Non-Profit SuiteApps
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Non-Profit Financial Management

NFP Financials is the core bundle for Social Impact SuiteSuccess editions. It provides data structures for nonprofit accounting, constituent management, and grants.

In this chapter:

- Setup for NFP Financials
- Revenue Restriction Management
- Grant Management
- Pledge and Donation Management
- Reports in NFP Financials

SuiteApp Availability

NFP Financials is a managed SuiteApp that is automatically updated whenever enhancements or new features are added.

For instructions to set up and install the SuiteApp, see Setup for NFP Financials.

Prerequisites for Non-Profit SuiteApps

NFP Financials has been developed and tested for use with NetSuite OneWorld with the Advanced Financials module.

You must install the NFP Configuration SuiteApp before you install the NFP Financials SuiteApp.

Important: Only install the NFP Configuration SuiteApp on new implementations. For existing implementations, manually update configuration settings as required.

Setup for NFP Financials

Applies to: Administrator

Setup for NFP Financials includes installation of the SuiteApp and configuration of settings in your account. To complete installation and configuration, you need the Administrator role.

For installation and configuration instructions, see the following topics:

- Installing NFP Financials
- Configuration for NFP Financials
- Custom Segments for NFP Financials
- Creating Segment Codes
- Modifying or Inactivating Segment Codes
Setup for NFP Financials

- Constituents
- Items for Revenue and Expense

Installing NFP Financials

ℹ️ Applies to: Administrator

NFP Financials is available as a SuiteApp that can be installed in your account.

⚠️ Important: You must install the NFP Configuration SuiteApp before you install the NFP Financials SuiteApp.

Only install the NFP Configuration SuiteApp on new implementations. For existing implementations, manually update configuration settings as required.

Only users with the Administrator role or the SuiteBundler permission can install the SuiteApp. For more information, see the help topic Installing a Bundle.

Configuration for NFP Financials

ℹ️ Applies to: Administrator

The features and preferences required for NFP Financials are automatically enabled and set when you install the NFP Configuration SuiteApp.

⚠️ Important: Only install the NFP Configuration SuiteApp on new implementations. For existing implementations, manually update configuration settings as required.

Additional configuration required for the NFP Financials SuiteApp is included in the topics in this section.

Roles and Permissions for NFP Financials

ℹ️ Applies to: Administrator

The Administrator role is required for the initial setup of NFP Financials.

For information about setting permissions, see Roles and Permissions for NFP Financials.

Report Configuration

ℹ️ Applies to: Administrator

You need to select and save the report layout in your account for FASB reports and the Grant Statement of Activity report. The customized report layout selection for these reports does not persist.
when the SuiteApp is installed. This configuration is required only one time in each account where the SuiteApp is installed. The Statement of Cash Flow report uses a standard report layout and does not require configuration.

To configure the reports:

1. Select and open the report.
   - For FASB reports, go to NFP Financial Center > Financial Reports, and then select a report.
   - For the Grant Statement of Activity, go to NFP Financial Center > Grant Management > Grant Statement of Activity.
2. At the bottom of the report page, click Customize.
4. In the Layout list, select the following layouts for the reports. Statement of Cash Flow is included for completeness. It should not require configuration.

<table>
<thead>
<tr>
<th>Report</th>
<th>Layout</th>
</tr>
</thead>
<tbody>
<tr>
<td>Statement of Activity</td>
<td>FASB Stmt of Activity Layout</td>
</tr>
<tr>
<td>Statement of Cash Flow</td>
<td>Standard Cash Flow Statement Layout (US)</td>
</tr>
<tr>
<td>Statement of Financial Position</td>
<td>FASB Financial Position (US)</td>
</tr>
<tr>
<td>Statement of Functional Expense</td>
<td>FASB Stmt of Expense Layout</td>
</tr>
<tr>
<td>Grant Statement of Activity</td>
<td>Grant Activity Layout</td>
</tr>
</tbody>
</table>

5. Click Save.

All of the financial reports are designed to comply with the requirements of U.S. subsidiaries. You must customize the reports for other countries. For more information, see Financial Reports.

By default, Release from Restriction accounts begin with 69, and functional expense accounts begin with 72. If your implementation does not use these account defaults:

- Specify which accounts are Release from Restriction accounts. To tag an account as a Release from Restriction account, go to the Edit Account page, and then select Release from Restriction from the Applies To list.
- Make a copy of the report, and then manually update it based on the appropriate account numbers.

Custom Segments for NFP Financials

Custom Segments are custom classification fields that can be set on various transactions. This topic is about custom segments specifically for nonprofit organizations. For general information, see the help topic Custom Segments.

You can track revenue and expenses using custom segments. Custom segments are available as fields or columns on line items when creating grant opportunities, pledges, donations, and other transactions. You can generate reports on any of these segments for nonprofit leadership to analyze. For details on reporting, see Reports in NFP Financials.

All of the included custom segments have general ledger impact. Segment values that are saved on transaction instances are displayed on the GL Impact page for those transactions. If a period is closed, you cannot change segment values that impact the general ledger on any transactions in the period.
**Warning:** All of the custom segment fields are at the line-item level of transactions. Do not remove segments at the line level. You can add these custom segments to the transaction headers if required.

NFP Financials contains the following custom segments and includes some values as shown in the following table.

<table>
<thead>
<tr>
<th>Custom Segment</th>
<th>Purpose</th>
<th>Affected Reports</th>
<th>Values</th>
</tr>
</thead>
<tbody>
<tr>
<td>Restriction</td>
<td>Use this segment to tag any contributed revenue as restricted by the donor. The segment also provides the means to manage the release of restricted funds. Always tag all expenses and non-contributed revenue as Without Donor Restrictions.</td>
<td>Affected reports include Financial Accounting Standards Board (FASB) reports. For details, see Financial Reports. Key affected reports may include:</td>
<td>The Restriction field is required. Included values are:</td>
</tr>
<tr>
<td></td>
<td>This segment is available as a column at the line-item level on transactions and on other record types. This field is required.</td>
<td></td>
<td>■ Without Donor Restrictions</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>■ With Donor Restrictions</td>
</tr>
<tr>
<td>Program</td>
<td>This segment enables program management. On revenue transactions, use it to identify the purpose of a restriction placed by a donor. On expense transactions, use it to identify the program for which the expense is incurred.</td>
<td>Affected reports include Revenue Reports and Expense Reports. Key affected reports may include:</td>
<td>Set up your own values for this segment. A value called Unrestricted is provided for transactions that are not restricted to a specific program.</td>
</tr>
<tr>
<td></td>
<td>This segment is available as a column at the line-item level on transactions, on the Project form, and on other record types.</td>
<td></td>
<td>Go to NFP Financial Center &gt; Data Management &gt; Program &gt; New to add programs.</td>
</tr>
</tbody>
</table>

Note: Do not delete or inactivate the included values. If you delete these values, financial reporting, restriction-based reporting, and KPIs are affected.

If you add values, be sure to add rows for the new values on the Statement of Financial Position report.
<table>
<thead>
<tr>
<th>Custom Segment</th>
<th>Purpose</th>
<th>Affected Reports</th>
<th>Values</th>
</tr>
</thead>
</table>
| Grant          | This segment enables grant management. You can use it to track revenue and expenses for a grant. This segment is available as a column at the line-item level on transactions, the Project form, and budget and allocation schedules. | Statement of Activity  
Grant Statement of Activity  
Grant Expenses by Year  
Grant Expense Detail  
Net Assets by Grant  
Overdue Grant Payments  
Upcoming Grant Milestones Report  
Unbilled Grants Report | Set up your own values for this segment. Go to NFP Financial Center > Data Management > Grant > New to add grants. |
| Time Restriction | Use this segment to tag any revenue or funding that has been restricted by the donor for use in a future year. Multiyear grant funding often uses this segment. This segment is available as a column at the line-item level on transactions. | Release from Time Restriction | Included values represent fiscal years. Set the default value to the current fiscal year. The value is automatically updated at the beginning of each fiscal year. Go to NFP Financial Center > Data Management > Time Restriction > New to add fiscal years. To set the default for this segment, go to Customization > Lists, Records, & Fields > Custom Segments, and click Edit for Time Restriction. On the Validation & Defaulting subtab, select the value for Default Selection. |
| Region         | Use this segment to tag any revenue or funding that has been restricted by the donor for use in specific region or geographical area. On expense transactions, use this segment to tag the region where the money is spent. This segment is available as a column at the line-item level on transactions, on the Project form, and on allocation schedules. | Affected reports include Revenue Reports and Expense Reports. | Set up your own values for this segment. For example, your regions may be cities, states, countries, or any other geographical area. Go to NFP Financial Center > Data Management > Region > New to add regions. |
| Revenue Type   | This segment enables revenue stream management. Use it to tag revenue transactions for major revenue sources, such as donations, grants, and so on. This segment is available as a column at the line-item level on transactions (except purchase | Revenue Reports, including: Revenue Stream Distribution by Month  
Revenue Stream Distribution by Year  
Revenue Stream Distribution Detail | Included values are: Donation  
Event  
Fee for Service  
Grant  
Membership  
Sale of Goods |
<table>
<thead>
<tr>
<th>Custom Segment</th>
<th>Purpose</th>
<th>Affected Reports</th>
<th>Values</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>■ Comparative Revenue Summary</td>
<td>Note: Do not delete or inactivate the included values. If you delete these values, revenue-based reporting and KPIs are affected. You can rename the values and add new ones.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>■ Giving Statistics by Type</td>
<td></td>
</tr>
<tr>
<td></td>
<td>and expense transactions) and on other record types.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue Subtype</td>
<td>Use this segment to provide additional tracking of a major revenue source.</td>
<td>Revenue Reports, including:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>This segment is available as a column at the line-item level on transactions (except purchase and expense transactions) and on other record types.</td>
<td>■ Revenue Stream Distribution by Month</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>■ Revenue Stream Distribution by Year</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>■ Revenue Stream Distribution Detail</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>■ Comparative Revenue Summary</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>■ Giving Statistics by Type</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Included values by suggested revenue type value are:</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>■ Suggested for Donation</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Cash Donation</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Event Donation</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Gift in Kind</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Matching Gift</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Pledge</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Recurring Donation</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Stock Gift</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Tribute Gift</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>■ Suggested for Event</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Ticket Sale</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>■ Suggested for Fee for Service</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Government Services</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Program Service</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>■ Suggested for Grant</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Contribution Grant</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Exchange Agreement</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>■ Suggested for Membership</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Corporate Membership</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Individual Membership</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>■ Suggested for Sale of Goods</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Merchandise</td>
<td></td>
</tr>
<tr>
<td>Custom Segment</td>
<td>Purpose</td>
<td>Affected Reports</td>
<td>Values</td>
</tr>
<tr>
<td>----------------</td>
<td>---------</td>
<td>------------------</td>
<td>--------</td>
</tr>
<tr>
<td>Functional Expense</td>
<td>Use this segment to tag expense transactions by the purpose of the expense, such as program service, fundraising, or general administration. This segment is required to generate the Statement of Functional Expense report.</td>
<td>Program Expenses by Year</td>
<td>Included values are:</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Statement of Functional Expense</td>
<td>Fundraising</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Management &amp; General</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Program Service</td>
</tr>
<tr>
<td></td>
<td>This segment is available as a column at the line-item level on transactions and on the Budget and Allocation form.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Note:** Do not delete or inactivate the included values. If you delete these values, expense-based reporting and KPIs are affected. You can rename the values and add new ones.

To manage the values for this segment, go to NFP Financial Center > Data Management > Functional Expense. You can edit the names of existing expenses and add new ones.

You can import values for custom segments using CSV Import. For details, see the help topics CSV Import and Custom Segments and Custom Segment Value Import. For more information on creating and editing values, see the help topic Custom Segment Values.

