

# Arena Contributions: Best Practices (Course #A216)

Presented by: Staci Sampson Shelby Contract Trainer



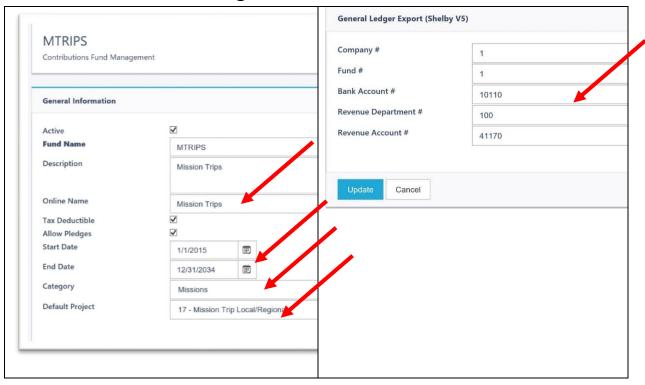
# **Objectives**

# In this session you cover:

- Managing Funds
- Multiple Uses for the Contribution List
- Using the Financial Integration tool to create GL Journal Entries
- Corrections and Refunds
- Reassigning Gifts
- Changing Contribution Dates on Batch entries
- Managing Pledges
- How to Process Non-Cash Gifts
- Using the Five Fund Contribution Statement
- Emailing and Printing Contribution Statements
- Using Honorariums
- Contribution Analysis Report
- Other Contribution Reports

# **Manage Funds**

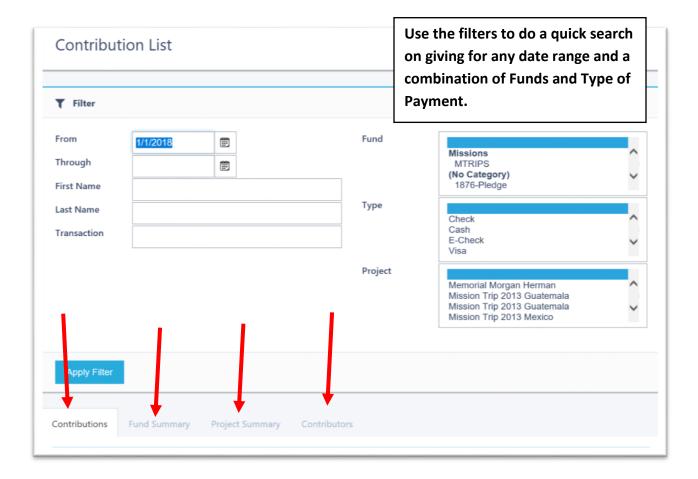
#### **Contributions>Fund Management**



- 1. Entering the **Online Name** allows for this fund to be used on the Arena Web portal available for donors.
- 2. Date range is important when using pledges. All pledges and gifts need to be within the date range of the fund begin and end date. This is very important with annual budget campaigns that have pre-paid pledges and multi-year giving campaigns.
- 3. Choosing a **Category** helps with organizing a group of similar funds for running reports and searching for funds.
- 4. Selecting a **default project** will automatically that project to all gifts when entering data.
- 5. General ledger information is required when exporting journal entries to the General Ledger.

# **Using Contributions Lists**

Contributions Lists is a great tool for quick searches and on date ranges, all or selected funds, giving types (non-cash, online, etc.) and projects.

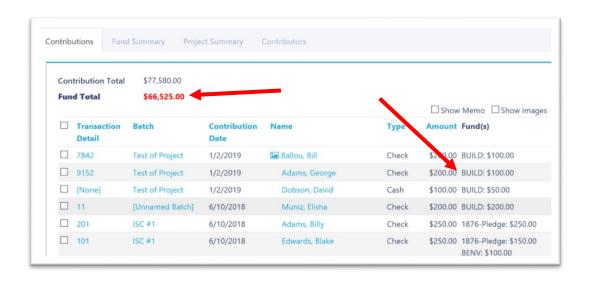


#### Results are displayed in 4 methods:

- Contributions > displays every individual gift that matches filters. Notice totals on this
  tab.
- 2. **Fund Summary** > Totals for all funds in search results.
- 3. **Project Summary** > A summary for projects on the filters you specify
- 4. **Contributors** > Lists all contributors in search with totals for each contributor. Use the column header to sort by gift total.

