FINANCE & ADMINISTRATION ROUNDTABLE

FAR SIGHT

The F&A Roundtable Report

Finance & Administration Roundtable

April 2011

Issue Two, Volume Twelve

Insight to Using Data for Success

"Using Data to Drive Your Organization's Success", that was the theme at the March 23, FAR Luncheon presented by Sacha Litman, Managing Director and Founder, Measuring Success, LLC.

Mr. Litman presented an engaging presentation with the goal of helping organizations:

- See the potential in CFO/CPA roles to go beyond budget and audit data
- Leverage data competency into other data organization to help achieve mission
- Help organizations identify and track new data to measure impact

He provided three examples to show how data you have can be used to obtain data you need including:
- using activity-based accounting
- fundraising data, and
- measurement systems

He used an analogy of how the Oakland A's used data (e.g. stats) to determine who to hire for their team. Using this approach led them to success over time as they built their team with players selected based on performance data.

1. Activity based costing:
Involves looking at where expenses occur (e.g. facilities, administration) and understanding financial costs for better job prioritizing, etc. By using information in this way, new goals can be set.

2. Fundraising:
Mr. Litman explored how donors decide to give and found that aligned charitable values are the best predictor. The least effective predictor is perceived operating efficiency. He also touched upon the importance of dismissing any long-held assumptions when determining how people donated and who those donors were. And, how do leverage data using dashboards.

3. New Data Measurement System
Mr. Litman gave examples of how to create measurement systems. This approach can include:

- Developing an "early warning systems" to help an organization experience successful outcomes;
-Building 'tools' such as customer and employee surveys, financial tools, etc.;
-Looking at data and making sense of it; and
-Various other scenarios an organization could employ to achieve success.

He finished his presentation by highlighting how data encourages prioritization of an organizations goals and decision-making and then addressed questions from the audience.

Inside this issue:

Upcoming Events:

May 25, 2011
REGULAR MONTHLY MEETING
11:15 a.m. to 1:30 p.m. at The Washington Club, 15 Dupont Circle, Washington, DC 20036, "You Say More Than You Think: How to Use the New Body Language to Get What You Want," Janine Driver

June 22, 2011
REGULAR MONTHLY MEETING
SunTrust Bank, 1445 New York Avenue, NW, 9th Floor, Washingotn, DC 20005, Staying out of Legal Hot Water: Answers to Your Nonprofit's Most Pressing Questions, Jeffrey S. Tenenbaum, Esq.

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Chair's Column

Looking Back

As you know, in March we transitioned to our new association management company, the Collie Gorg Group. I encourage you to visit your new website www.far-roundtable.org to see how we're using the latest in web technology. While there please visit your profile page and make sure your information is up-to-date. Also, in March our luncheon featured Sacha Litman who talked about "Using Data to Drive Your Organization's Decision Making and Success". Our April luncheon was also sold out and we learned about executive compensation from Charlie Quatt, PhD. Both of these presentations can be found on our website.

Moving Forward

On May 25th we have an exciting program featuring Janine Drive speaking on how "people communicate their thoughts and feelings without saying a word." Janine is a professional speaker and popular media personality who had made appearances on the Dr. Oz Show, The Rachael Ray Show, NBC's TODAY, and NBC's Weekend TODAY, FOX News, CNN's Larry King Live to name a few. In addition to the media appearances, Janine over the past decade has taught her cunning reading people skills to the ATF, FBI, CIA, DIA, International Association of Chiefs of Police (IACP), and to over 60,000 federal, state, and local law enforcement officers, lawyers, and judges.

I encourage you to register quickly as this event is sure to be popular. Please note this meeting will be held at The Washington Club on Dupont Circle (map).

The strongest asset our association enjoys is the talent of our members and their willingness to serve FAR. In this regard, the Nominating Committee, chaired by Thomas Nordby CAE has had the most difficult of tasks – selecting a few among many qualified candidates. At this point, the ballots are out and for the first time, due to our enhanced online capabilities, we're conducting this election online. So, take the time to review the slate of candidates and select those whom you feel will best lead FAR in the future. Your vote counts!