To view, modify, or create any Custom Segments, go to Customization > Lists, Records, & Fields > Custom Segments. For details, see the help topic Custom Segment Creation.
Important: Custom Segments are unlocked, so you can modify Custom Segments and corresponding Custom Record definitions. However, a bundle update reverts Custom Segment modifications to the state in the SuiteApp, with the exception of the following field values:

- Label
- Mandatory check box
- Default Selection
- Default Record Access Level
- Default Search/Reporting Access Level
- Sourcing lists from Transactions, Transaction Columns, Entities, CRM, and Items

You can add new custom fields on associated custom records, which do not get overwritten by bundle updates.

Note: If you create a new custom segment, use Segment Code for the Source List. On the Custom Segment page, click Application & Sourcing, and then click Transaction Columns. From the Source List, select Segment Code (Segment Code). Click Custom Record Types, and then check the Segment Code box.

Permissions for NFP Financials Custom Segments

Custom segments have three levels of permission: Record Access, Search/Reporting Access, and Value Management Access. For the custom segments included with NFP Financials, the default record access and search/reporting access level is Edit.

Value Management Access levels are configured for five standard NetSuite roles as shown in the following table.

<table>
<thead>
<tr>
<th>Custom Segment</th>
<th>Standard Role Value Management Access Levels</th>
<th>CFO</th>
<th>CEO</th>
<th>Accountant</th>
<th>A/R Clerk</th>
<th>A/P Clerk</th>
</tr>
</thead>
<tbody>
<tr>
<td>Restriction</td>
<td></td>
<td>Full</td>
<td>Edit</td>
<td>View</td>
<td>View</td>
<td>View</td>
</tr>
<tr>
<td>Program</td>
<td></td>
<td>Full</td>
<td>Edit</td>
<td>View</td>
<td>View</td>
<td>View</td>
</tr>
<tr>
<td>Grant</td>
<td></td>
<td>Full</td>
<td>Edit</td>
<td>Edit</td>
<td>Create</td>
<td>Create</td>
</tr>
<tr>
<td>Time Restriction</td>
<td></td>
<td>Full</td>
<td>Edit</td>
<td>View</td>
<td>View</td>
<td>View</td>
</tr>
<tr>
<td>Region</td>
<td></td>
<td>Full</td>
<td>Edit</td>
<td>View</td>
<td>View</td>
<td>View</td>
</tr>
<tr>
<td>Revenue Type</td>
<td></td>
<td>Full</td>
<td>Edit</td>
<td>View</td>
<td>View</td>
<td>View</td>
</tr>
<tr>
<td>Revenue Subtype</td>
<td></td>
<td>Full</td>
<td>Edit</td>
<td>View</td>
<td>View</td>
<td>View</td>
</tr>
<tr>
<td>Functional Expense</td>
<td></td>
<td>Full</td>
<td>Edit</td>
<td>View</td>
<td>View</td>
<td>View</td>
</tr>
</tbody>
</table>

Permissions for custom segments are complex. For more information, see the help topic Permissions for Managing Custom Segments and Values.

Creating Segment Codes

Use segment codes to define the valid combinations of custom segments that can be set on various transactions. Set up these codes to ensure the integrity of your data and internal controls for the transaction entry process.
Create the segment codes for your organization. For each code, define the custom segment values to which it applies. Program and Restriction are required custom segments.

The codes you create are available as values in the Segment Code list at the line-item level on transactions. The list only contains segment codes that are applicable to the selected Subsidiary for the transaction. When you select a segment code for a line item, the values in the custom segment fields and other native segmentation fields are sourced from the segment code record.

By default, the Record Access permission level is Edit for custom segments included in NFP Financials. To prevent users from changing the segment value after a segment code is selected, change the Record Access permission level to View for specific roles. For more information, see Permissions for NFP Financials Custom Segments.

For example, you may create a code named CASH-AP-CA and specify the following custom segment values:
- Restriction – With Donor Restrictions
- Program – Abandoned Pets
- Region – California
- Revenue Type – Donation
- Revenue Subtype – Cash Donation

On a transaction, such as Donation, select CASH-AP-CA for a line item. The specified custom segments are populated from the code record.

To create new segment codes:
1. Ensure that you have all the required custom segments set up. See Custom Segments for NFP Financials.
2. Go to NFP Financial Center > Data Management > Segment Code > New.
3. In the Name field, type a meaningful name for your code, following your own conventions. For example, CASH-AP-CA could be a code to stand for the combination of revenue type, program, and region.
4. In the Subsidiary field, click one or more subsidiaries for the code.
5. If you use Department, select the appropriate classification to associate with the segment code. For information about Departments, see the help topic Departments and Classes Overview.
6. From each applicable custom segment list, select the values to associate with the code. Program and Restriction are required fields.
   - For example, from the Functional Expense list, select Fundraising.
7. Click Save.

Modifying or Inactivating Segment Codes

You can modify or inactivate existing segment codes.

To modify a segment code:
1. Go to NFP Financial Center > Data Management > Segment Code.
2. Click Edit next to the segment code you want to modify.
3. On the Segment Code page, modify the code as needed.
4. To inactivate the code, check the Inactive box.
5. Click Save.

Constituents

Constituents are individuals and organizations with whom your nonprofit interacts. They include volunteers, donors, and recipients. Constituent records let you track information on your constituents in one place.

Constituent management is limited in this release. You can create constituents and associate them with NFP transactions, such as pledges, grants, contributions, and merchandise sales. Constituent is a required field in these transactions. Consequently, you must create or import initial constituent records as part of the setup.

The constituent record in this release is the standard customer record that has been renamed. Since the constituent record is the standard customer record, in some cases, such as custom dashboards, you will see the portlet title as Customers. For information about data in this record, see the help topic Customers.

To create a Constituent record:
2. For Type, choose Company or Individual.
   The arrangement of the fields on the page changes depending on your selection.
3. Complete the fields for the constituent as desired. Required fields are identified by a gold asterisk (*).
4. When you have finished, click Save.

To update a Constituent record:
1. Go to Lists > Relationships > Constituents.
2. Locate the appropriate constituent record and click Edit.
3. Change any fields as appropriate.
4. Click Save.

For information about importing constituent records, see the help topics Importing CSV Files with the Import Assistant, Guidelines for CSV Import Files, and Relationships Import Type.

Creating a Program

A program is a custom segment. For details, see Custom Segments for NFP Financials.

This segment enables program management. On revenue transactions, use it to identify the purpose of a restriction placed by a donor. On expense transactions, use it to identify the program for which the expense is incurred.

You can set up your own values for this segment. A value called Unrestricted is provided for transactions that are not restricted to a specific program.

To create a program:
1. Go to NFP Financial Center > Data Management > Program > New.
2. In the Name field, enter a name for this program. The name you enter here appears in program lists on transactions.

3. To inactivate this grant record, check the Inactivate box.
   Inactivated records do not appear in lists or as options anywhere in your account.
   To view inactivated grant records or reactivate them, go to NFP Financial Center > Grant Management > Grants, and then check the Show Inactives box.

4. From the Parent list, select the larger parent if the program is a subprogram or a smaller portion of another program.
   If your role has the necessary permissions, you can click New to create a new program record to be the parent.
   If you select a parent in this field, the name of this program is shown following the parent program and a colon in program lists.

5. From the Program Manager list, select the manager of the program.
   If your role has the necessary permissions, you can click New to create a new employee record if needed.

6. In the Start Date field, type or select the date that the program becomes effective.

7. In the End Date field, type or select the date that the program expires.

8. Enter additional information as necessary. You can enter or view information related to notes and translation.
   The Program page has subtabs. The subtabs that display on the page are determined by the setting and options you have enabled.

9. On the Program Statistics subtab, you can view summarized searches, including lifetime net assets, Year-to-Date (YTD), program contributors, yearly revenue, and yearly expense.

10. Click Save.

Items for Revenue and Expense

Items in NetSuite contain default general ledger accounts and classification information (Department and Class) for sales (revenue) and purchase (expense) transactions. Most of the items you need for NFP Financials are used to provide financial information rather than for inventory purposes. For general information about items in NetSuite, see the help topic Using Item Records.

- **Revenue and expense accounts** – Depending on the type of item (for sale, for purchase, or for resale), an income account, expense account, or both, is required. You set these accounts on the Accounting subtab of the item record. You can also select deferred revenue and deferred expense account on the Accounting subtab.

- **Tax schedule** – Tax schedules are required when the Advanced Taxes feature is enabled. The tax schedule on an item determines how NetSuite calculates taxes for each tax nexus. You can set up non-taxable schedules on donation items that are not subject to tax.

- **Billing schedule** – When the entire revenue is not booked at the time of award or contract, you can associate a billing schedule with the item on the Sales/Pricing subtab of the item record. Some examples of items that could have a billing schedule are fees for service, exchange agreements, or pledges that are not a promise to pay. For information about billing schedules, see the help topic Advanced Billing Overview.

- **Amortization template** – You can associate a predefined amortization template with an item for purchase or resale on the Revenue Recognition/Amortization subtab. Amortization templates define expenses are recognized over future periods. If you set an amortization template, you must also select a deferred expense account on the Accounting subtab. For more information about deferred expenses and amortization, see the help topic Amortization Feature Overview.
Non-inventory or service items for sale or resale represent revenue on sales transactions. In NetSuite, non-inventory and service are item types with for resale and for sale as subtypes.

Non-inventory or service items for purchase or resale represent expenses on purchase or payables transactions. You need expense items for any expenses with quantities and receipts. You can set the general ledger account directly in the transaction for other expenses.

**Important:** The Can Be Fulfilled/Received box on the item Preferences subtab is checked by default for non-inventory items and other charges. Be sure to clear the box unless the item requires fulfillment or receipt. After you use the item in a transaction, this preference on the item record cannot be changed.

To create items, go to Lists > Accounting > Items > New and click the link for the type of item you want to create. For more information, see the help topic Creating Item Records.

You can also import items using CSV files. For more information, see the help topics CSV Imports Overview and Items Import

**Best Practices for Items Used for Nonprofits**

The following are some best practices for nonprofit items:

- Create at least one revenue item corresponding to each income account in your chart of accounts that you plan to use to record revenue transactions. The non-inventory for sale item type is preferred for these items. For example, create items for contributions, membership dues, grant income, pledges, and other income sources, as needed.
- If you use billing and amortization schedules, create items to reduce the need to override the default billing or amortization schedules when the items are added to transactions.
- Leave the NetSuite segmentation fields (Department and Class) blank. You can set the values on the transactions.
- For expenses, create item records for items you purchase for internal use or occasional resale.
- Use parent-child item hierarchy to create logical relationships between items to facilitate reporting.
- Consult with your accountant before setting up tax schedules. Taxation rules on items vary dramatically by state, exemption status, and type of item.

**Revenue Restriction Management**

You can set restrictions on contributions, and after the donor-imposed restrictions have been met, release the revenue from its restriction.

This section contains information on:

- Setting Restrictions on Contributions
- Restricted Revenue by Program
- Release from Time Restriction
- Releasing Revenue from Restrictions

**Setting Restrictions on Contributions**

Set a restriction type for contributions. This is required for transactions. When entering donations, pledges, and grants, tag the transaction with the correct restriction, as imposed by the donor. You can set the restriction by using the appropriate Segment Code.
The restriction type can be set to:
- Without Donor Restrictions
- With Donor Restrictions

Using the time restriction segment, set a restriction by fiscal year.
You can also select any other fund type that you have added to the restriction custom segment.
For details, see Custom Segments for NFP Financials
You can also generate FASB reports.

Release from Use Restriction Report

This report displays information on funds that are restricted and revenue that is available for release. This enables you to decide how much restricted revenue you can release at the end of the month.

For each program and grant, the report shows the total funding (revenue), funding restricted for use in the future, revenue already released, total expenses incurred, revenue to be released, and revenue available for release.

This is a saved search. Saved searches are queries of NetSuite data that provide advanced data filtering and sorting options. For information about saved searches, see the help topic Saved Searches.