#### **Contribution List Results**

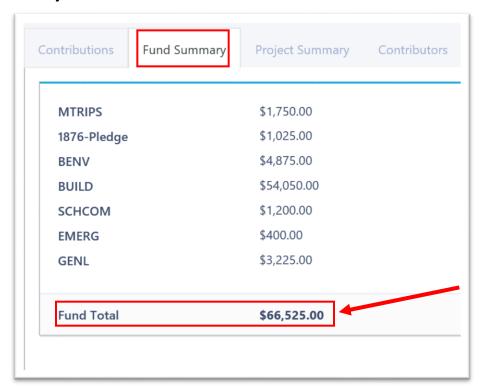
#### **Contributions**



The Contributions tab results display each individual gift and how that gift was distributed in the data entry.

• **Tip:** It is possible to export to excel and do a pivot table on the date range of the gifts.

#### **Fund Summary**



Fund summary gives a total for each fund for the specified date range.

- **Tip:** Use this to help reconcile totals for each fund to their respective GL income accounts.
- **Tip:** Create a special report in the GL for each income account that is linked to a Fund in contributions

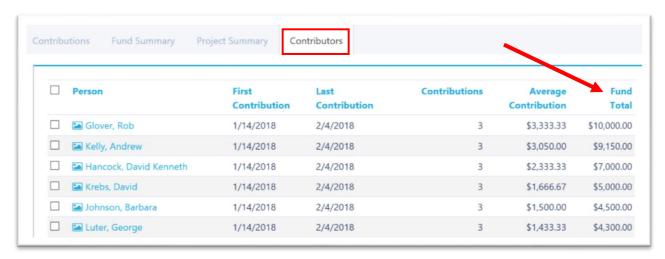
#### **Project Summary**



Project summary provides the income summary for each project used in contributions.

• **Tip:** Many users create a project code for specific mission trips and connect to Fund as the default project.

#### **Contributors**



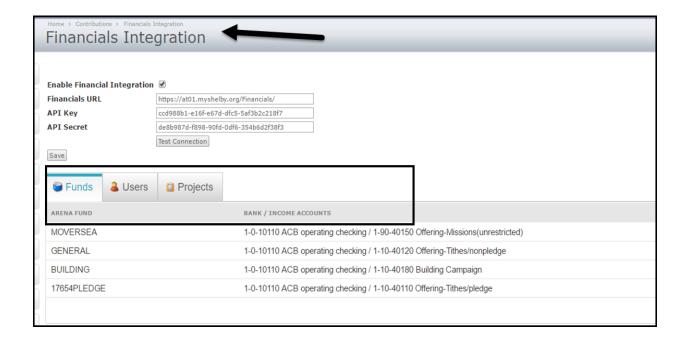
The Fund total groups the total giving by each individual.

Tip: Choose the column header Fund Total to sort by largest gifts.

# **Arena Integration with General Ledger Journal Entry**

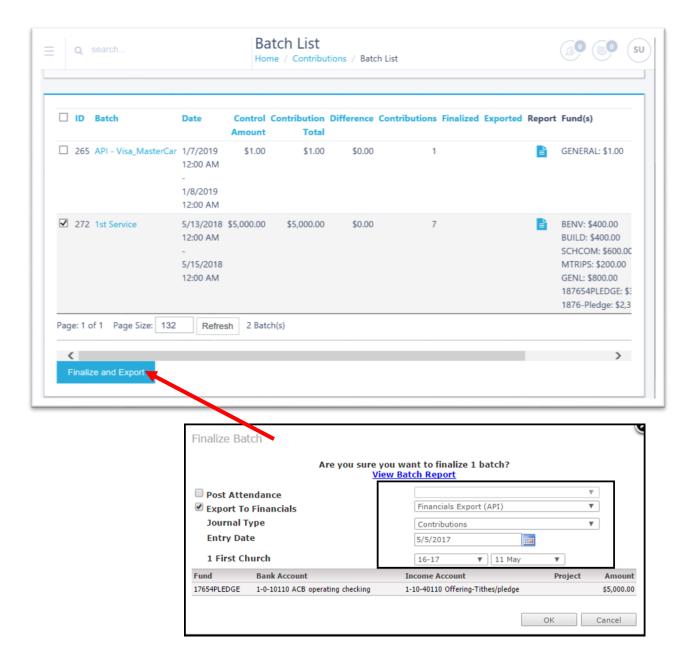
#### **Contribution > Financial Integration**

Take advantage of the integration between Arena Contributions and the General Ledger.



