health System Month To Date 12/31/2018 Actual	All Locations Month To Date 12/31/2018 Actual	Year To Date 12/31/2018 Actual
Net Income (Loss)										
Income (Loss) before Provision for Income Taxes										
Gross Profit										
Revenue	109,103.63	173,886.78	282,990.41	71,296.92	87,749.97	159,046.89	58,119.27	54,046.00	554,202.57	
Cost of Revenue	1,983.58	4,475.40	6,458.98	1,289.34	1,586.86	2,876.20	1,126.04	1,061.84	11,523.06	
Gross Profit	107,120.05	169,411.38	276,531.43	70,007.58	86,163.11	156,170.69	56,993.23	52,984.16	542,679.51	
Operating Expenses										
General and Administrative Expenses	8,321.19	16,661.08	24,982.27	4,952.63	6,255.93	11,208.56	3,925.74	3,618.43	43,735.00	
Marketing and Advertising Expenses	1,733.58	2,798.14	4,531.72	1,031.80	1,303.32	2,335.12	817.86	753.84	8,438.54	
Depreciation and Amortization Expense	3,033.77	4,634.25	7,668.02	1,805.65	2,280.81	4,086.46	1,431.26	1,319.22	14,504.96	
Payroll and Related Expenses	53,741.07	82,092.46	135,833.53	31,985.68	40,402.90	72,388.58	25,353.68	23,368.91	256,944.70	
Utilities and Facilities	5,850.85	8,937.49	16,288.34	13,882.30	14,798.68	29,880.98	14,260.28	13,844.21	74,273.81	
Operating and Maintenance Expenses	6,847.64	12,220.17	21,117.81	4,075.60	5,148.11	11,073.71	4,980.54	4,277.66	41,449.72	
Taxes and Insurance	3,033.77	4,634.26	7,668.03	1,805.64	2,280.81	4,086.45	1,431.26	1,319.21	14,504.95	
Total Operating Expenses	82,561.87	131,977.85	218,089.72	59,539.30	72,470.56	135,059.86	52,200.62	48,501.48	453,851.68	
Other Income (Expense)	(1,516.89)	(2,317.13)	(3,834.02)	(902.82)	(1,140.40)	(2,043.22)	(715.63)	(659.61)	(7,252.48)	
Income (Loss) before Provision for Income Taxes	23,041.29	35,116.40	54,607.69	9,565.46	12,552.15	19,067.61	4,076.98	3,823.07	81,575.35	
Income Taxes	2,600.37	3,972.20	6,572.57	1,547.69	1,954.98	3,502.67	1,226.60	1,130.76	12,432.80	
Net Income (Loss)	20,440.92	31,144.20	48,035.12	8,017.77	10,597.17	15,564.94	2,850.18	2,692.31	69,142.55	
Number of Occupied Units	12.00	18.00	30.00	12.00	11.00	23.00	9.00	10.00	72.00	
Number of Available Units	14.00	23.00	37.00	14.00	13.00	27.00	11.00	12.00	87.00	
Occupancy Rate	85.71 %	78.26 %	81.08 %	85.71 %	84.62 %	85.19 %	81.82 %	83.33 %	82.76 %	
RevPAR	7,793.12	7,560.29	7,648.39	5,092.64	6,750.00	5,890.63	5,283.57	4,503.83	6,370.14	