To view the Release from Use Restriction report:

2. To view the details for a row, click on the program or grant in the row.

To print the report, click the print icon at the bottom of the page.

Release from Time Restriction

This report displays information on funds that are only restricted by time, and the restriction is set for current fiscal year. This enables you to run the report at the beginning of the fiscal year and create a Release from Restriction transaction for the amount.

The report shows each transaction and the total funding restricted to the current fiscal year.

This is a saved search. Saved searches are queries of NetSuite data that provide advanced data filtering and sorting options. For information about saved searches, see the help topic Saved Searches.

To view the Release from Time Restriction report:

2. To view the details for a row, click on the program or grant in the row.

To print the report, click the print icon at the bottom of the page.

Releasing Revenue from Restrictions

To see the revenue that can be released from restrictions, run the Restricted Revenue by Program report.
Once a year, run the Release from Time Restriction report to see how much revenue can be released in the current fiscal year. Create a Release from Restriction transaction for the amount.

After the donor-imposed restrictions have been met, release the revenue from its restriction.

**To release revenue from restrictions:**

   NetSuite displays the Release from Restriction page.
2. On the **Lines** subtab, enter the details for the release. Add one credit line and one debit line.
   The columns that appear are based upon your custom segments and the permissions set for your user role.
   a. In the **Account** field, select a Release from Restriction account. Use the same account for both debit and credit lines.
      To tag an account as a Release from Restriction account, go to the Edit Account page, and then select **Release from Restriction** from the **Applies To** list.
   b. In the **Memo** field, enter a memo to help you recognize this released fund.
   c. Enter the **Debit** or **Credit** amount for the line.
   d. Complete any of the following custom segment fields:
      - **Restriction** – For the credit line, select **Without Donor Restrictions**. For the debit line, select **With Donor Restrictions**.
      - **Grant** – Select the associated grant. Use the same value for both debit and credit lines.
      - **Program** – Select the program that identified the purpose of the restriction. Use the same value for both debit and credit lines.
      - **Region** – Select the associated region. Use the same value for both debit and credit lines.
      - **Time Restriction** – Select the fiscal year for the revenue. Use the same value for both debit and credit lines.
   e. Click **Add**.
   f. Repeat these steps for each line item.
3. Click **Save**.

**Grant Management**

You can record a grant when it is in the proposal stage, and then convert it into a billing transaction when the award is won. For contribution grants, the entire revenue is booked when the grant is awarded. For cost reimbursable grants (Exchange Agreements), the invoices are generated as per the agreement to bill the actual time and expenses.

This grant management section includes the following topics:

- Creating a Grant
- Editing a Grant
- Creating a Grant Opportunity
- Creating a Grant Milestone
- Upcoming Grant Milestones Report
- Grant Statement of Activity
- Overdue Grant Payments
Unbilled Grants Report

Creating a Grant

A grant is a custom segment. For details, see Custom Segments for NFP Financials.

Use the grant record to store important information and report on that information.

Each transaction is associated with a grant ID at the line-item level for direct expense attribution.

**Note:** If donors do not pay as promised, you can write off the grant. See Writing off Pledge or Grant Receivables.

**To create a grant:**

1. Go to NFP Financial Center > Grant Management > Grant > New.
2. Under Primary Information:
   1. In the **Title** field, enter a name for this grant. The name you enter here appears in grant lists.
      You can enter a short name or code here and include more information in the Grant Description.
   2. From the **Parent** list, select the larger parent grant if the grant is a subgrant or a smaller portion of another grant.
      If your role has the necessary permissions, you can click **New** to create a new grant record to be the parent.
      If you select a parent grant in this field, the name of this grant is shown following the parent grant and a colon in grant lists.
   3. In the **Grant Description** field, enter a description of this grant. There is a limit of 999 characters.
      If you use codes for grant names, this is where you enter the full name of the grant.
   4. From the **Sponsor** list, select the constituent who is providing funds for the grant.
      If your role has the necessary permissions, you can click **New** to create a new constituent record if needed.
   5. From the **Principal Investigator** list, select the principal investigator.
      If your role has the necessary permissions, you can click **New** to create a new employee record if needed.
   6. In the **Total Amount** field, enter the total grant amount. Use your subsidiary's base currency for the amount.
   7. In the **Start Date** field, type or select the date that the grant becomes effective.
   8. In the **End Date** field, type or select the date that the grant expires.
   9. From the **Status** list, select the status of the grant.
      If your role has the necessary permissions, you can click **New** to add another grant status option.
   10. From the **Form** list, select the form you want to use. For example, **NFP-Grant**.
   11. To inactivate this grant record, check the **Inactivate** box.
      Inactivated records do not appear in lists or as options anywhere in your account.
      To view inactivated grant records or reactivate them, go to NFP Financial Center > Grant Management > Grants, and then check the **Show Inactives** box.
3. In the Classification section:
   a. From the Grant Type list, select the type of grant. For example: Federal, State, City, Foundation, or Corporate.
      If your role has the necessary permissions, you can click New to add another grant type option.
   b. From the Grant Restriction list, select one of the following options to indicate the type of grant restriction:
      ■ Use – restricted for a specific purpose or project
      ■ Time – restricted for a specific time frame
      ■ Use and Time – restricted for both a specific purpose and time frame
   c. From the Grant Term list, select the term of the grant.
      If your role has the necessary permissions, you can click New to add another grant term option.
   d. From the Grant Priority list, select the grant priority.
      If your role has the necessary permissions, you can click New to add another grant priority option.
   e. If this is a federal grant, in the CDFA Number field, enter the five-digit CDFA number. This field applies only to federal grants.
   f. If the grant is subject to Single Audit, check the A-133 box. This field applies only to federal grants.

4. In the Other Information section:
   a. From the Relationship Manager list, select the relationship manager.
      If your role has the necessary permissions, you can click New to create a new employee record if needed.
   b. From the Program Officer list, select the program officer.
   c. From the Grant Lead list, select the grant lead.
   d. In the Grant Application Date field, type or select the date that the grant application is due.
   e. In the Grant Application Decision Date field, type or select the date that a decision on the grant application is expected.
   f. In the Grant Inquiry Date field, type or select the date that the grant inquiry letter was issued.
   g. In the Grant Inquiry Decision Date field, type or select the date that the decision was received on grant inquiry letter.

5. Enter additional information as necessary. You can enter or view information related to child records, milestones, related records, notes, files, workflow, and translation.
   The Grant page has several subtabs. The subtabs that display on the page are determined by the setting and options you have enabled.

6. On the Related Records subtab, you can view the related net assets, invoices, expenses, opportunities, grant orders, and projects.

7. Click Save.

Editing a Grant

A grant is a custom segment. For details, see Custom Segments for NFP Financials.
Use the grant record to store important information and report on that information. Each transaction is associated with a grant ID at the line-item level for direct expense attribution.

**To edit a grant:**

1. Go to NFP Financial Center > Grant Management > Grant.
2. Click Edit next to the grant you want to modify.
3. On the Grant page, modify the grant as needed.
4. To inactivate this grant record, check the Inactivate box.
   Inactivated records do not appear in lists or as options anywhere in your account.
   To view inactivated grant records or reactivate them, go to NFP Financial Center > Grant Management > Grants, and then check the Show Inactives box.
5. Click Save.

**Setting Grant Receivables**

To tag an account as a Grant Receivable account, go to the Edit Account page, and then select Grant Receivable from the Applies To list.

If a donor did not pay as promised, you can write off the grant. To write off grant receivables, see Writing off Pledge or Grant Receivables.

To invoice a grant opportunity, see Invoicing Grant Opportunities.

**Creating a Grant Opportunity**

Record a grant opportunity or grant proposal.

For generic information on the opportunity record in NetSuite, see the help topic Creating an Opportunity Record.

After you have created a grant opportunity, you can convert it to a pledge order or new invoice. In the opportunity record, click the Sales subtab, and then click Closed Transactions.

**To create a grant opportunity:**

1. Go to Transactions > Sales > Create Grant Opportunities.
2. Under Primary Information:
   1. In the Title field, enter a name for this grant opportunity.
      NetSuite assigns a number to the grant opportunity.
   2. Select the constituent in the Constituent field.
   3. From the Grant list, select a grant to associate with this opportunity.
   4. From the Project list, select a project to associate with this opportunity.
   5. Select a status for the opportunity.
      If a transaction other than an estimate is included in the opportunity, the status is automatically set to Closed – Won.
   6. Enter a probability that the deal will close. This probability is used to determine the weighted total of the opportunity.
Grant Management

7. Enter the date you expect this opportunity to close.

3. Under Forecasting:
   1. The projected total is calculated in one of the following ways:
      ■ If there are no items selected on the Items subtab and there are no estimates or transactions included in the opportunity, you can enter a projected total.
      ■ If the opportunity has items selected on the Items subtab, but no estimates or other transactions included in the opportunity, the total of the items selected appears as the projected total.
      ■ If there is one estimate associated with the opportunity, and the estimate is marked to include in forecasts, the total of the estimate is shown as the projected total.
      ■ If there are multiple estimates associated with the opportunity, the projected total is the sum of all the estimates marked to include in forecasts.
      If you manually enter a projected total, that total appears until you click Update Projected on the Items subtab.

4. On the Items subtab:
   1. The prospective constituent’s currency is shown in the Currency field.
   2. The exchange rate for this currency appears in the Exchange Rate field. You can enter a new exchange rate for this for this transaction only, or you can update the currency’s record with the exchange rate you enter here.
   3. In the Item column, select the item the constituent is interested in, and enter other information for this item.
   4. Set the Revenue Type to Grant.
   5. Set the Revenue Subtype:
      ■ If the prospective grant is a contribution, set the Revenue Subtype to Contribution Grant.
         After the opportunity is created, you can convert the record to an invoice.
      ■ If the prospective grant is a cost reimbursable, set the Revenue Subtype to Exchange Agreement.
         After the opportunity is created, convert the record to a pledge.
   6. Click Add.
   7. Repeat these steps for each item.

5. On the Communication subtab:
   1. Create any events, tasks, or phone calls you want to associate with this opportunity.
   2. On the Files subtab, attach any files you want to associate with this opportunity.
   3. On the User Notes subtab, enter any internal notes related to this opportunity.
   6. Click Save.

Converting a Grant Opportunity

After you have created a grant opportunity, you can convert it to a pledge order or new invoice.
■ If the Revenue Subtype was set to Contribution Grant, convert the record to an invoice.
If the Revenue Subtype was set to Exchange Agreement, convert the record to an award using Pledge | Order.

**To convert a grant opportunity:**

1. Open the grant opportunity.
2. Click the Sales subtab.
3. Click Closed Transactions.
4. Convert the opportunity:
   - If the Revenue Subtype was set to Exchange Agreement, click New Pledge | Order.
   - If the Revenue Subtype was set to Contribution Grant, click New Invoice. See Invoicing Grant Opportunities.

NetSuite opens the correct form. The values in the fields are sourced from the grant opportunity.

**Invoicing Grant Opportunities**

Convert a grant opportunity to an invoice.

**To invoice a grant:**

1. Open the grant opportunity.
2. Click the Sales subtab.
3. Click Closed Transactions.
4. Click New Invoice.

NetSuite opens the correct form. The values in the fields are sourced from the grant opportunity.

**Note:** In 18.2, depending on the agreed-upon payment schedule, you may need to create multiple invoices for a single grant. Create the first invoice, change the due date and amount, and then save it. Copy the saved invoice, and change the due date and amount again. Repeat this as necessary. For example, if the payment schedule on a $1,000 pledge is $200 per month for five months, create an invoice for each $200 monthly payment.

In 19.1, you can use the installments feature to create installment terms instead. For more information, see the help topics Creating Installments and Managing Add-On Items.