- · Link funds to the proper bank account/income account in the General Ledger
- Users between Arena and Financials must be linked.
- **Projects** can also be connected if desired.

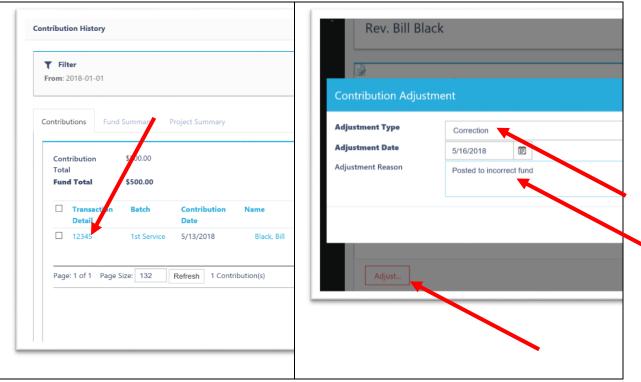
Note: Arena support staff have to turn on the API integration for this to work.



- Select the batch and choose Finalize and Export.
- Select **Export to Financials** and make sure to choose **Financials Export (API)** for the journal entry to be created automatically.
- Click OK and then go to the General Ledger > Manage Unposted Journals to post the journal entry.
- No import is necessary in the General Ledger!

#### **Refunds and Corrections**

#### **Person Detail Page > Contributions Tab**

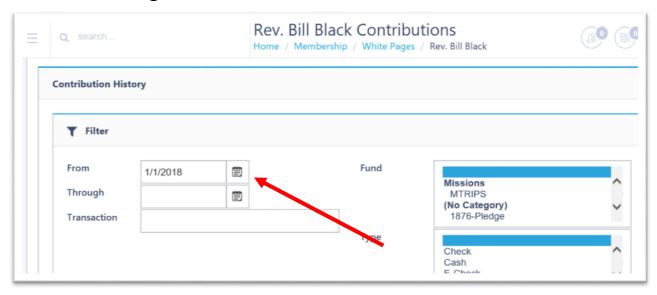


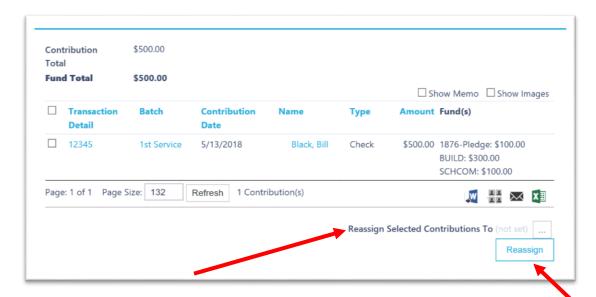
**Person Detail Page > Contributions Tab >** Filter to the date of the gift that required correction. Click on the Transaction Detail to open the adjustment options. Posting this adjustment creates a negative batch in the batch list. Basically it works like the "undo" in V5.

- Decide how to proceed with the correction: Create a new batch with corrections, post the negative due to an NSF, etc. Always consider the impact on the **General Ledger** and the **Bank Reconciliation**.
- Only choose to export to General Ledger if necessary.
- Be aware of the dates used on the adjustments and the corrections and what period to
  post to in the General Ledger if exporting to the General Ledger.
- Adjustments can also be generated from the **Contribution List**. Search by date and individual and choose the transaction detail to go the entry for the adjustments.
- Use the "Refund" option to initiate an online refund.
- Additional Adjustments Types can be added from Administration > Lookups.

