



More than **2,100** foundations rely on Blackbaud solutions, including:

Minnesota Medical Foundation  
 Beloit Memorial Hospital Foundation  
 Kansas State University Foundation  
 Make-A-Wish Foundation of Michigan  
 Roswell Park Alliance Foundation  
 The Henry W. Grady Foundation, Inc.  
 The Hospital for Sick Children Foundation  
 University of South Carolina Foundation  
 Upstate Medical University Foundation  
 U.S. Naval Academy Alumni Association and Foundation  
 VMI Alumni Agencies  
 West Virginia University Foundation

## How Blackbaud Helps: Foundations

As institutions and communities increasingly rely on foundation support, carefully managing expenses and distributing funds is more critical than ever. That's why the strongest foundations depend on Blackbaud solutions. Trust Blackbaud solutions to help your foundation:

- ◆ Exhibit the highest level of accountability by sharing timely, accurate information — including investment performance — with key stakeholders
- ◆ Sustain strong relationships with donors by communicating good stewardship
- ◆ Evaluate success of investments and allocate earnings and fees to participants in investment pools
- ◆ Make more informed decisions through speedy, accurate reporting
- ◆ Save time and money by accessing critical information in a matter of minutes instead of days
- ◆ Engage individuals and businesses in your community in successful fundraising campaigns by managing all the details needed to maintain strong relationships
- ◆ Conserve fundraising resources by targeting individuals most likely and able to give
- ◆ Reduce solicitation costs while increasing the response rate for campaigns with highly targeted appeals

### A Client's Perspective: Minnesota Medical Foundation

#### MINNESOTA MEDICAL FOUNDATION

*at the University of Minnesota*

Founded in 1939, the Minnesota Medical Foundation raises millions of dollars each year for health-related education and research at the University of Minnesota. These gifts fund thousands of accounts related to research on public health, infectious diseases, and such critical illnesses as cancer, heart disease, and diabetes.

As the Foundation grew over the years and garnered more and more donations, the system they had developed to keep track of the organization's finances became overly complex. "Because our chart of accounts expanded to include 27 funds and almost 15,000 general ledger accounts, it was very challenging to get our arms around," said Charlie Zaugg, associate vice president of finance at the Minnesota Medical Foundation.

The Foundation spent about 10 weeks each year producing one printed report per account, per quarter, for each of its thousands of accounts. "It became incredibly time-consuming and cumbersome to get the monthly financial reports to key stakeholders as well as monthly activity reports to hundreds of account managers across campus," said Zaugg.

The Foundation staff formed a cross-functional team — including key representatives from information services, operations and finance — to collaborate on a solution. A consultant worked onsite with the team to help analyze their needs, develop a plan, and implement both a streamlined chart of accounts and a new financial information system, **The Financial Edge™**.

“With the extra time we have saved by implementing this new solution, we have been able to become more strategic, focusing our attention on additional analyses and reporting to better serve our constituencies,” said Charlie Zaugg, associate vice president of finance.

“It really helped to have a consultant — who understood accounting, the needs of foundations and **The Financial Edge** — work with us to create a plan and the resulting solution,” said Zaugg. “It really was a partnership. Together, we came up with great ideas.”

As a result of the team’s hard work, the Foundation was able to reduce its chart of accounts to seven funds and 1,400 general ledger accounts. More importantly, the simplified chart was designed to ensure the Foundation would be able to provide decision-makers with the information they needed to do their jobs efficiently. “With a dramatically simplified chart of accounts in place, the Foundation can produce reports more quickly and efficiently for the board and other key stakeholders, saving more than two months of financial staff time each year,” said Zaugg.

Foundation staff also used the move to **The Financial Edge** as an opportunity to create new ways to update its thousands of account managers on account activity. Using **The Financial Edge** in conjunction with its Web site, the Foundation creates reports for each account that faculty can view through a secure interface. Replacing the previous quarterly paper distribution, an email notification is sent to all users monthly, alerting them that the new reports are available online.

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Minnesota Medical Foundation also relies on **The Raiser’s Edge**® — Blackbaud’s award-winning fundraising management solution — and **ProspectPoint**™, Blackbaud Analytics’ custom modeling service.

## about Blackbaud

Blackbaud is the leading global provider of software and related services designed specifically for nonprofit organizations. More than 12,500 organizations use Blackbaud products and consulting services for fundraising, financial management, business intelligence, and school administration. Blackbaud solutions include The Raiser’s Edge®, The Financial Edge™, The Education Edge™, The Patron Edge™, Blackbaud NetCommunity™, The Information Edge™, WealthPoint™, and ProspectPoint™, as well as a wide range of consulting and educational services. Founded in 1981, Blackbaud is headquartered in Charleston, South Carolina, and has operations in Toronto, Ontario; Glasgow, Scotland; and Sydney, Australia.

For more information about Blackbaud solutions, contact **EMF Inc, Blackbaud Solutions Provider - Gold 800-992-3003 - 60 Foundry Street - Keene, NH 03431 - BlackbaudSales@emfinc.com [emfinc.com/blackbaud](http://emfinc.com/blackbaud)**.

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