5. From the Form list, select the form you want to use. For example, NFP Invoice.
6. Under Primary Information:
   a. From the Account field, select the Grant Receivable account.
   b. Accept or changes the constituent in the Constituent field.
   c. Accept or enter the date in the Date field.
   d. Select or enter an invoice due date.
      If you are creating multiple invoices for a single grant, change the due date for this invoice.
   e. Select the posting period to which you want to post this invoice.
7. In the Opportunity field, select the grant opportunity associated with this invoice.
8. In the Items subtab, review or modify the items populated from the pledge order.
If you are creating multiple invoices for a single pledge, change the amount for this invoice.

**Note:** The Invoice page has several subtabs. The subtabs that display on the page are determined by the setting and options you have enabled. For generic information on the subtabs, see the help topic Creating an Invoice.

9. Enter additional information as necessary. You can enter information related to billing, accounting, sales team, communication, and system information.

10. Click Save.
    If you are creating multiple invoices for a single pledge, create a copy of this invoice to modify. Select Action > Make Copy.

11. When you receive a payment for the invoiced pledge, click Accept Payment. For more information, see the help topic Customer Payments.
    To tag an account as a Grant Receivable account, go to the Edit Account page, and then select Grant Receivable from the Applies To list.

### Creating a Grant Milestone

Use grant milestones to track the milestones for grants, such as deadlines for various reports, approval deadlines, and so on. This enables your organization to comply with a grant's terms and conditions.

You can also set up automatic reminders to the designated staff responsible for the milestone. Reminders can be for sending required reports on time or following-up on requested approvals.

**To create a grant milestone:**

1. Go to the Grant Milestone page:
   - If you already have the grant open, in the Milestones subtab, click New Grant Milestone.
   - If you don't have the grant open, you can also go to NFP Financial Center > Grant Management > Grant Milestone.

   NetSuite opens the Grant Milestone page.

   **Note:** From the Custom Form list, you should select a preferred form, rather than keeping the default selection.

2. If not already populated, in the Grant list, select the grant for which you want to add milestones.

3. From the Milestone Type list, select the type of deadline.

4. In the Milestone Description field, enter a description of the milestone.

5. From the Assigned To list, select the responsible staff member.
    After assigned staff members reach the milestone, they can complete the Date Completed field.

6. In the Due Date field, pick the date by which this milestone must be reached.

7. From the Notify To list, select additional staff members to receive automatic email notifications for the milestone.
    Hold down the Shift key to select multiple members.

8. If required, add a note.

9. Click Save.
    NetSuite automatically sends an email notification to the chosen staff member.
Upcoming Grant Milestones Report

This report shows all the upcoming milestones for the grants in the selected time period. Use this report to ensure that tasks related to the milestone are completed on time.

This is a summary grouped by the Grant Revenue Type

The report is a saved search. Saved searches are queries of NetSuite data that provide advanced data filtering and sorting options. For information about saved searches, see the help topic Saved Searches.

To view the Grant Milestones report:

1. Go to NFP Financial Center > Grant Management > Grant Milestones.
   The page displays milestones that are due in the next 10 days. You can make a copy of this report to change the time range.
   Any milestones that are complete do not appear in the report.
2. To view the details for a milestone, click View in the row.

To print the report, click the print icon at the bottom of the page.

Grant Statement of Activity

This report is like the regular Statement of Activity, but it displays revenue and expense only for grants, either a specific grant or multiple grants. You can also add columns for each grant. For information about the regular Statement of Activity report, see Statement of Activity.

This report includes the following sections:

- Grant Revenue
- Grant Expenses
- Increase in Grant Net Assets (Revenue – Expense)
- Grant Net Assets at Beginning of Period
- Grant Net Assets at End of Period

To view the Grant Statement of Activity report:

1. Go to NFP Financial Center > Grant Management > Grant Statement of Activity.
   NetSuite displays the report.
2. At the bottom of the page, select values in Period or From and To fields.
3. Change the filters to display grants as desired:
   - If the Grant Any Of filter is not visible, click More to display the additional filters, and select a grant or grants from the filter list.
   - From Column list, select Grant (Custom) to add the columns for grants.
4. Click Refresh.

To print the report, click the print icon at the bottom of the page.

Overdue Grant Payments

This report shows all the grants with an outstanding payment (payment in full has not been received and is past the due date).
This is a summary grouped by the Grant Revenue Type

If donors do not pay as promised, you can write off the grant. See Writing off Pledge or Grant Receivables.

The report is a saved search. Saved searches are queries of NetSuite data that provide advanced data filtering and sorting options. For information about saved searches, see the help topic Saved Searches.

**To view the Overdue Grant Payments report:**

1. Go to NFP Financial Center > Grant Management > Overdue Grant Payments.
2. To view invoice details for an overdue grant, click on the Document No in the row.

To print the report, click the print icon at the bottom of the page.

**Unbilled Grants Report**

This report shows all the awarded grants that have not been billed yet (sales orders tagged as Grant Revenue have not been billed).

This is a summary grouped by the Grant Revenue Type

The report is a saved search. Saved searches are queries of NetSuite data that provide advanced data filtering and sorting options. For information about saved searches, see the help topic Saved Searches.

**To view the Unbilled Grants report:**

1. Go to NFP Financial Center > Grant Management > Unbilled Grants.
2. To view invoice details for an unbilled grant, click on the Document No in the row.

To print the report, click the print icon at the bottom of the page.

**Pledge and Donation Management**

Record pledges and cash donations received from your donors.

You can convert pledges into invoices, which post to the general ledger. Donations impact the general ledger automatically.

You can later report on the revenue from these categories.

Specify any restrictions the donor may impose on the pledges or donations.

If donors do not pay as promised, you can write off the pledge.

This section includes the following topics:

- Creating Pledges
- Invoicing Pledges
- Creating Cash Donations
- Writing off Pledge or Grant Receivables

**Creating Pledges**

You can create an unconditional pledge, which is a promise to pay a specified amount by the due date. Agree upon the payment schedule with the donor (for example, on a $1,000 pledge, the schedule could be $200 per month, for five months).
When an unconditional pledge is entered and billed in its entirety, the revenue is marked as a pledge receivable that ages based on due dates from associated invoices.

For generic information about the Sales | Pledge order in NetSuite, on which this customized page is based, see the help topic Creating Sales Orders.

**To create a pledge:**

1. Go to Transactions > Sales > Enter Pledge | Orders.
   NetSuite opens the Pledge | Order page.
2. From the **Custom Form** list, select the form you want to use. For example, NFP Pledge | Order.
3. From the **Constituent** list, select the constituent for the pledge.
4. In the **Date** field, enter or select a posting date for the pledge.
   The current date is entered by default.
5. If required, change the **Status** of the pledge.
   The default status is determined in your accounting preferences.
   The status can be Pending Approval or Pending Fulfillment.
6. From the **Appeal** list, select an appeal if the pledge was received as part of a campaign.
7. In the **Memo** field, enter a note.
   Memos can later be included on reports and searches.
8. If the donor does not have conditions on the pledge, check the **Unconditional Promise** box. The box is selected by default.

   **Note:** A pledge is unconditional if the donor has agreed to pay the pledged amount, as per the agreed-upon schedule, without any conditions. In NetSuite, when this box is selected, the entire amount has to be billed.

   In some cases, the donor places a condition on the pledge, and one or more actions must be completed before pledge payments can begin. Track these conditional pledges by clearing the check box, and adding tasks for the required actions. The pledge order cannot be billed till the tasks are complete.

   For details on creating tasks, see the help topic Working with CRM Tasks.
9. In the **Sales Effective Date** field, enter or select an effective date for the pledge.
10. From the **Grant** list, select the associated grant.
11. In the **Items** subtab, add items to the pledge.
    The columns that appear are based upon your custom segments and the permissions set for your user role.
    a. From the **Items** list, select the type of pledge item.
    b. If applicable, enter a quantity and rate.
    c. In the **Amount** field, enter the amount of the pledge item.
    d. Populate the custom segment fields by selecting a Segment Code, or individually complete any of the following fields:
       - **Restriction** – If the constituent has not put any restrictions on the pledge, select Without Donor Restrictions. This field is required.
       - **Program** – Select the program that identified the purpose of the restriction, if applicable.
       - **Time Restriction** – Select the fiscal year for the revenue.
■ Region – Select the associated region.
■ Revenue Type – Set the revenue type to Donation.
■ Revenue Subtype – Set the revenue subtype to Pledge.

e. Enter additional information as necessary.
f. Click Add.
g. Repeat these steps for each line item.

12. Enter additional information as necessary. You can enter information related to shipping, billing, accounting, sales team, and communication. For details, see the help topic Creating Sales Orders.

13. Click Save.

Invoicing Pledges

You can record your revenue from pledges. This also enables you to report on the revenue from pledges.

Depending on the agreed-upon payment schedule, you may need to create multiple invoices for a single pledge. Create the first invoice, change the due date and amount, and then save it. Copy the saved invoice, and change the due date and amount again. Repeat this as necessary. For example, if the payment schedule on a $1,000 pledge is $200 per month for five months, create an invoice for each $200 monthly payment.

For generic information on invoicing in NetSuite, see the help topic Creating an Invoice.

**Note:** If no conditions are placed on the pledge, you can create multiple invoices at once. To invoice a batch of unconditional pledge and membership orders, see the help topic Billing Sales Orders. Exclude any conditional pledges from the batch.

To invoice a pledge:

1. Go to Transactions > Sales > Enter Pledge | Orders > List.
2. Next to the pledge you want to invoice, click View.
3. Click Next Bill.

**Note:** In 18.2, depending on the agreed-upon payment schedule, you may need to create multiple invoices for a single pledge. Create the first invoice, change the due date and amount, and then save it. Copy the saved invoice, and change the due date and amount again. Repeat this as necessary. For example, if the payment schedule on a $1,000 pledge is $200 per month for five months, create an invoice for each $200 monthly payment.

In 19.1, you can use the installments feature to create installment terms instead. For more information, see the help topics Creating Installments and Managing Add-On Items.

NetSuite opens the Invoice page.

4. From the Form list, select the form you want to use. For example, NFP Invoice.

   Where available, fields are populated from the order.

5. Under Primary Information:
   a. Accept or changes the constituent in the Constituent field.
   b. Accept or enter the date in the Date field.
c. Select or enter an invoice due date.
   If you are creating multiple invoices for a single pledge, change the due date for this invoice.

d. Select the posting period to which you want to post this invoice.

6. In the **Opportunity** field, select the grant opportunity associated with this invoice.

7. In the **Items** subtab, review or modify the items populated from the pledge order.
   If you are creating multiple invoices for a single pledge, change the amount for this invoice.

   **Note:** The Invoice page has several subtabs. The subtabs that display on the page are determined by the setting and options you have enabled. For generic information on the subtabs, see the help topic *Creating an Invoice*.

8. Enter additional information as necessary. You can enter information related to billing, accounting, sales team, communication, and system information.

9. Click **Save**.
   If you are creating multiple invoices for a single pledge, create a copy of this invoice to modify. Select **Action > Make Copy**.

10. When you receive a payment for the invoiced pledge, click **Accept Payment**. For more information, see the help topic *Customer Payments*.

## Creating Cash Donations

You can record a cash gift from a donor and specify any restrictions the donor may impose on the donation. This enables you to accurately assign the revenue to the correct donor for compliance and reporting purposes.

For generic information on Cash Sales in NetSuite, on which this customized page is based, see the help topic *Cash Sales*.

### To enter a cash donation:

1. Go to **Transactions > Sales > Enter Donation | Cash Sales**.
   NetSuite displays the **Donation | Cash Sales** page.

2. From **Custom Form**, select the form you want to use. For example, **NFP Donation Form**.

3. Under **Primary Information**:
   a. In the **Constituent** field, select a constituent.
   b. Accept or enter the date in the **Date** field.
   c. Select the posting period to which you want to post this cash donation.
   d. From the **Appeal** field, select the campaign or appeal associated with this donation, if any.
   e. In the **Memo** field, enter a memo to identify this cash donation.