# **Reassign Gift**

#### **Person Detail Page > Contributions**





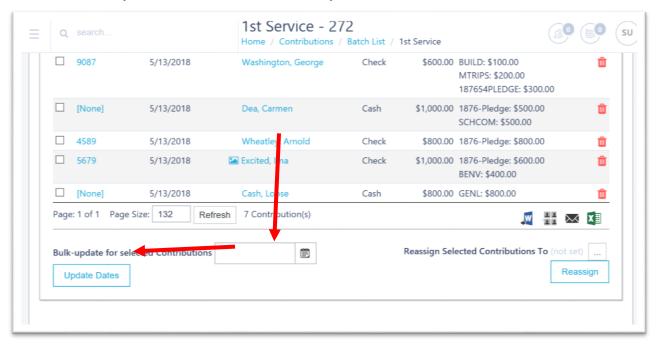
- For deceased spouses, go to the deceased spouse....filter all gifts.....select the surviving spouse.....and then reassign all gifts.
- For corrections (posted to incorrect records), select specific gift and then reassign to the proper person.

Always consider impact on the **General Ledger**. If the gift is to the same fund and just incorrect person, there is no need to export changes to the **General Ledger**.

# **Change CN Date on Batches**

#### **Contributions>Batch List**

Go to bottom of options and select "Show Bulk Update" as True.



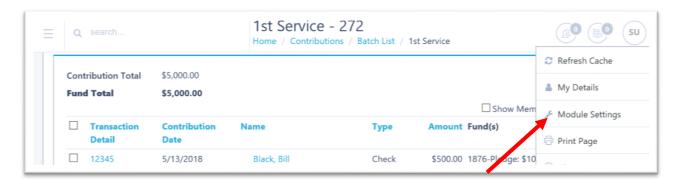
Open the batch and go to the bottom of the batch to enter new date.

Simply click "update dates" to make the changes.

This is a very helpful tool when all entries in a batch have the incorrect date.

• **Tip:** Go to **Module Settings** --- Contribution List ---- choose allow bulk update to enable this option.

#### **Module Settings**



The Contribution List module settings need to be updated to see this date change option.

Open the batch > Choose Module Settings on the top right of page > Select Contribution List.



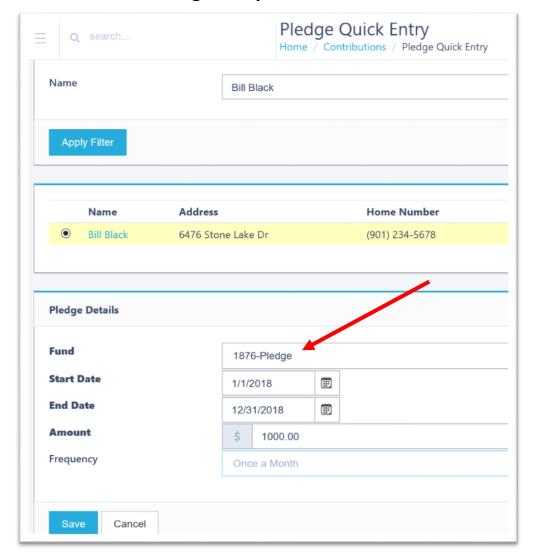
Go to bottom of options and select "Show Bulk Update" as True.



• **Tip:** Check with the Arena Administrator if module settings are not option. Access to settings may be restricted in the security role settings.

# **Pledges**

#### **Contributions > Quick Pledge Entry**



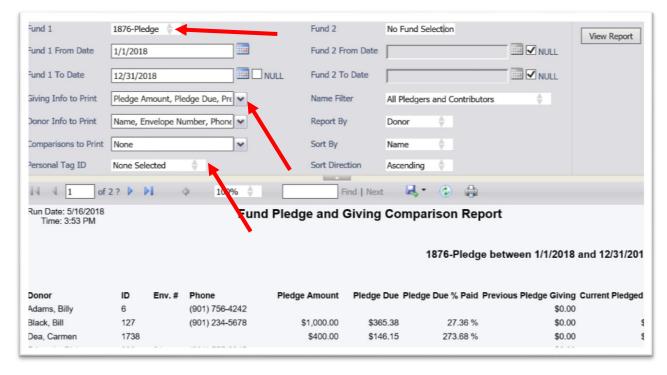
Search for the pledger and enter Fund, Date Range, Amount, and Frequency.