Payor Mix

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Private Insurance

Occupancy Rate

10/16/2019 23:13

07/31/2018



Outcomes Sample Dental Group Metrics

12/31/2018 Operating Locations- Clear

Revenue
\$5,986,534 ↑
 this year to date
 +\$442,897 vs. prior year

Number of Treatments
643 ↑
 this month
 +45 vs. prior month

Revenue per Treatment
\$861 ↑
 this month
 +\$12 vs. prior month

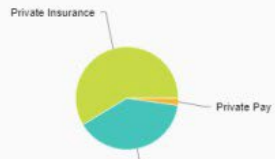
Number of Dentists
11
 this month

Revenue per Dentist
\$544,230 ↑
 this year to date
 +\$40,263 vs. prior year

Profit and Loss - by Location
 10/16/2019 23:15

	Riverside Month Ending 12/31/2018	Springfield Month Ending 12/31/2018	Accord Health Month Ending 12/31/2018	Accord Health (All) Month Ending 12/31/2018	Dover Month Ending 12/31/2018	Fairfield Month Ending 12/31/2018	Union Health Month Ending 12/31/2018	Union Health (All) Month Ending 12/31/2018	Sterling Healthcare Month Ending 12/31/2018	Valley Health System Month Ending 12/31/2018	All Locations Month Ending 12/31/2018
Revenue											
Revenue - Services	109,103.63	173,886.78	0.00	282,990.41	71,296.92	87,749.97	0.00	159,046.89	58,119.27	54,046.00	554,202.57
Total Revenue	109,103.63	173,886.78	0.00	282,990.41	71,296.92	87,749.97	0.00	159,046.89	58,119.27	54,046.00	554,202.57
Cost of Revenue											
Cost of Goods Sold	1,983.58	4,475.40	0.00	6,458.98	1,289.34	1,586.86	0.00	2,876.20	1,126.04	1,061.84	11,523.06
Total Cost of Revenue	1,983.58	4,475.40	0.00	6,458.98	1,289.34	1,586.86	0.00	2,876.20	1,126.04	1,061.84	11,523.06
Gross Profit	107,120.05	169,411.38	0.00	276,531.43	70,007.58	86,163.11	0.00	156,170.69	56,993.23	52,984.16	542,679.51
Operating Expenses											
General and Administrative Expenses	8,321.19	16,661.08	0.00	24,982.27	4,952.63	6,255.93	0.00	11,208.56	3,925.74	3,618.43	43,735.00
Marketing and Advertising Expenses	1,733.58	2,798.14	0.00	4,531.72	1,031.80	1,303.32	0.00	2,335.12	817.86	753.84	8,438.54
Depreciation and Amortization Expense	3,033.77	4,634.25	0.00	7,668.02	1,805.95	2,280.81	0.00	4,086.46	1,431.26	1,319.22	14,504.96
Payroll and Related Expenses	53,741.07	82,092.46	0.00	135,833.53	31,985.68	40,402.90	0.00	72,388.58	25,353.68	23,368.91	256,944.70
Utilities and Facilities	5,850.85	8,937.49	1,500.00	16,288.34	13,882.30	14,798.68	1,200.00	29,880.98	14,260.28	13,844.21	74,273.81
Operating and Maintenance Expenses	6,847.64	12,220.17	2,050.00	21,117.81	5,148.11	5,148.11	1,850.00	11,073.71	4,980.54	4,277.66	41,449.72
Taxes and Insurance	3,033.77	4,634.26	0.00	7,668.03	1,805.64	2,280.81	0.00	4,086.45	1,431.26	1,319.21	14,504.95
Total Operating Expenses	82,561.87	131,977.85	3,550.00	218,089.72	59,539.30	72,470.56	3,050.00	135,059.86	52,200.62	48,501.48	453,851.68
Other Income (Expense)	(1,516.89)	(2,317.13)	0.00	(3,834.02)	(902.82)	(1,140.40)	0.00	(2,043.22)	(715.63)	(659.61)	(7,252.48)
Other Expenses	(1,516.89)	(2,317.13)	0.00	(3,834.02)	(902.82)	(1,140.40)	0.00	(2,043.22)	(715.63)	(659.61)	(7,252.48)
Total Other Income (Expense)	(1,516.89)	(2,317.13)	0.00	(3,834.02)	(902.82)	(1,140.40)	0.00	(2,043.22)	(715.63)	(659.61)	(7,252.48)
Income Taxes	2,606.37	3,972.20	0.00	6,572.57	1,547.69	1,954.98	0.00	3,502.67	1,226.80	1,130.76	12,432.80
Net Income (Loss)	\$20,440.92	\$31,144.20	\$(3,550.00)	\$48,035.12	\$8,017.77	\$10,597.17	\$(3,050.00)	\$15,564.94	\$2,850.18	\$2,692.31	\$69,142.55

Payor Mix
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Patient Visits
 10/16/2019 23:15