4. In the **Items** subtab, add items to the cash donation.
   The columns that appear are based upon your custom segments and the permissions set for your user role.
   a. From the **Items** list, select the type of donation item.
   b. In the **Amount** field, enter the amount of the donation item.
   c. Populate the custom segment fields by selecting a Segment Code, or individually complete any of the following fields:
Restriction – If the constituent has not put any restrictions on the cash donation, select Without Donor Restrictions. This field is required.

Program – Select the program that identified the purpose of the restriction, if applicable.

Region – Select the associated region.

Revenue Type – Select the revenue type.

Revenue Subtype – Select the revenue subtype.

Time Restriction – Set to the current fiscal year by default. Donations are not time restricted.

d. Enter additional information as necessary.
e. Click Add.
f. Repeat these steps for each line item.

5. Enter additional information as necessary. You can enter information related to shipping, billing, accounting, sales team, and communication.

6. Click Save.

Note: The page for entering a cash donation has several subtabs. The subtabs that display on the page are determined by the setting and options you have enabled. For generic information on the subtabs, see the help topic Entering a Cash Sale.

Writing off Pledge or Grant Receivables

If a donor did not pay as promised, you can write off the pledge or grant.

Use the Receivable Write-off custom transaction to remove overdue pledges or grant receivables and adhere to accounting rules.

Note: To use Receivable Write-Off transaction, you must set the accounting preference. Go to Setup > Accounting > Accounting Preferences, and then click Items/Transactions. Under the Accounts section, select an account from the Receivable Write-Off list. This account should be a bad debt expense account.

To write off receivables:

   
   NetSuite displays the Receivable Write-off page. The Custom Form for NFP is selected by default.

2. In the Primary Information section:
   
a. The Currency field displays the base currency of the subsidiary selected in the Subsidiary field.
      
      You can select any other currency available in your account.

b. The Exchange Rate field displays the default exchange rate of the selected subsidiary.
      
      You can edit the exchange rate for this transaction only, or you can update the currency exchange rates list.

c. In the Date field, accept today's date or enter a new date for the journal entry.

d. If you use fiscal periods, select the Posting Period in which to post this write-off transaction.
e. In the **Memo** field, enter a memo to help you recognize this write-off transaction.

3. **In the Classification section:**
   a. If you use **Departments**, select the appropriate classification to associate with this write-off transaction.
      For information about Departments, see the help topic **Departments and Classes Overview**.
   b. From the **Program** list, select the program that identified the purpose of the overdue pledge or grant receivable.
   c. From the **Restriction** list, select **Without Donor Restriction**. This field is required.
   d. From the **Functional Expense** list, select the expense category.
   e. From the **Grant** list, select the associated grant.
   f. From the **Region** list, select the associated region.

4. **On the Lines subtab, enter the items to write off:**
   a. In the **Constituent** field, select the donor for the overdue pledge or grant receivable.
   b. In the **Account** field, select the receivable account from the invoice of the overdue pledge or grant receivable.
   c. In the **Amount** field, enter the amount of the overdue pledge or grant receivable.
   d. In the **Memo** field, enter a memo to help you recognize this item.
   e. Click **Add**.
   f. Repeat these steps for each line item.

5. Click **Save**.

6. To close the invoice for the overdue pledge or grant receivable, apply the credit from this transaction to the invoice:
   a. Go to Transactions > Sales > Create Invoices > List, and then click **View** next to the invoice for the Receivable Write-Off.
   b. Click **Accept Payment**.
   c. In the **Payment Amount** field, enter 0.
   d. Click **Credits**, and then select the Receivable Write-Off transaction line.
   e. Click **Save**.

---

**Creating Merchandise Sales**

You can record your revenue from the sale of merchandise, such as books or apparel. This also enables you to report on the revenue from merchandise sales.

To enter a merchandise sale, use the **Enter Donation | Cash Sales** page, and then select the NFP Cash Sale Form. Set the Revenue Type for each item to **Sale of Goods**.

For generic information on Cash Sales in NetSuite, on which this customized page is based, see the help topic **Cash Sales**.

**To enter a merchandise sale:**

1. Go to Transactions > Sales > Enter Donation | Cash Sales.
   NetSuite displays the **Donation | Cash Sales** page.
2. From Custom Form, select the form you want to use. For example, NFP Cash Sale Form.

3. Under Primary Information:
   a. In the Constituent field, select a constituent.
   b. Accept or enter the date in the Date field.
   c. Select the posting period to which you want to post this sale.
   d. From the Appeal field, select the lead source associated with this sale.
   e. In the Memo field, enter a memo to identify this sale.

4. In the Items subtab, add items to the merchandise sale.
   The columns that appear are based upon your custom segments and the permissions set for your user role.
   a. From the Items list, select the type of sale item.
   b. In the Quantity field, enter the quantity for the sale item.
   c. In the Rate field, enter the amount rate for the sale item.
   d. In the Amount field, enter the amount of the sale item.
   e. Populate the custom segment fields by selecting a Segment Code, or individually complete the following fields:
      - Restriction – Select Without Donor Restrictions.
        Restrictions can only be placed on Grants and Donations. This field is required.
      - Program – Select Unrestricted.
      - Revenue Type – To indicate this item is a merchandise sale, select Sale of Goods.
      - Revenue Subtype – Select the revenue subtype relevant to Sale of Goods. For example, Merchandise.
   f. Enter additional information as necessary.
   g. Click Add.
   h. Repeat these steps for each line item.

5. Enter additional information as necessary. You can enter information related to shipping, billing, accounting, sales team, and communication.

6. Click Save.

Reports in NFP Financials

NFP Financials includes reports to support the specific reporting requirements of nonprofit organizations. You can also use any of the standard NetSuite reports that you find useful. For general information about NetSuite reports, see the help topic Reporting Overview.

Nonprofit-specific reports are available from the NFP Financial Center tab. This section includes the following report categories:
- Financial Reports – includes financial statements for U.S. subsidiaries that are required by the Financial Accounting Standards Board (FASB), as well as other financial reports
- Revenue Reports – various reports related to revenue, such as program revenue, revenue stream distribution, and giving statistics
- Expense Reports – various reports related to expenses, such as program expense detail and net assets by program and grant

For details on reports for revenue to release from restrictions, see Revenue Restriction Management.
Several other reports specifically related to grants are included on the Grant Management menu. For details on grant reports, see Grant Management.

For general information about reports, see the help topic Working with Report Results.

For information about customizing reports in NetSuite, see the help topic Report Customization.

Financial Reports

The financial statements in NFP Financials meet FASB requirements for nonprofit organizations in the U.S.

The following reports are included:

- Statement of Activity
- Statement of Cash Flow
- Statement of Financial Position
- Statement of Functional Expense
- Restricted Revenue by Account
- Restricted Revenue by Program

Statement of Activity

The statement of activity reflects your organization's financial activity over a period of time. It shows the change in net assets with and without restrictions. The statement of activity for a nonprofit is similar to an income statement for a for-profit business.

This FASB report is designed for U.S. subsidiaries only. For subsidiaries in other countries, customize the standard income statement as needed to adjust the layout to meet local requirements. For more information, see the help topic Financial Report Builder.

This report shows the change in permanently restricted, temporarily restricted, and unrestricted net assets. It includes the following sections:

- Revenue and Gains
  - Net Assets Released from Restriction
- Expenses and Losses
- Increase in Net Assets (Revenue – Expense)
- Net Assets at Beginning of Period
- Net Assets at End of Period

By default, accounts beginning with 69 are classified as Release from Restriction accounts. If your implementation does not use the 69 series accounts by default:

- Specify which accounts are Release from Restriction accounts. To tag an account as a Release from Restriction account, go to the Edit Account page, and then select **Release from Restriction** from the Applies To list.
- Make a copy of the report, and then manually update it based on the appropriate account numbers.

To view the Statement of Activity report:

NetSuite displays the report.

2. At the bottom of the page, select values in **Period** or **From** and **To** fields.
3. From **Column** list, select **Restriction (Custom)** to add the columns for restrictions.
4. Click **Refresh**.

To print the report, click the print icon at the bottom of the page.

**Statement of Cash Flow**

This FASB report is designed for U.S. subsidiaries only. For subsidiaries in other countries, customize the standard cash flow statement as needed to adjust the layout to meet local requirements. For more information, see the help topic **Financial Report Builder**.

The standard Statement of Cash Flow includes the following rows:

- **Operating Activities** (header row)
  - Net Income (referenced row from Income Statement)
  - Adjustments to Net Income (header row)
    - Accounts Receivable (financial section)
    - Unbilled Receivable (financial section)
    - Inventory Asset (financial section)
    - Other Current Asset (financial section)
    - Accounts Payable (financial section)
    - Payroll Liabilities (financial section)
    - Sales Tax Payable (financial section)
    - Other Current Liabilities (financial section)
  - Total Adjustments to Net Income (summary row)
- **Total Operating Activities** (summary row)
- **Investing Activities** (header row)
  - Fixed Asset (financial section)
  - Other Asset (financial section)
- **Total Investing Activities** (summary row)
- **Financing Activities** (header row)
  - Long Term Liabilities (financial section)
  - Opening Balance Equity (financial section)
  - Other Equity (financial section)
- **Total Financing Activities** (summary row)
- **Net Change in Cash for Period** (formula row)
- **Cash at Beginning of Period** (referenced row from Cash Statement)
- **Effect of Exchange Rate on Cash** (financial section)
  - (OneWorld accounts with multi-currency enabled only)
- **Cash at End of Period** (formula row)

Sections with zero values are not included.
To view the Statement of Cash Flow report:

2. At the bottom of the page, select values in Period or From and To fields.
3. To include columns for custom segments, select the custom segment from the Column list.
4. Click Refresh.

To print the report, click the print icon 📑 at the bottom of the page.

Statement of Financial Position

The statement of financial position is similar to a for-profit company’s balance sheet. The statement of financial position for a nonprofit is similar to a balance sheet for a for-profit business.

**Important:** To calculate net assets correctly, all transactions must include a value for Restriction. If you add restriction values, be sure to customize this report to add rows under NET ASSETS for the additional Restriction values. For guidance, see the help topic Report Customization.

This FASB report is designed for U.S. subsidiaries only. For subsidiaries in other countries, customize the standard balance sheet as needed to adjust the layout to meet local requirements. For more information, see the help topic Financial Report Builder.

The standard Statement of Financial Position includes the following rows:

- **ASSETS** (header row)
  - Current Assets (header row)
    - Bank (financial section)
    - Accounts Receivable (financial section)
    - Unbilled Receivable (financial section)
    - Other Current Asset (financial section)
  - Total Current Assets (summary row)
  - Fixed Assets (financial section)
  - Other Assets (financial section)
- **Total ASSETS** (summary row)
- **LIABILITIES & NET ASSETS** (header row)
  - Current Liabilities (header row)
    - Accounts Payable (financial section)
    - Credit Card (financial section)
    - Other Current Liability (financial section)
  - Total Current Liabilities (summary row)
  - Long Term Liabilities (financial section)
  - **NET ASSETS** (header row)
    - Net Assets Without Donor Restrictions
    - Net Assets With Donor
To view the Statement of Financial Position report:

2. At the bottom of the page, select values in End of or As Of fields.
3. To include columns for custom segments, select the custom segment from the Column list.
4. Click Refresh.

To print the report, click the print icon at the bottom of the page.

Statement of Functional Expense

The statement of functional expenses reports expenses by their function (programs, management and general, fundraising) and by the nature or type of expense (personnel and non-personnel).

This FASB report is designed for U.S. subsidiaries only. For subsidiaries in other countries, customize this report as needed to adjust the layout to meet local requirements. For more information, see the help topic Financial Report Builder.

To view the Statement of Functional Expense report:

2. At the bottom of the page, select values in Period or From and To fields.
3. From the Column list, select Functional Expense (Custom).
4. Click Refresh.

To print the report, click the print icon at the bottom of the page.

By default, accounts beginning with 72 are classified as functional expense accounts. If your implementation does not use 72 series accounts by default, update this report manually. Make a copy of the report and update it based on the appropriate account numbers.