Pledges can also be added from the Person Detail Page > Contributions

\*\*\*\*TIP: Gifts to Pledges have to be within the date range of Pledges to reduce the Pledge balance. Therefore always ensure the date range of the Pledge will encompass all anticipated gifts. This is very important when dealing with "Pre-Paid" Pledges

# **Pledge Giving & Comparison Report**

#### Contributions>Reports>



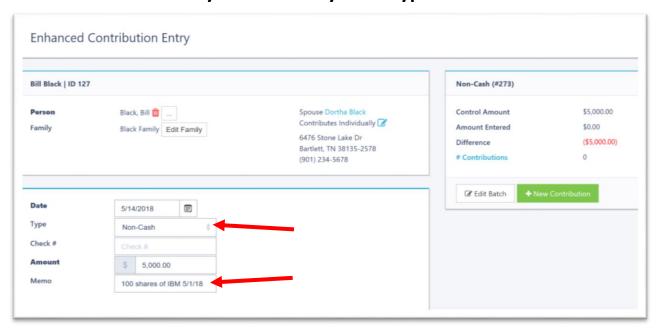
Upload this report from the Hub. This report is very similar to the Pledge File Analysis report in V5.

It includes the options to choose to Funds and run the comparison report.

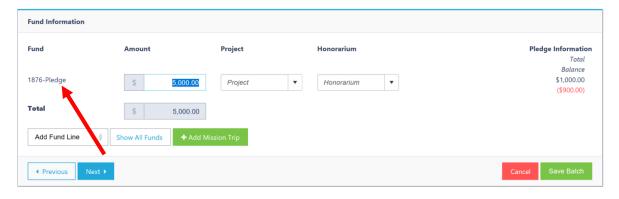
• **Tip:** Note the option to update the results with a Personal Tag.

#### **Non-Cash Gifts**

#### **Contribution Data Entry > Choose Payment Type: NON-CASH.**



Use the Memo field to give a brief description of the gift. Stock gifts are among the most common non-cash gifts to a church.

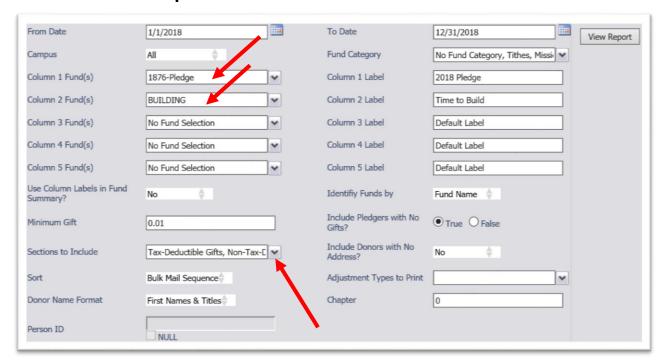


Choose the Fund and enter the determined amount. If the donor has a pledge, the pledge balance will be reduced by the amount entered with the gift. Unlike V5, a dollar amount can be entered with all non-cash gifts whether or not they have a pledge.

When running the **Five Fund Giving Statement**, all non-cash amounts and memos will be displayed in a **Non-Cash** section of the statement. **These gifts will not be included as tax-deductible gifts**.

#### **Five Fund Statement Results**

#### **Contributions > Reports > ContributionStatementFiveFund**

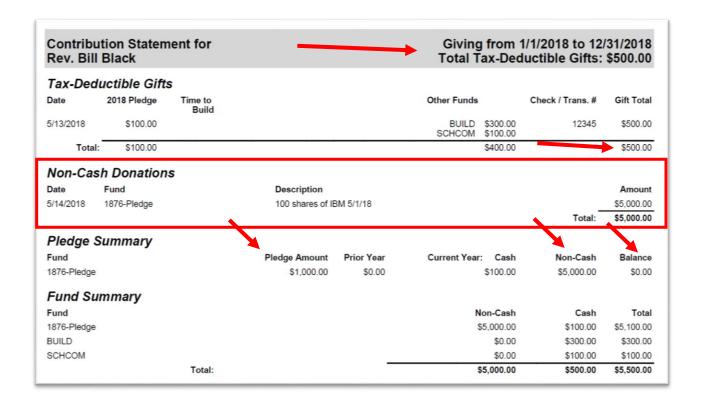


The **Five Fund Contribution Statement** is extremely versatile. Connect each Column to a specific fund(s) that require one column to display all gifts to that fund(s).