Two other events you should be aware of are a Patron Member Feedback session which will be held immediately following the May luncheon and then in July, incoming Chair Mike Tryon of Tate and Tryon will host a strategic planning session for the Board of Directors. As is part of our culture, please feel free to provide any input you have to members of the Board as they pull together the plan that will move FAR to the next level.

Finally, thanks again for all the support you've given me and my colleagues on the Board of Directors during these first 3 quarters…I'm looking forward to strong finish!

Upcoming Events: Don't Miss the FAR May Luncheon!

Be sure to register for the FAR May Luncheon:

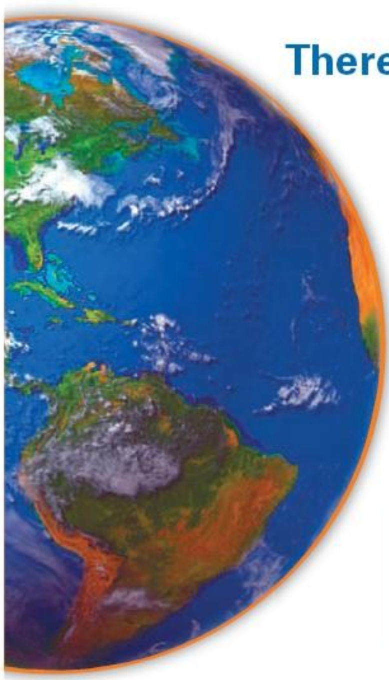
YOU SAY MORE THAN YOU THINK:
How to Use "The New Body Language" to Get What You Want presented by Janine Driver of Lyin' Tamer Education, LLC

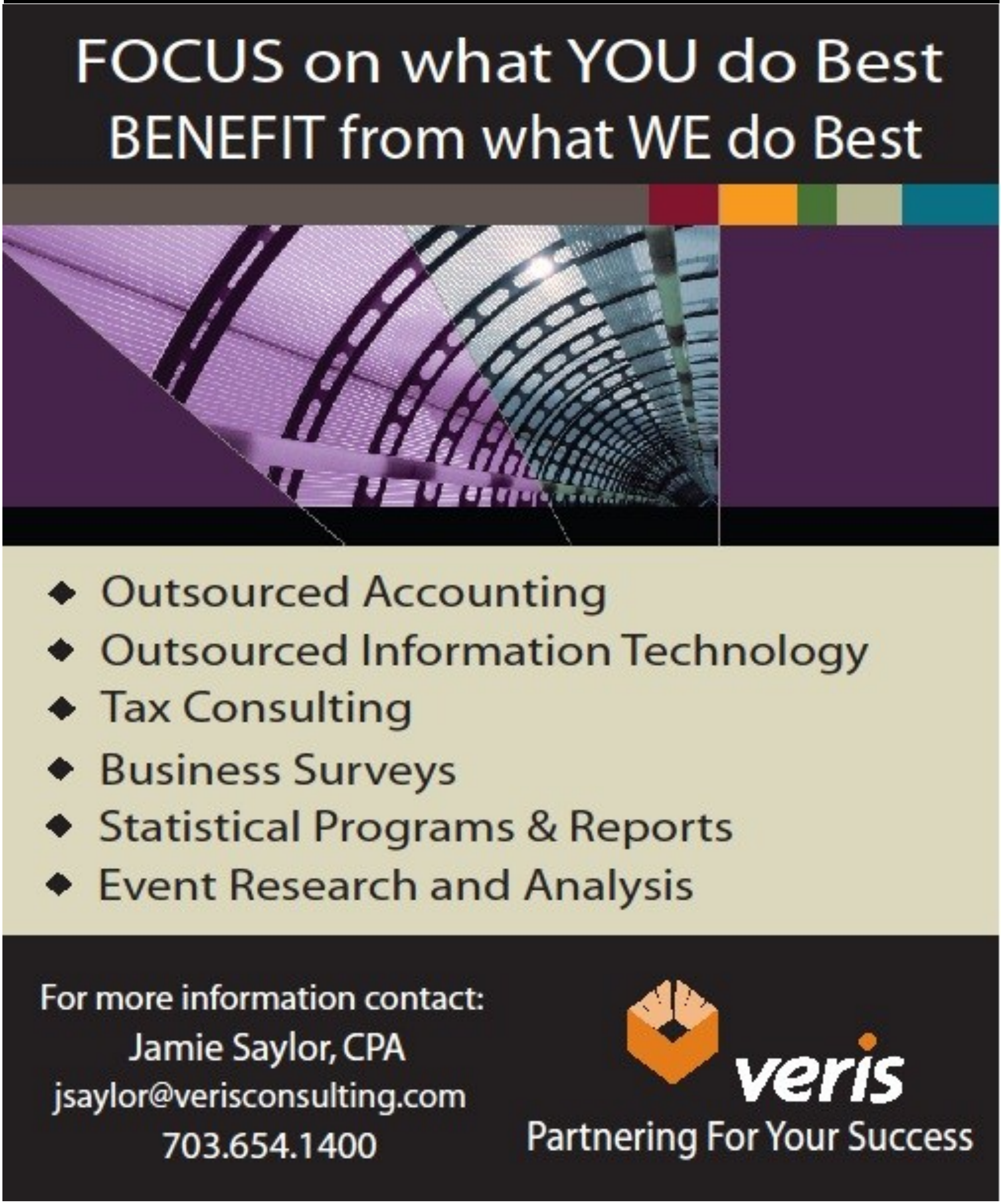
Wednesday, May 25, 2011
11:15 a.m. to 1:30 p.m.
(No cancellations accepted after 5/23/11 at noon)