Restricted Revenue by Account

This report displays a detail of restricted revenue transactions by account. Click on an amount in the report to navigate to the transaction record.

The total in this report ties to the total restricted revenue in the Statement of Activity report for the same period.

To view the Restricted Revenue by Account report:

2. At the bottom of the page, select values in Date or From and To fields.
3. Click on an amount to navigate to the transaction record.

To print the report, click the print icon 🖨️ at the bottom of the page.

**Restricted Revenue by Program**

This report displays a detail of restricted revenue transactions by program. Click on an amount in the report to navigate to the transaction record.

**To view the Restricted Revenue by Program report:**

2. At the bottom of the page, select values in **Date** or **From** and **To** fields.
3. Click on an amount to navigate to the transaction record.

To print the report, click the print icon 🖨️ at the bottom of the page.

**Revenue Reports**

The revenue reports provide relevant details on program revenue, revenue stream distribution, and statistical information.

The following revenue reports are included:

- Program Revenue by Month
- Program Revenue by Year
- Program Revenue Detail
- Revenue Stream Distribution by Month
- Revenue Stream Distribution by Year
- Revenue Stream Distribution Detail
- Comparative Revenue Summary
- Giving Statistics by Constituent
- Giving Statistics by Program
- Giving Statistics by Type

**Program Revenue by Month**

This report reflects monthly revenues over any time period specified, by Program and Restriction.

**To view the Program Revenue by Month report:**

1. Go to NFP Financial Center > Revenue Reports > Program Revenue by Month. NetSuite displays the report.
2. At the bottom of the page, you can change the values in **Date** or the **From** and **To** fields.
3. You can click on amounts to view more transaction details.

To print the report, click the print icon 🖨️ at the bottom of the page.
Program Revenue by Year

This report reflects yearly revenues over any time period specified, by Program and Restriction.

To view the Program Revenue by Year report:

1. Go to NFP Financial Center > Revenue Reports > Program Revenue by Year.
   NetSuite displays the report.
2. At the bottom of the page, you can change the values in Date or the From and To fields.
3. You can click on amounts to view more transaction details.

To print the report, click the print icon at the bottom of the page.

Program Revenue Detail

This report reflects revenue transaction details by revenue type, constituent, date and amount, for all Programs and Restrictions. You can run the report for any date range and filter the results.

To view the Program Revenue Detail report:

1. Go to NFP Financial Center > Revenue Reports > Program Revenue Detail.
   NetSuite displays the report.
2. At the bottom of the page, you can change the values in Date or the From and To fields.
3. You can click on amounts to view more transaction details.

To print the report, click the print icon at the bottom of the page.

Revenue Stream Distribution by Month

This report reflects monthly revenues over any time period specified, by Revenue Type and Revenue Subtype (for example, Donation, Grant, Membership, or Sale of Goods).

To view the Revenue Stream Distribution by Month report:

1. Go to NFP Financial Center > Revenue Reports > Revenue Stream Distribution by Month.
   NetSuite displays the report.
2. At the bottom of the page, you can change the values in Date or the From and To fields.
3. You can click on amounts to view more transaction details.

To print the report, click the print icon at the bottom of the page.

Revenue Stream Distribution by Year

This report reflects yearly revenues over any time period specified, by Revenue Type and Revenue Subtype (for example, Donation, Grant, Membership, or Sale of Goods).

To view the Revenue Stream Distribution by Year report:

1. Go to NFP Financial Center > Revenue Reports > Revenue Stream Distribution by Year.
NetSuite displays the report.

2. At the bottom of the page, you can change the values in Date or the From and To fields.

3. You can click on amounts to view more transaction details.

To print the report, click the print icon 📁 at the bottom of the page.

Revenue Stream Distribution Detail

This report reflects revenue transaction details by constituent, document number, date, and amount, for all Revenue Types and Revenue Subtypes.

To view the Revenue Stream Distribution Detail report:

1. Go to NFP Financial Center > Revenue Reports > Revenue Stream Distribution Detail.

   NetSuite displays the report.

2. At the bottom of the page, you can change the values in Date or the From and To fields.

3. You can click on amounts to view more transaction details.

To print the report, click the print icon 📁 at the bottom of the page.

Comparative Revenue Summary

This report reflects revenues over comparative periods, by Revenue Type and Revenue Subtype. The report compares the previous month to the current month, as well as the previous year to the current year.

To view the Comparative Revenue Summary report:

1. Go to NFP Financial Center > Revenue Reports > Comparative Revenue Summary.

   NetSuite displays the report.

2. You can click on amounts to view more transaction details.

To print the report, click the print icon 📁 at the bottom of the page.

Giving Statistics by Constituent

The Giving Statistics by Constituent report provides information on the received donations from each constituent, including the number of gifts, gift amount total, and average gift size. You can run the report for any date range and filter the results.

The report is a saved search. Saved searches are queries of NetSuite data that provide advanced data filtering and sorting options. For information about saved searches, see the help topic Saved Searches.

This report is also available as a subtab on the Grant form, under the Related Records subtab.

To view the Giving Statistics by Constituent report:

1. Go to NFP Financial Center > Revenue Reports > Giving Statistics by Constituent.

   NetSuite displays the report.

2. To view the details for a constituent, click on the constituent name.

   NetSuite displays the list of donations from the selected constituent.
Donations can include invoice, journal, or cash sale transaction types.

To print the report, click the print icon at the bottom of the page.

**Giving Statistics by Program**

The Giving Statistics by Program report provides information on the received donations for each program, including the number of gifts, gift amount total, and average gift size. You can run the report for any date range and filter the results.

The report is a saved search. Saved searches are queries of NetSuite data that provide advanced data filtering and sorting options. For information about saved searches, see the help topic Saved Searches.

**To view the Giving Statistics by Program report:**

1. Go to NFP Financial Center > Revenue Reports > Giving Statistics by Program.
   NetSuite displays the report.
2. To view the details for a program, click on the program name.
   NetSuite displays the list of donations from the selected program.
   Donations can include invoice, journal, or cash sale transaction types.

To print the report, click the print icon at the bottom of the page.

**Giving Statistics by Type**

The Giving Statistics by Type report provides information on the received donations for each donation type, including the number of gifts, gift amount total, and average gift size. This is a summary search grouped by the Donation Revenue Subtype. You can run the report for any date range and filter the results.

The report is a saved search. Saved searches are queries of NetSuite data that provide advanced data filtering and sorting options. For information about saved searches, see the help topic Saved Searches.

**To view the Giving Statistics by Type report:**

1. Go to NFP Financial Center > Revenue Reports > Giving Statistics by Type.
   NetSuite displays the report.
2. To view the details for a program, click on the program name.
   NetSuite displays the list of donations from the selected program.
   Donations can include invoice, journal, or cash sale transaction types.

To print the report, click the print icon at the bottom of the page.

**Expense Reports**

The expense reports provide relevant details on program and grant expenses and net assets.

The following reports are included:

- Program Expenses by Year
- Program Expense Detail


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- **Net Assets by Program**
- **Grant Expenses by Year**
- **Grant Expense Detail**
- **Net Assets by Grant**
- **Comparative Expense Summary**

### Program Expenses by Year

This report is a summary of Program expenses by year, broken down by functional expense and program. You can run the report for any date range and filter the results.

**To view the Program Expenses by Year report:**

1. Go to NFP Financial Center > Expense Reports > Program Expenses by Year. NetSuite displays the report.
2. At the bottom of the page, you can change the values in **Date** or the **From** and **To** fields.
3. You can click on amounts to view more transaction details.

To print the report, click the print icon at the bottom of the page.

### Program Expense Detail

This report reflects functional expense transaction details by program, department, region, vendor, transaction type, date, and amount.

**To view the Program Expense Detail report:**

1. Go to NFP Financial Center > Expense Reports > Program Expense Detail. NetSuite displays the report.
2. At the bottom of the page, you can change the values in **Date** or the **From** and **To** fields.
3. You can click on amounts to view more transaction details.

To print the report, click the print icon at the bottom of the page.

### Net Assets by Program

The Net Assets by Program report is a summary of Total Revenue, Total Expenses, Revenue Released, and Net Assets (Revenue minus Expense), for each subsidiary and program. You can run the report for any date range and subsidiary and filter the results.

The report is a saved search. Saved searches are queries of NetSuite data that provide advanced data filtering and sorting options. For information about saved searches, see the help topic Saved Searches.

This report is also available as a subtab on the Grant form, under the Related Records subtab.

**To view the Net Assets by Program report:**

1. Go to NFP Financial Center > Expense Reports > Net Assets by Program. NetSuite displays the report.
2. To view transaction details for a subsidiary, click on a subsidiary.
To print the report, click the print icon at the bottom of the page.

**Grant Expenses by Year**

This report reflects grant expenses by year and Program. You can run the report for any date range and filter the results.

**To view the Grant Expenses by Year report:**

1. Go to NFP Financial Center > Expense Reports > Grant Expenses by Year.
   NetSuite displays the report.
2. At the bottom of the page, you can change the values in Date or the From and To fields.
3. You can click on amounts to view more transaction details.

To print the report, click the print icon at the bottom of the page.

**Grant Expense Detail**

This report reflects grant expense transaction details, by program, department, region, vendor, transaction type, date, and amount. You can run the report for any date range and filter the results.

**To view the Grant Expense Detail report:**

1. Go to NFP Financial Center > Expense Reports > Grant Expense Detail.
   NetSuite displays the report.
2. At the bottom of the page, you can change the values in Date or the From and To fields.
3. You can click on amounts to view more transaction details.

To print the report, click the print icon at the bottom of the page.

**Net Assets by Grant**

The Net Assets by Grant report is a summary of total Revenue, Expenses, Revenue Released and Net Assets (Revenue minus Expense), for each grant. You can run the report for any date range and filter the results.

The report is a saved search. Saved searches are queries of NetSuite data that provide advanced data filtering and sorting options. For information about saved searches, see the help topic Saved Searches.

**To view the Net Assets by Grant report:**

1. Go to NFP Financial Center > Expense Reports > Net Assets by Grant.
   NetSuite displays the report.

To print the report, click the print icon at the bottom of the page.

**Comparative Expense Summary**

This report reflects expenses over comparative periods, by functional expense and program segments. The report compares the previous month to the current month, as well as the previous year to the current year.
**To view the Comparative Expense Summary report:**

1. Go to NFP Financial Center > Expense Reports > Comparative Expense Summary. NetSuite displays the report.
2. You can click on amounts to view more transaction details.

To print the report, click the print icon 📜 at the bottom of the page.
Non-Profit Financial Metrics

Information in this topic includes:
- Social Impact KPIs
- Social Impact KPI Scorecards
- Social Impact Report Snapshots

Social Impact KPIs

For more information on KPIs in general, see the help topic Key Performance Indicators Overview.

For a table of standard NetSuite KPIs, see the help topic Standard Key Performance Indicators Table.

Social Impact Customization includes key performance indicators that display results from saved searches depending on the period that you selected.

Depending on your role and your account's enabled features, some or all of the following table's KPIs are available for display in a Key Performance Indicators portlet. If you see a KPI in the table that is not available to you in NetSuite and that you would like to display, check with your administrator to see if the related feature can be enabled, or if you can use another role to log in to NetSuite.

The table lists the custom KPIs in alphabetical order.