After selecting columns to specific fund(s), leave the other column options as is. All other gifts will be displayed in an "Other Funds" section.

Note the Sections to Include. This option allows for **Non-Cash**, **Pledge Summary**, **and Fund Summary** to be displayed. Also note options for **names**, **sort order**, **adjustment types**.

#### **Five Fund Statement**



**Tax-Deductible Gifts >** Lists each individual Tax-Deductible gift. The total is displayed on the banner.

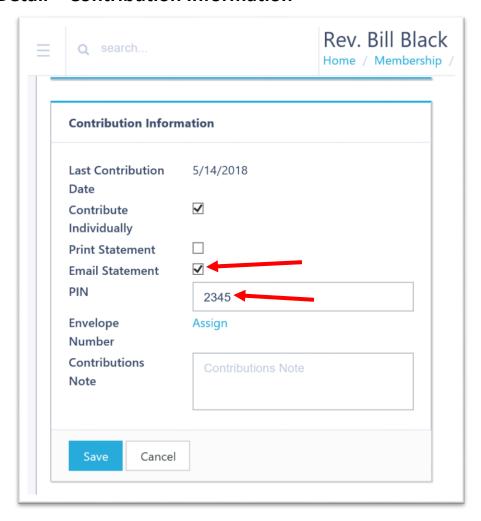
**Non-Cash Donation Summary** > Provides the Non-Cash info, but the amount is not included in the Tax-Deductible amount.

**Pledge Summary >** Provides the Non-Cash amount and reduces the pledge balance.

**Fund Summary** > Provides a summary for each Fund where the donor contributed.

#### **Email Statements**

#### Person Detail > Contribution Information



Email Statements have to be checked. Enter a **PIN** number on each record. This is normally the last 4 digits of home phone. The user can update this.

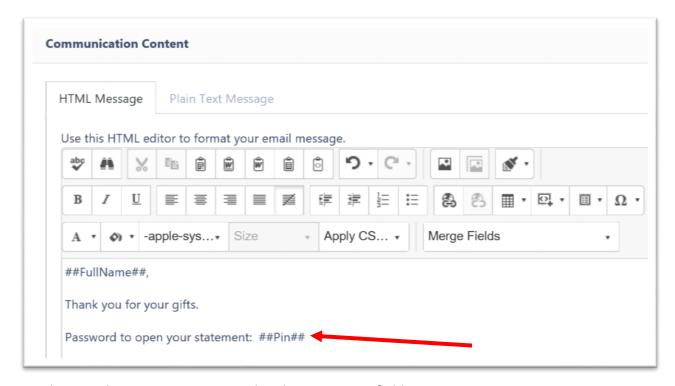
For new users, you can run a list for all records with email addresses and bulk update all records with a **PIN** number and **EMAIL Statement YES**.

The **PIN** number is a merged field in the email that goes out with the statement. This allows the user to see the actual **PIN** to open the statement.

Note: The Contribution Email Statement set-up is under Administration > System Emails.

#### **Administration > System Emails**



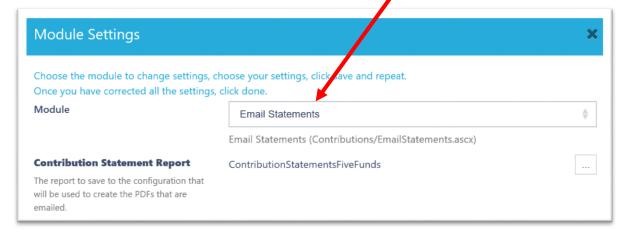


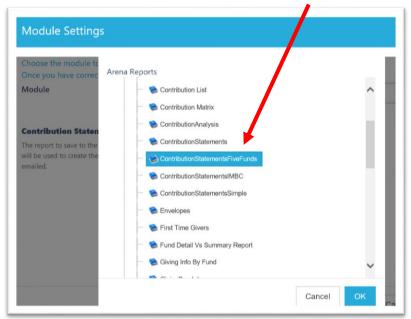
Use this template to write your email and insert merge fields.