High-level view

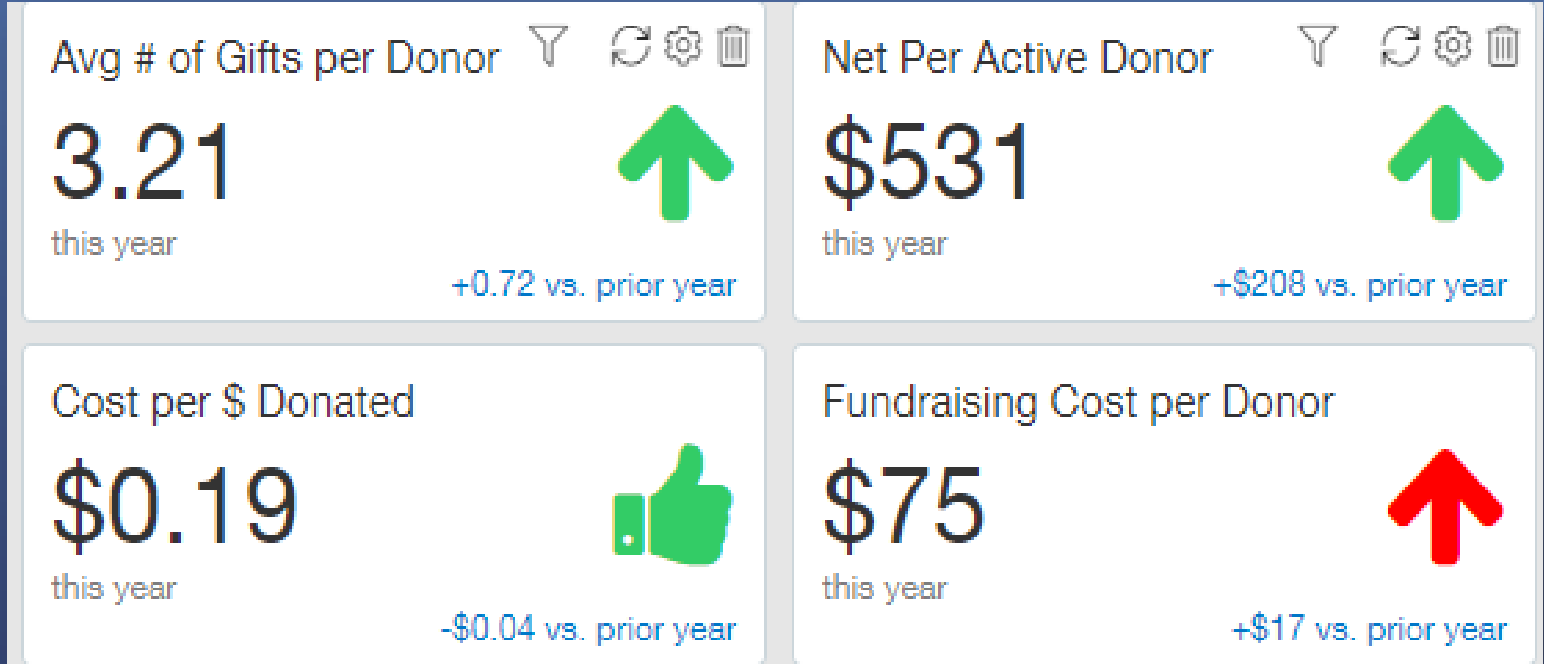


Organized



Targeted to audience

CONTENT

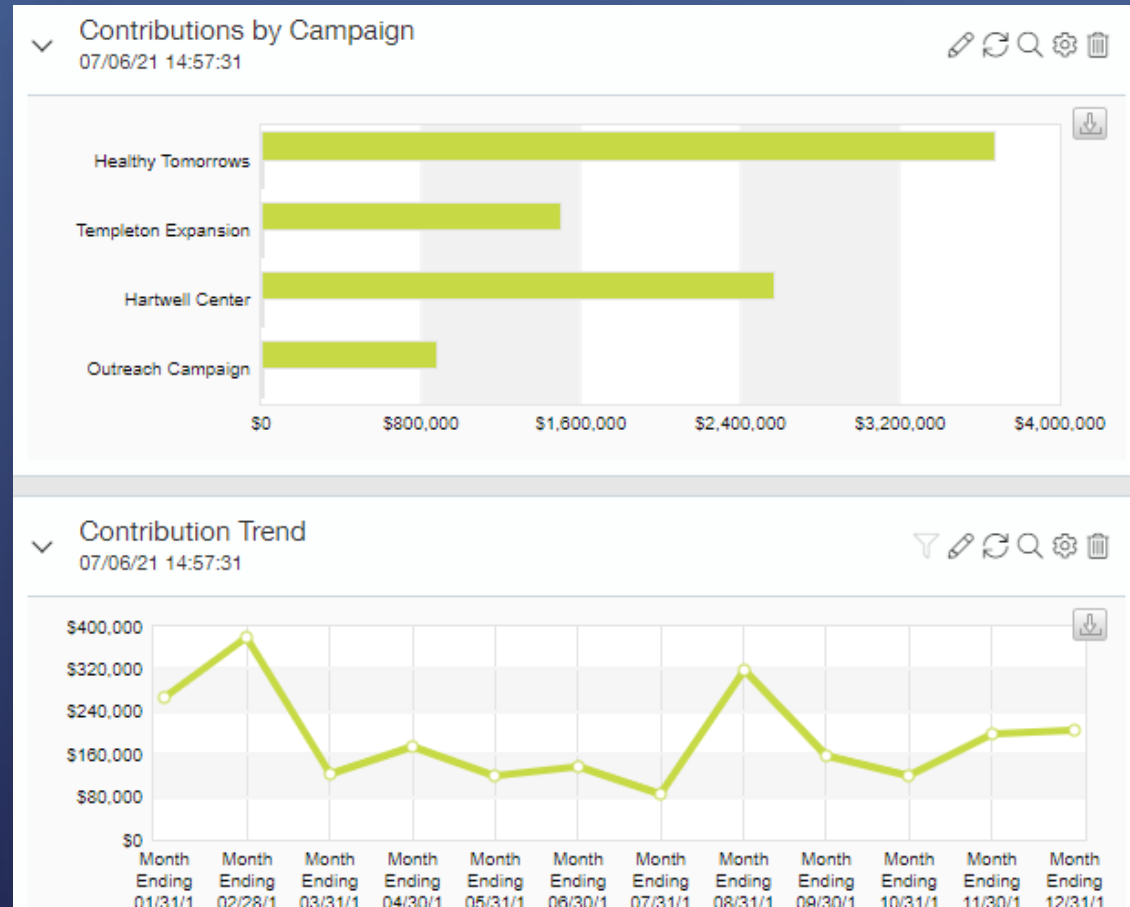


CLEAR AND CONCISE

- Make it visually appealing
- Consider font size and highlighting or spacing
- Design choice
- Minimal distractions

VISUAL

POINT IN TIME VALUE OR A TREND VIEW?





- Visual presentation of performance indicators
- Track key metrics and efficiencies/inefficiencies
- Saves time

BENEFITS OF A DASHBOARD



IDENTIFY AND CORRECT
NEGATIVE TRENDS



MAKE MORE INFORMED
DECISIONS



ALIGN STRATEGIES AND
ORGANIZATIONAL GOALS

OUTCOMES OF A DASHBOARD



No surprises



Fosters collaborative
thinking



Structured
communication

LONG TERM RESULTS OF A DASHBOARD

Accounting system

- Does it provide you with flexibility to design your financial statements?
- Does it allow you to automate creation of a dashboard?
- Can you export?

AUTOMATION

EVALUATE AND MODIFY

- Prepare for multiple re-iterations the first few months
- Review and update at least annually
- What new automation is available
- How has the business or agency changed?

SUCCESS



POLLING QUESTION #3

Does your accounting system provide you with the reporting you need?

COMPLEMENTARY ACCOUNTING CONSULTATION

1:1 consultation to discuss your accounting functions including dashboards and executive reporting

Free of charge, no obligation

Visit www.inserocpa.com/outsource to sign up

UPCOMING WEBINARS

- ▶ 10/26/2022 – Grant Reporting
- ▶ 11/8/2022 – Budgeting
- ▶ Visit inserocpa.com/events for more information

THANK YOU

Thank you for your attendance at today's program.

For more information regarding the topics discussed today, please feel free to contact:

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