<table>
<thead>
<tr>
<th>KPI</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average # of Gifts per Donor</td>
<td>This indicator shows the average number of gifts received from any individual or organizational donor and posted to income accounts. The calculation includes transactions for which Revenue Type is set to Donation. Credit Memos and Cash Refunds are not included. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Average # of Gifts per Individual</td>
<td>This indicator shows the average number of gifts received from individual donors and posted to income accounts. The calculation includes transactions for which Revenue Type is set to Donation. Credit Memos and Cash Refunds are not included. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Average # of Gifts per Organization</td>
<td>This indicator shows the average number of gifts received from organizational donors and posted to income accounts. The calculation includes transactions for which Revenue Type is set to Donation. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Average Days to Pay</td>
<td>This indicator shows the average number of days between invoice date and the payment date for the given time periods. This value is calculated using data from Vendor Bills. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Average Individual Gift Amount</td>
<td>This indicator shows the average gift amount from individual donors. The calculation includes transactions for which Revenue Type is set to Donation. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Average Organization Gift Amount</td>
<td>This indicator shows the average gift amount from organizational donors and posted to income accounts. The calculation includes transactions for which Revenue Type is set to Donation. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>KPI</td>
<td>Description</td>
</tr>
<tr>
<td>------------------------------</td>
<td>-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Fundraising Expenses</td>
<td>This indicator shows the total debits to expense accounts (Expense, Other Expense, Cost of Goods Sold) during the given time periods. This value includes transactions for which Functional Expense is set to Fundraising. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Grant Pipeline</td>
<td>This indicator shows the total value of open grant opportunities expected to close within the given time periods (this month and last month). Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Grant Receivables</td>
<td>This indicator shows the total amount remaining on open invoices, posted to Grant Receivable accounts, during the given time periods. To label an account as Grant Receivable, set Applied To on the Edit Account page. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Grants Lost</td>
<td>This indicator shows the number of opportunities marked lost in the given time periods. This count includes grant opportunities that have a status of Closed-Lost or Lost Customer. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Grants Won</td>
<td>This indicator shows the number of opportunities that were won in the given time periods. This count includes grant opportunities that have a status of Closed-Won or Renewal. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Management &amp; General Expenses</td>
<td>This indicator shows the sum of all transactions posted to expense accounts (Expense, Others Expense, Cost of Goods Sold). This value includes transactions for which Functional Expense is set to Management &amp; General. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>New Constituents</td>
<td>This indicator shows the number of new constituents (individuals or organizations) created in the given time periods. This value does not include inactive constituents. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Open Purchase Orders</td>
<td>This indicator shows the amount total for purchase orders that have not been fully received and billed. This value does not include billed purchased orders. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Program Service Expenses</td>
<td>This indicator shows the sum of all transactions posted to expense accounts (Expense, Other Expense, COGS). This value includes transactions for which Functional Expense is set to Program Services. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Recurring Gifts</td>
<td>This indicator shows the total amount of gifts, which are recurring, received from any individual or organizational donor. This value includes transactions for which Revenue Type is set to Donation and Revenue Subtype is set to Recurring Donation. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Restricted Revenue</td>
<td>This indicator shows the sum of all restricted transactions posted to income accounts. This value includes transactions for which Restriction is set to &quot;With Donor Restriction&quot;. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>KPI</td>
<td>Description</td>
</tr>
<tr>
<td>--------------------------------------</td>
<td>-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Revenue Released from Restriction</td>
<td>This indicator shows the sum of all revenue released from restriction. This value includes transactions for which Transaction Type is set to “Release from Restriction” and Restriction is set to “Without Donor Restrictions”. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Total Donations</td>
<td>This indicator shows the total amount of gifts received from all the donors and posted to income accounts. This value includes transactions for which Revenue Type is set to Donation. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Total # of Constituents</td>
<td>This indicator shows the number of all active individual or organizational constituents. This value does not include inactive constituents. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Total Grant Revenue</td>
<td>This indicator shows the total revenue received from Grants posted to income accounts. This value includes transactions for which Revenue Type is set to Grant. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Total Individual Donations</td>
<td>This indicator shows the amount of gifts received from individual donors and posted to income accounts. This value includes transactions for which Revenue Type is set to Donation and Is Individual is set to True. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Total Organization Donations</td>
<td>This indicator shows the amount of gifts received from organizational donors and posted to income accounts. This value includes transactions for which Revenue Type is set to Donation and Is Individual is set to False. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Total Pledges</td>
<td>This indicator shows the total amount of donations received from all donors and posted to income accounts. This value includes transactions for which Revenue Type is set to Donation and Revenue Subtype is set to Pledge. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Total Pledge Write-offs</td>
<td>This indicator shows the total amount of Write-off transactions. For details on how to write off pledges, see Writing off Pledge or Grant Receivables. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Unbilled Grants</td>
<td>This indicator shows the total amount of orders that have not been billed yet. This value includes all Sales Orders for which a grant is selected in the header. Click this KPI's periods or totals to open the full search results.</td>
</tr>
<tr>
<td>Unrestricted Revenue</td>
<td>This indicator shows the sum of all unrestricted transactions posted to income accounts. This value includes transactions for which Restriction is set to “Without Donor Restriction”. Click this KPI's periods or totals to open the full search results.</td>
</tr>
</tbody>
</table>

**Social Impact KPI Scorecards**

For more information on KPI Scorecards in general, see the help topic [KPI Scorecards Overview](#).

For details on the formula-based components, see [Social Impact Formulas for Financial Ratios](#).

The following table lists the KPI Scorecards that can be displayed in your dashboard:
<table>
<thead>
<tr>
<th>KPI Scorecards</th>
<th>Description</th>
<th>Periods Available</th>
</tr>
</thead>
<tbody>
<tr>
<td>NFP Executive</td>
<td>Displays the following standard components, saved searches, and formula-based components:</td>
<td>▪ This Period&lt;br&gt;▪ Last Period&lt;br&gt;▪ Same Period Last FY&lt;br&gt;▪ This YTD&lt;br&gt;▪ Last YTD</td>
</tr>
<tr>
<td></td>
<td>▪ Program Expenses&lt;br&gt;▪ Program Expense %&lt;br&gt;▪ Administrative Expense %&lt;br&gt;▪ Fundraising Expense %&lt;br&gt;▪ Cash &amp; Equivalents&lt;br&gt;▪ Days Cash on Hand&lt;br&gt;▪ Daily Operating Expenses&lt;br&gt;▪ Fundraising Efficiency&lt;br&gt;▪ Contributions Ratio</td>
<td></td>
</tr>
<tr>
<td>NFP Financial Analytics</td>
<td>Displays the following standard components, saved searches, and formula-based components:</td>
<td>▪ This Week&lt;br&gt;▪ Last Week&lt;br&gt;▪ This MTD&lt;br&gt;▪ Last MTD&lt;br&gt;▪ This FQTD&lt;br&gt;▪ Last FQTD&lt;br&gt;▪ This FYTD&lt;br&gt;▪ Last FYTD</td>
</tr>
<tr>
<td></td>
<td>▪ Total Expenses&lt;br&gt;▪ Program Expenses&lt;br&gt;▪ Program Expense %&lt;br&gt;▪ Administrative Expenses&lt;br&gt;▪ Administrative Expense %&lt;br&gt;▪ Fundraising Expenses&lt;br&gt;▪ Fundraising Expense %&lt;br&gt;▪ Total Revenue&lt;br&gt;▪ Contribution Revenue&lt;br&gt;▪ Fundraising Efficiency&lt;br&gt;▪ Receivables&lt;br&gt;▪ Receivables Turnover</td>
<td></td>
</tr>
<tr>
<td>NFP Financials</td>
<td>Displays the following standard components, saved searches, and formula-based components:</td>
<td>▪ This Period&lt;br&gt;▪ Last Period&lt;br&gt;▪ Same Period Last FY&lt;br&gt;▪ This YTD&lt;br&gt;▪ Last YTD</td>
</tr>
<tr>
<td></td>
<td>▪ Program Expense %&lt;br&gt;▪ Administrative Expense %&lt;br&gt;▪ Fundraising Expense %&lt;br&gt;▪ Operating Expenses&lt;br&gt;▪ Current Ratio&lt;br&gt;▪ Cash &amp; Equivalents&lt;br&gt;▪ Days Cash on Hand&lt;br&gt;▪ Fundraising Efficiency&lt;br&gt;▪ Contributions Ratio&lt;br&gt;▪ Receivables Turnover&lt;br&gt;▪ Debt Ratio&lt;br&gt;▪ Debt To Net Assets</td>
<td></td>
</tr>
</tbody>
</table>
Social Impact KPI Scorecards

NFP Revenue Analytics
Displays the following standard components, saved searches, and formula-based components:
- Contributions
- Contribution Ratio
- Grant Revenue
- Grant Revenue Ratio
- Event Revenue
- Event Revenue Ratio
- Fee for Service
- Fee for Service Ratio
- Recurring Gifts
- Individual Giving
- Individual Gift Size
- Organizational Giving
- Organizational Gift Size

<table>
<thead>
<tr>
<th>Scorecard Ratio</th>
<th>Formula</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative Expense %</td>
<td>(MANAGEMENT&amp;GENERALEXPENSES)/{EXPENSES}</td>
</tr>
<tr>
<td>Asset Turnover</td>
<td>(SALES)/({BANKBAL}+{RECEIVABLES}+{OTHERCURRENTASSET}+{FIXEDASSET}+{OTHERASSET})</td>
</tr>
<tr>
<td>Cash &amp; Equivalents</td>
<td>({BANKBAL}+{OTHERCURRENTASSET})</td>
</tr>
<tr>
<td>Contributions Ratio</td>
<td>(TOTALDONATIONS)/(SALES)</td>
</tr>
<tr>
<td>Current Ratio</td>
<td>({BANKBAL}+{RECEIVABLES}+{OTHERCURRENTASSET})/({PAYABLES}+{CREDITCARDBAL}+{OTHERCURRENTLIAB})</td>
</tr>
<tr>
<td>Daily Operating Expenses</td>
<td>(OPERATINGEXPENSES)/(DAYS)</td>
</tr>
<tr>
<td>Days Cash on Hand</td>
<td>({BANKBAL}+{OTHERCURRENTASSET})/((OPERATINGEXPENSES)/(DAYS))</td>
</tr>
<tr>
<td>Days Sales Outstanding</td>
<td>(DAYS)/({SALES}/(RECEIVABLES))</td>
</tr>
<tr>
<td>Debt Ratio</td>
<td>({PAYABLES}+{CREDITCARDBAL}+{OTHERCURRENTLIAB}+{LONGTERM LiAB})/({BANKBAL}+{RECEIVABLES}+{OTHERCURRENTASSET}+{FIXEDASSET}+{OTHERASSET})</td>
</tr>
<tr>
<td>Debt to Equity</td>
<td>({PAYABLES}+{CREDITCARDBAL}+{OTHERCURRENTLIAB}+{LONGTERM LiAB})/({EQUITY})</td>
</tr>
<tr>
<td>Debt to Net Assets</td>
<td>({PAYABLES}+{CREDITCARDBAL}+{OTHERCURRENTLIAB}+{LONGTERM LiAB})/({EQUITY})</td>
</tr>
<tr>
<td>Debt to Total Assets</td>
<td>({PAYABLES}+{CREDITCARDBAL}+{OTHERCURRENTLIAB}+{LONGTERM LiAB})/({BANKBAL}+{RECEIVABLES}+{OTHERCURRENTASSET}+{FIXEDASSET}+{OTHERASSET})</td>
</tr>
<tr>
<td>Fundraising Efficiency</td>
<td>(FUNDRAISINGEXPENSES)/TOTALDONATIONS</td>
</tr>
<tr>
<td>Fundraising Expense %</td>
<td>(FUNDRAISINGEXPENSES)/{EXPENSES}</td>
</tr>
</tbody>
</table>

Social Impact Formulas for Financial Ratios

For examples of standard formulas, see the help topic Financial Ratios Scorecard Formulas.

