



What's New!

Vol. 1 2009

Dear Friends and Colleagues: *This spring, we are excited to announce the continuing and new initiatives of FMA. Reflected in the initiatives and projects is our sincere desire to provide you, our extended FMA friends and family, with the resources and services you may need during today's challenging economic climate. We hope you take advantage of the complimentary services we are now providing, including the Economic Climate webinar (read more below) and the www.FMA.jobs site—a free resource for professional development tips and related information. We also encourage you to visit our websites, www.fmaonline.net and www.fmainstitute.net, for the latest news on our services, events, articles, and trainings.*

Managing through the Downturn: Free Webinar & Tools

At the close of 2008, FMA collaborated with the Nonprofit Finance Fund (NFF) to present *The 2009 Nonprofit Economic Climate: Managing through the Downturn*. The event, sponsored by The Clark, Robin Hood, and Tiger Foundations, was attended by over 100 New York nonprofit leaders, board members, and financial executives.

The workshop was created to bring top leaders from the nonprofit community together and provide them with practical tools, planning scenarios, and options for dealing with the current economic times. A complimentary 90-minute webinar review, tools, and participant feedback are available for public download on the FMA site, www.fmaonline.net or www.fmainstitute.net.

Hilda Polanco, managing director of FMA, and Kristen Giantris, NFF vice president, northeast region, conducted the three-hour workshop, which included formulas, scenario and modeling plans, revenue and expense considerations, cash flow and credit management,

and a discussion on the role of the executive director and board in leading the organization through the downturn. During the event, participants were asked to provide cost-reduction strategies and the top actions they plan to take going forward. The insightful feedback is compiled and is also available for download.



Watch the Free On-Demand Webinar Right Now!

To gain free access to any of the tools and the webinar, which are currently being used by FMA clients and the event participants, please visit the FMA homepage, www.fmaonline.net.

FMA and GuideStar to present a 3-part webinar on the IRS Form 990: Governance, Compensation, Fundraising



Last September, FMA and GuideStar co-presented a webinar on the IRS Form 990. The recorded webinar, still available for purchase on the FMA website, presented an in-depth analysis of the new IRS Form 990. This spring we have joined forces with GuideStar again to delve deeper into the topics of governance, compensation, and fundraising. Registration for the webinars will begin in April. Please check our website for up-to-date information on dates and registration.

FMA Institute Events

Now entering our third year of offering courses through the FMA Institute, we are finding that the need for training in financial management is more crucial than ever for not-for-profit organizations. At the same time, we realize that organizations are responding to the economic climate by making drastic budget cuts that often include reduced funding for training and professional development. In order to ensure that everyone can get the professional development they need, we are now offering several courses online, at reduced costs, while paying close attention to maintaining the character and integrity that makes the Institute unique.

March 26, 2009
Close the Books & Interpreting Financial Statements

April 2, 2009
Strategic Team-Based Budgeting

Spr/Summer 2009
CNAP Goes Online!

FMA News and Team Info

Welcome to FMA's Newest Team Members

Henry Lopez

Manager, Outsourcing

Tracy Steele

Associate Consultant

Ralford Goulbourne

Consultant

FMA Expands to Chicago

FMA is excited to announce that we are opening a Chicago office in 2009 to support our expanding client base. We look forward to welcoming the new Chicago consultants into the FMA family.



FMA/ERE Fiscal Practices Survey

In partnership with ERE, our associated accounting firm, the results of the 2nd annual Fiscal Practices survey will be released in late Spring/early Summer 2009. The results from last year's survey, based on the feedback of nearly 250 nonprofit organizations throughout the New York metropolitan area and available on our site, provides organizations with the opportunity to see the fiscal practices employed by their peers and to better evaluate where they stand. Please check our website for more information.

FMA and NYU Capstone Project

FMA is currently working with the NYU Wagner School Capstone team on a project that will identify key indicators and metrics that measure not-for-profit organizations' *fiscal management capacity*. In their work with us this spring, the Capstone team will be conducting interviews with nonprofit leaders and then collecting and organizing data to create a database that will identify current trends and provide evidence for optimal fiscal structures.



Willie Vega
Manager,
Software
Solutions

FMA Announces the Launch of the Software Solutions Unit

Willie Vega Appointed Manager of the New Business Unit

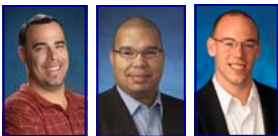
We are pleased to announce the appointment of Willie Vega as Manager, Software Solutions. Willie will lead FMA's nonprofit fiscal software consulting and implementation team as they serve nonprofits throughout the country with cost-sensitive software solutions. The establishment of this unit and his appointment denotes a significant milestone in our growth.

Depending on the level of service needed, Willie and the software solutions team will work with your organization's fiscal leadership to review and update the chart of accounts, implement comprehensive reporting systems, security controls, and other system designs. The team may also look at integrating other fundraising, payroll, and billing software solutions based on your organization's specific needs. As many of you may know, we complement our software solutions and implementation services with expert trainers who design and deliver personalized software training programs through the FMA Institute.

Willie has been involved in implementing accounting software programs and providing training on their use, developing financial management and reporting systems, and preparing audits for over one hundred nonprofit organizations in the New York City area. The FMA Software Solutions team also includes: **Jonathan Braver, Senior Consultant; Alex Gonzalez, Junior Consultant; and Benjamin Taylor, Associate Consultant.** The team carries over 20 years of experience in planning and implementing nonprofit accounting software solutions. To contact Willie and learn how he and his team can help you, please call 646.403.8040; or visit the FMA website, www.fmaonline.net to learn more about FMA's comprehensive nonprofit services.

"In light of the current economic climate, nonprofits need immediate access to accurate financial data they can trust as they face very tough decisions, often on short notice—the Software Solutions team is here to help you implement those systems so you can respond quickly and effectively."

Software Solutions Team



Johnathan

Alex

Ben



Developing nonprofit financial leaders

Visit the FMA Institute Website:

www.fmainstitute.net

The FMA Institute is a program of FMA.

Fiscal Management Associates, LLC

www.fmaonline.net
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