Note: The PIN# number merge field. This will allow the donor to see the PIN# upon receipt.

Verify with your Arena Administrator that the Send Statements Agent is running.



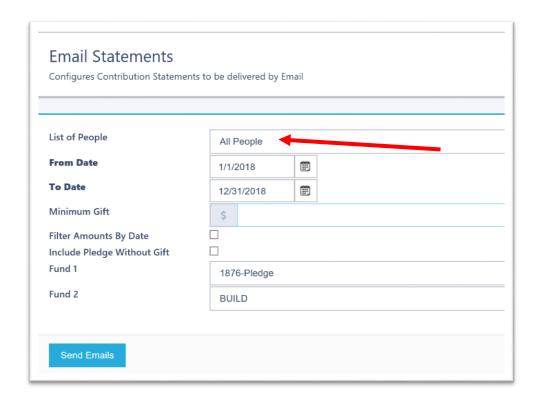




Choose Module Settings to connect a specific statement format to the Email statement module. This will be the statement format that is delivered as an attached PDF document. The contribution statement should be set up with default columns and can be edited in the Reporting Services Report Manager.

The Filter by Date will honor the Date Range selected. If not, the statements will be Year-to-Date automatically.

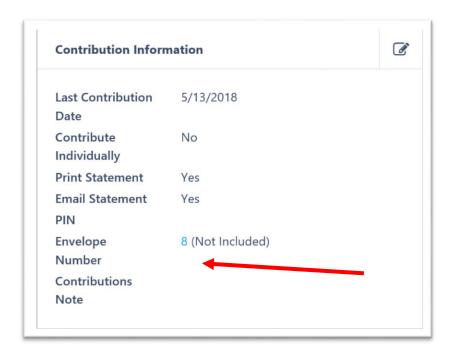
**Note:** Fund 1 and 2 in the Email Statement options are not applicable if using the 5 Fund statement format as the connected report.



The default recipients are records with the minimum gifts that have "Email Statement" checked with a PIN# and valid email address. In addition, a specific group of people can be selected by using a List.

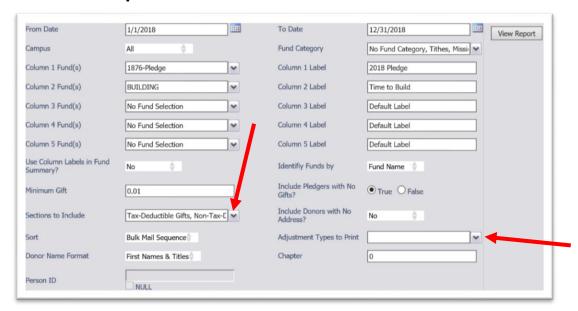
#### **Print Statements**

#### **Person Detail > Contribution Information**



Print Statement needs to be checked.

#### **Contributions > Reports > Five Fund Contribution Statement**

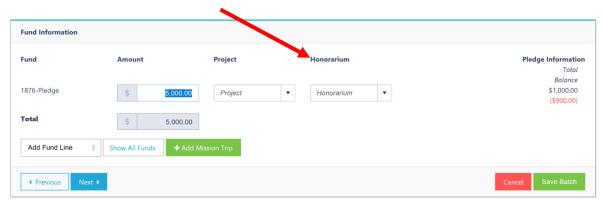


All records with Print Statements will print for distribution. Notice the "Adjustments Types to Print". This allows the use to choose not to print any or selected adjustments only.

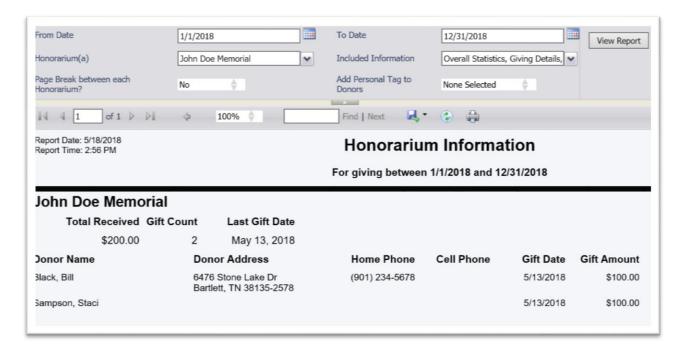
To send Print Statements to a select group of people, "register" the Five Fund Statement to the Person list in **Report Registrations under Administration**. This will allow the user to select a specific group of people in lists and then print the statements.