The following table lists the formulas used to calculate data for the prebuilt Social Impact KPI scorecards. Some of the the formula components are custom NetSuite KPI IDs.
### Social Impact KPI Scorecards

<table>
<thead>
<tr>
<th>Scorecard Ratio</th>
<th>Formula</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grant Revenue Ratio</td>
<td>( \frac{\text{TOTALGRANTREVENUE}}{\text{SALES}} )</td>
</tr>
<tr>
<td>Pledge Writeoff Rate</td>
<td>( \frac{\text{TOTALRECEIVABLEWRITE-OFFS}}{\text{TOTALPLEDGES}} )</td>
</tr>
<tr>
<td>Profit Margin on Sales</td>
<td>( \frac{\text{PROFIT}}{\text{INCOME}} )</td>
</tr>
<tr>
<td>Program Expense %</td>
<td>( \frac{\text{PROGRAMSERVICEEXPENSES}}{\text{EXPENSES}} )</td>
</tr>
<tr>
<td>Receivables Turnover</td>
<td>( \frac{\text{SALES}}{\text{RECEIVABLES}} )</td>
</tr>
<tr>
<td>Return on Assets</td>
<td>( \frac{\text{PROFIT}}{\text{(BANKBAL}+\text{RECEIVABLES}+\text{OTHERCURRENTASSET}+\text{FIXEDASSET}+\text{OTHERASSET})}} )</td>
</tr>
<tr>
<td>Return on Equity</td>
<td>( \frac{\text{PROFIT}}{\text{EQUITY}} )</td>
</tr>
</tbody>
</table>

- For more information about this scorecard, see the help topic Financial Ratios Scorecard.
- For information about the underlying report, see the help topic Trial Balance Report.
- For a list of standard KPI IDs, see the help topic KPI IDs Available for Scorecard Formulas.
- For a list of standard KPIs and descriptions, see the help topic Standard Key Performance Indicators Table.
- For information about adding formulas to KPI scorecards, see the help topic Defining KPI Scorecard Formulas.

### Social Impact Report Snapshots

For more information on how to manage report snapshots in general, see the help topic Report Snapshots Overview.

For information on standard report snapshots in NetSuite, see the help topic Standard Report Snapshots Table.

The following table lists the Social Impact report snapshots that can be displayed on dashboards for some customized roles:

<table>
<thead>
<tr>
<th>Report Snapshot</th>
<th>Description</th>
</tr>
</thead>
</table>
| Expenses by Department| This snapshot shows all the expenses tagged with a Department.  
For details on the Department segment, see the help topic Departments and Classes Overview. |
| Expenses by Grant     | This snapshot shows all the expenses tagged with a Grant.  
This snapshot is based on the Grant Expenses by Year report.  
For details on the Grant custom segment, see Custom Segments for NFP Financials. |
| Expenses by Program   | This snapshot shows all the expenses tagged with a Program.  
This snapshot is based on the Program Expenses by Year report.  
For details on the Program custom segment, see Custom Segments for NFP Financials. |
| Functional Expense    | This snapshot shows all the expenses tagged with a Functional Expense.  
This snapshot is based on the Statement of Functional Expense report. |
<table>
<thead>
<tr>
<th>Report Snapshot</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Grant Revenue</strong></td>
<td>This snapshot shows all the revenue tagged with a Grant. For details on the Grant custom segment, see Custom Segments for NFP Financials.</td>
</tr>
<tr>
<td><strong>Revenue by Program</strong></td>
<td>This snapshot shows all the revenue tagged with a Program. This snapshot is based on the Program Revenue by Year report. For details on the Program custom segment, see Custom Segments for NFP Financials.</td>
</tr>
<tr>
<td><strong>Revenue by Restriction</strong></td>
<td>This snapshot shows all the revenue by Restriction. For details on the Restriction custom segment, see Custom Segments for NFP Financials.</td>
</tr>
<tr>
<td><strong>Revenue Stream Distribution</strong></td>
<td>This snapshot shows all the revenue tagged with a Revenue Type. This snapshot is based on the Revenue Stream Distribution by Year report. For details on the Revenue Type custom segment, see Custom Segments for NFP Financials.</td>
</tr>
</tbody>
</table>
Social Impact Starter Edition

Social Impact Starter Edition includes NFP Financials and the Non-Profit financial metrics. For details on bundle dependencies, see Prerequisites for Non-Profit SuiteApps or contact your administrator.

This SuiteApp consists of components such as roles, dashboards, saved searches, fields, lists, records, and forms that are defined after installation.

To begin using Social Impact, see Setup for NFP Financials.

For the following topics, see Non-Profit Financial Management:

- Setup for NFP Financials
- Revenue Restriction Management
- Grant Management
- Pledge and Donation Management
- Reports in NFP Financials

For the following topics, see Non-Profit Financial Metrics:

- Social Impact KPIs
- Social Impact KPI Scorecards
- Social Impact Report Snapshots

Social Impact Roles and Dashboards

**Note:** After installing the Customization bundle, contact your NetSuite account manager for the customization of roles and dashboards.

For more information on:

- Roles in NetSuite, see the help topic NetSuite Roles Overview.
- Permissions for standard roles, see the help topic Standard Roles Permissions Table.
- How to review differences in permissions, see the help topic Showing Role Permission Differences.
- Dashboards in NetSuite, see the help topic Dashboards Overview.
- Portlet types in NetSuite, see the help topic Portlet Types Table.
- Standard KPIs, see the help topic Standard Key Performance Indicators Table.
- Standard Scorecards, see the help topic KPI Scorecards Overview.
- Standard Report Snapshots, see the help topic Report Snapshots Overview.

Click the custom tabs to see customized dashboards for your role. Use the following tables as guide for the available center tabs and portlets for your role:

- NFP – CEO
- NFP – CFO
- NFP – Grant Administrator
NFP – CEO

The Chief Executive Officer (CEO) is the highest-ranking executive in a company. The primary responsibilities of the CEO include:

- making major corporate decisions
- managing overall operations and resources
- acting as the main point of communication between the board of directors and corporate operations

The CEO role includes custom dashboards. The following table highlights the key portlets on the Home dashboard.

<table>
<thead>
<tr>
<th>Center Type</th>
<th>Custom Center Tabs</th>
<th>Portlets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>▪ Home</td>
<td>▪ Reminders (reminders with zero results still appear)</td>
</tr>
<tr>
<td></td>
<td>▪ Sales/Marketing</td>
<td>▪ Tasks due today (headline)</td>
</tr>
<tr>
<td></td>
<td>▪ Expenses</td>
<td>▪ Tasks to complete (standard)</td>
</tr>
<tr>
<td></td>
<td>▪ HR</td>
<td>▪ Event Invitations to respond to (standard)</td>
</tr>
<tr>
<td></td>
<td>▪ Financial</td>
<td>▪ KPI Meters</td>
</tr>
<tr>
<td></td>
<td>▪ Analytics</td>
<td>▪ New Constituents</td>
</tr>
<tr>
<td></td>
<td>▪ NFP Custom</td>
<td>▪ Report Snapshots</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Functional Expenses (on the left)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Revenue by Restriction (on the left)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Revenue Stream Distribution (on the right)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Tiles (custom portlet)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Activity</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Financial</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Cash Flow</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Expenses</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Navigation Shortcuts</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ NFP Executive Management</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Program Reports</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Fundraising</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Other Reports</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Scorecard</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ NFP Executive</td>
</tr>
<tr>
<td></td>
<td></td>
<td>For details on custom scorecards, see Social Impact KPI Scorecards.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Key Performance Indicators</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ New Constituents</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Total # of Constituents</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Average Individual Gift Amount</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Average Organization Gift Amount</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Unrestricted Revenue</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Restricted Revenue</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Total Contributions</td>
</tr>
</tbody>
</table>

For details on custom scorecards, see Social Impact KPI Scorecards.
Non-Profit SuiteApps

Social Impact Roles and Dashboards

<table>
<thead>
<tr>
<th>Center Type</th>
<th>Custom Center Tabs</th>
<th>Portlets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>▪ Home</td>
<td>▪ Reminders</td>
</tr>
<tr>
<td></td>
<td>▪ Billing</td>
<td>▪ (reminders with zero results still appear)</td>
</tr>
<tr>
<td></td>
<td>▪ Constituents</td>
<td>▪ Tasks due today (headline)</td>
</tr>
<tr>
<td></td>
<td>▪ Vendors</td>
<td>▪ Tasks to complete (standard)</td>
</tr>
<tr>
<td></td>
<td>▪ Payroll and HR</td>
<td>▪ Event Invitations to respond to (standard)</td>
</tr>
<tr>
<td></td>
<td>▪ Financial</td>
<td>▪ KPI Meters</td>
</tr>
<tr>
<td></td>
<td>▪ Analytics</td>
<td>▪ Operating Cash Flow</td>
</tr>
<tr>
<td></td>
<td>▪ NFP Custom</td>
<td>▪ Trend Graphs</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Quarterly Payable (on the left)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Quarterly Bank Balance (on the right)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Report Snapshots</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Expenses by Program (on the left)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Functional Expenses (on the right)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Revenue by Program (on the right)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Settings (standard portlet)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Tiles (custom portlet)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Activity</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Financial</td>
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<td></td>
<td></td>
<td>▪ Cash Flow</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Expenses</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Navigation Shortcuts</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ NFP Financial Management</td>
</tr>
</tbody>
</table>

For details on the custom KPIs, see Social Impact KPIs.

Note: Account Reconciliation Summary is a portlet added by core NetSuite. For more information about this portlet, see the help topic Portlet Types Table.

NFP – CFO

The Chief Financial Officer (CFO) has primary responsibility for managing the company’s finances, including financial planning, management of financial risks, record-keeping, and financial reporting.

The CFO role includes custom dashboards. The following table highlights the key portlets on the Home dashboard.
NFP – Grant Administrator

The Grant Administrators are responsible for liaising with program, finance, and development. They track and manage all compliance related to grants, pledges, and restrictions.

The Grant Administrator role includes custom dashboards. The following table highlights the key portlets on the Home dashboard.

<table>
<thead>
<tr>
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<tbody>
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<td></td>
<td>▪ Billing</td>
<td>(reminders with zero results still appear)</td>
</tr>
<tr>
<td></td>
<td>▪ Constituents</td>
<td>▪ Overdue Grant Payments (headline)</td>
</tr>
<tr>
<td></td>
<td>▪ Vendors</td>
<td>▪ Tasks to complete (standard)</td>
</tr>
<tr>
<td></td>
<td>▪ Payroll and HR</td>
<td>▪ KPI Meters</td>
</tr>
<tr>
<td></td>
<td>▪ Financial</td>
<td>▪ New Grant Opportunities</td>
</tr>
<tr>
<td></td>
<td>▪ NFP Custom</td>
<td>▪ Trend Graphs</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Monthly Program Service Expenses (on the left)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Monthly Total Grant Revenue (on the right)</td>
</tr>
</tbody>
</table>

Note: Account Reconciliation Summary is a portlet added by core NetSuite. For more information about this portlet, see the help topic Portlet Types Table.
## Social Impact Roles and Dashboards

### Non-Profit SuiteApps

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<tr>
<td></td>
<td></td>
<td>■ Navigation Shortcuts</td>
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<tr>
<td></td>
<td></td>
<td>□ NFP Grants Management</td>
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<tr>
<td></td>
<td></td>
<td>□ Initiate Grant</td>
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<td>■ Key Performance Indicators</td>
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<tr>
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<td>□ New Grant Opportunities</td>
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<tr>
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<td>□ Open Grant Opportunities</td>
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<tr>
<td></td>
<td></td>
<td>□ Grants Won</td>
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<td></td>
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<td>□ Grants Lost</td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Grant Pipeline</td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Grant Receivables</td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Unbilled Grants (Sales Orders)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Total Grant Revenue</td>
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<td></td>
<td>For details on the custom KPIs, see Social Impact KPIs.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>■ Custom Saved Search</td>
</tr>
<tr>
<td></td>
<td></td>
<td>□ Net Assets by Grant</td>
</tr>
<tr>
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<td>□ Upcoming Grant Milestones</td>
</tr>
<tr>
<td></td>
<td></td>
<td>■ Settings (standard portlet)</td>
</tr>
</tbody>
</table>

⚠️ **Note:** Account Reconciliation Summary is a portlet added by core NetSuite. For more information about this portlet, see the help topic Portlet Types Table.