

The background of the slide is a golden-yellow color with a dense, repeating pattern of various currency symbols (dollar, euro, pound, yen) in a 3D, embossed style. The symbols are arranged in a way that they appear to be floating or overlapping, creating a textured, metallic effect.

# Fundraising Friday

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Building Better Relationships  
between Development and  
Accounting  
February 4, 2022

A vertical decorative bar on the left side of the slide, featuring a golden-yellow background with various 3D-rendered financial symbols such as the dollar sign (\$), pound sign (£), yen sign (¥), and Euro sign (€).

# Building Better Relationships

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- Welcome and Introduction
- Considerations to work together better
- Your Experiences
- Questions and follow-up

# What can cause conflict?

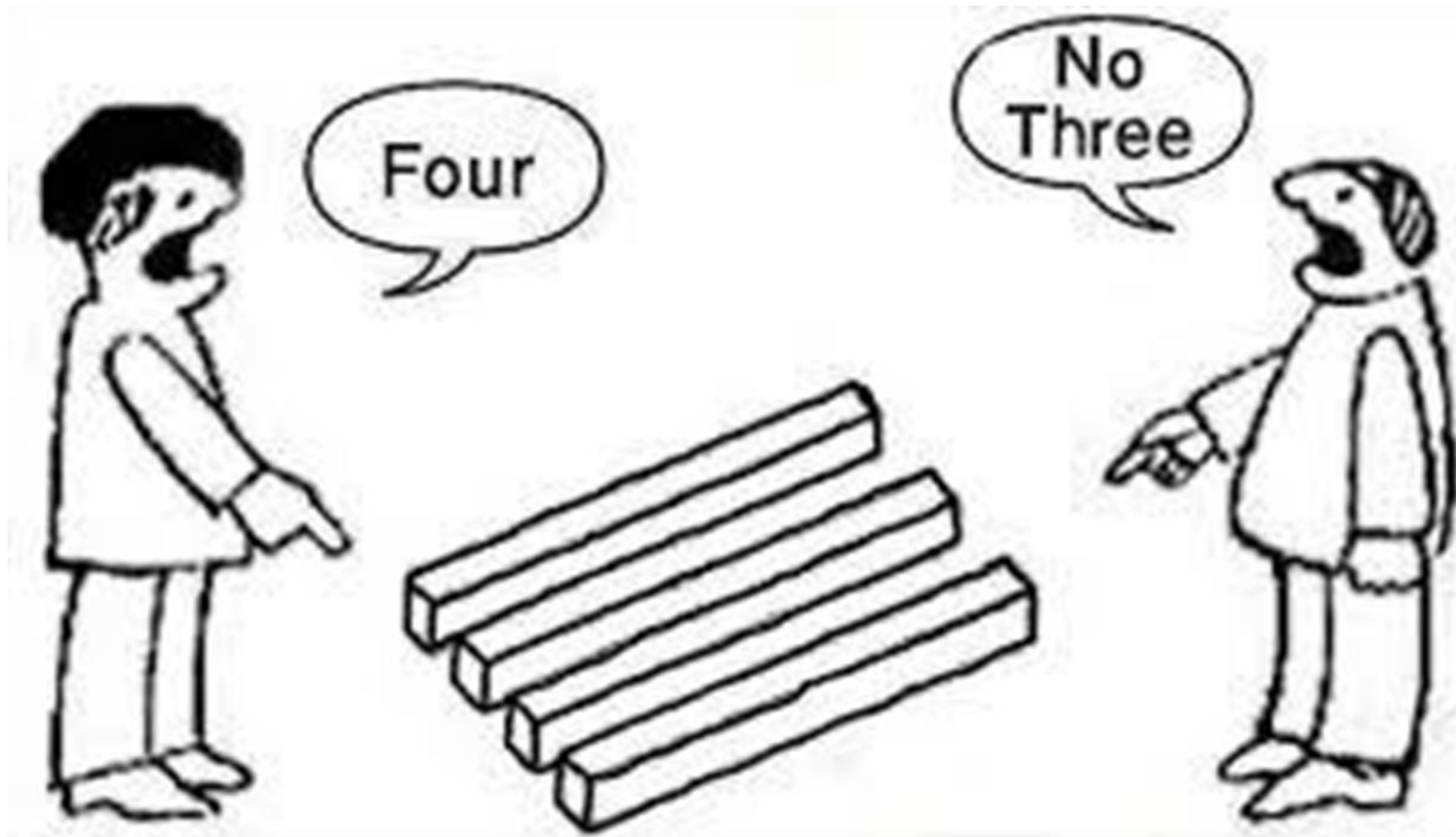
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# Perspectives

## Accounting vs. Development

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# Perceived Differences

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- Detailed vs. Relational
- Extrovert vs. Introvert
- Rules and systems vs. “flying by the seat of your pants”
- Service minded vs. “my way or the highway”
- Others?