**Note:** You may need to see your Arena Administrator to register the report. Make sure to remove the statement registration after printing the statements.

#### **Honorariums**

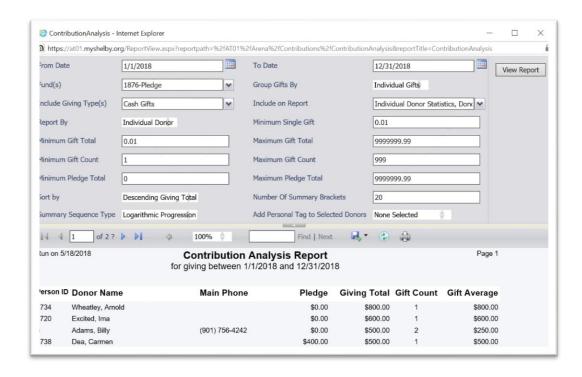


Check **Module Settings** on Contribution Data Entry to ensure the Honorarium/Memorial Option is available. You can create Honorariums/Memorials under **Contributions > Honorariums**.



The **Honorarium Report** is available to upload from the **Arena Hub**. Use the **Export to Excel** option to delete the amount column if necessary.

# **Contribution Analysis Report**



Upload this report from the **Hub**. Like the Pledge and Comparison report, this report allows for placing donors in a **Personal Tag.** Very similar to Contribution Analysis report in V5.

Include on Report > note the giving summary and **Giving by Generation**.

# The Report Results come in 3 sections.

# Giving by person.

Run on 5/	for giving between 1/1/2018 and 12/31/2018						
Person ID	Donor Name	Main Phone	Pledge	Giving Total	Gift Count	Gift Average	
1734	Wheatley, Arnold		\$0.00	\$800.00	1	\$800.00	
1720	Excited, Ima		\$0.00	\$600.00	1	\$600.00	
6	Adams, Billy	(901) 756-4242	\$0.00	\$500.00	2	\$250.00	
1738	Dea, Carmen		\$400.00	\$500.00	1	\$500.00	

# Summary Total and breakdown by Dollar Range (80/20 rule).

Run on 5/18/2018	Contribution Analysis Report for giving between 1/1/2018 and 12/31/2018		
	tor giving both con 17 1720 to dild 1270 1720 to		
Summary:			
Total Dollars Given:	\$3,225.00		
Average Gift:	\$356.25		
Average Total Giving:	\$403.13		
Number of Individuals	8		
Total Number of Gifts:	10		
Pledge Total:	\$1,400.00		

# **Giving by Generation**

Run on 5/18/2018 Contribution Analysis Report for giving between 1/1/2018 and 12/31/2018						
Giving by Generation						
Generation (Birth Years)		Count of Individuals	Percent Of Individuals	Total Giving	Percent of Giving	
1 No Date of Birth on File		5	62.50%	\$2,375.00	73.64%	
2 Baby Boomers (1943 - 1965)		1	12.50%	\$100.00	3.10%	
3 Generation X (1966 - 1985)		2	25.00%	\$750.00	23.26%	

shelby**systems**,

27

# **Helpful Reports from Arena Hub**

- **Top Givers** run to get a multi-year comparison
- **Giving Breakdown** breaks giving down by age and postal code.
- **Giving by Fund** Totals for all Funds
- Fund List Lists active status and GL links for all funds.

# Q&A

# **Class Discussion**



Staci Sampson
Shelby Contract Trainer
Staci.Sampson@shelbyinc.com



Staci began working with Shelby Arena software as a Project Manager at Faith Assembly of God in Peru, Illinois. From there she became an Independent Arena Trainer for the Illinois District Council of the Assemblies of God. Along with working for the IDCAG, she is now a Shelby Contract Trainer for Arena and ShelbyNext. Staci enjoys supporting churches and the growth of their ministries through training and education of the software.