The Washington Club
Patterson House
15 Dupont Circle
Washington, DC 20036
(map)
(Nearest Metro Station: Red Line Dupont Circle Metro Station)

The FAR May Luncheon is sponsored by:

Uncovering the mysteries of body language—how people communicate their thoughts and feelings without saying a word—is a powerful first step toward mastering any business and social situation.
- Janine Driver

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Business Surveys
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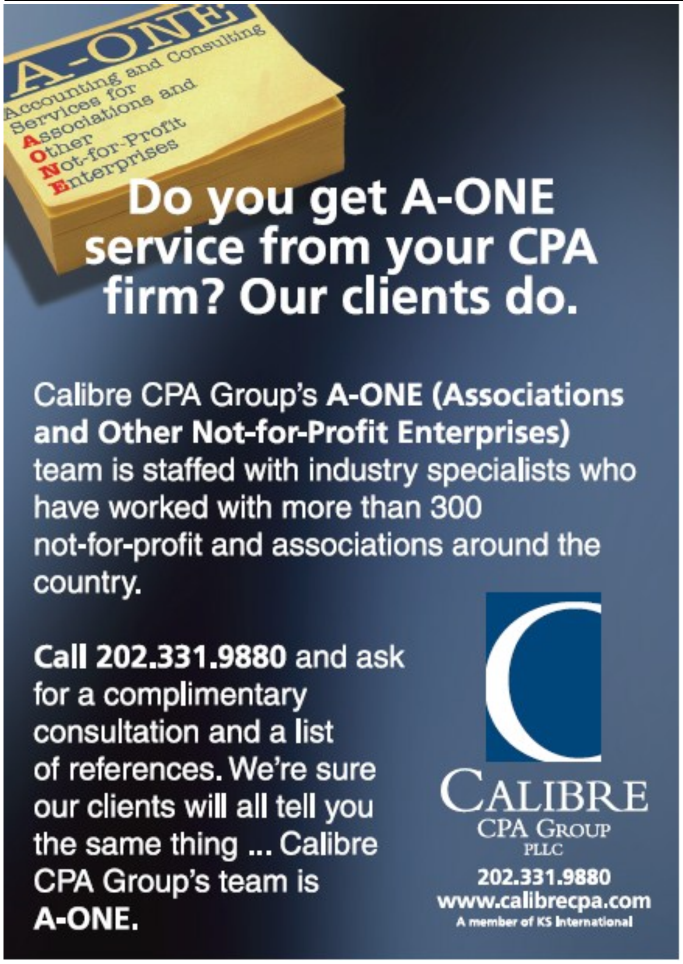
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