# What we have in common

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- Same Team
- Same Mission
- Numbers oriented
- Want to do a good job
- Under Pressure (Time, WFH, Family, Covid)
- Goal driven
- Prefer Unrestricted Funds
- Value encouragement and appreciation



# Major Considerations

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- Cash or Accrual Basis
- GAAP and Non-GAAP items
- Level of Detail
  - Account
  - Program
  - Grant Specific
- Compliance Issues
  - Pledges, Restrictions, Raffles, Sales Tax



# Accounting Professionals wear many hats

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- Accounting
- Paying bills
- Collecting money
- Processing Payroll
- Managing Risk
- Dealing with auditors



# What Accounting needs from Development

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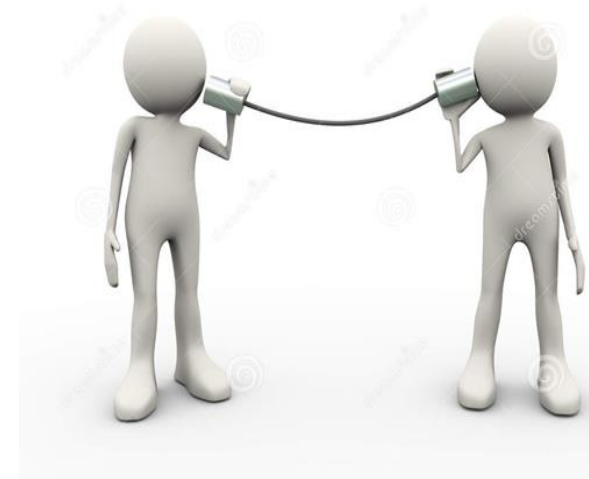
- Early communication
  - Accounting is an estimated lagging indicator
- Accurate and consistent data
  - Names, addresses, amounts
- Timeliness
  - Compliance-Acknowledgments, Raffles, Auctions
  - Pledge valuations
- Encouragement



# What Development needs from Accounting

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- Meaningful reports
  - Timely
  - Accurate
  - Relevant
  - Metrics
- Partner in the mission
- Appreciation
- Other?



# Winning Strategy

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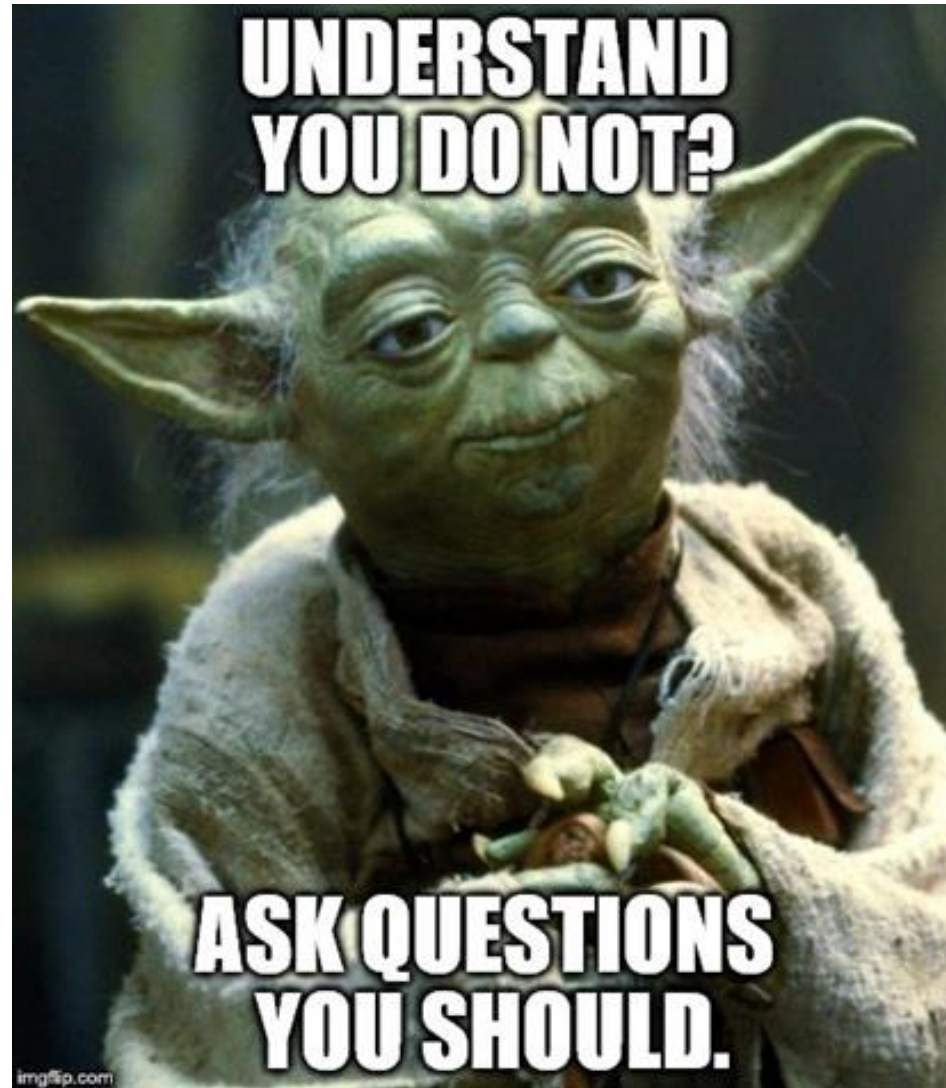
- Both are essential
- Go first
- Have patience, ask questions
- Celebrate wins
- Frequent meetings
- Communicate often











# Contact Information

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- Rick Dahlseid, MST, CPA



- [Rick@PBOAdvisory.com](mailto:Rick@PBOAdvisory.com)
- 858.935.4855
- [linkedin.com/in/rick-dahlseid](https://www.linkedin.com/in/rick-dahlseid)