

KPIs for NFPs

Understand, Sustain and Grow

by
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calxa 
Business Insights. Automated.

Agenda

- Why KPIs?
- Financial KPIs
- Operational KPIs
- Cashflow KPIs
- Calxa – connecting the dots

01

**What do you
need KPIs for?**

They're a shortcut

1. Strategic Planning

- Are we achieving our objectives?

2. Governance

- Are we compliant?

3. Accountability

- Are we doing what we said?

4. Fundraising

- What do our funders need?

02

Spreadsheet Best Practices

KPIs in Spreadsheets

1. Export Accounts

- Export report to Excel

2. Combine Budgets

- Export from accounting system
- Link to Excel budget

3. Sort Rows

- Add a sorting column
- Remove rows not needed

4. Summarise

- Group by sorting column
- Add subtotals

03

Operational KPIs

Measuring Operations

1. Membership



2. Member Churn



3. Wages to Income



4. Admin to Revenue



04

Financial KPIs

Managing Finance

1. Debtor Days



2. Self-created Funds



3. Unit Costs



4. Net Equity Position



05

Cashflow KPIs

Managing Cashflow

1. Cash Balance



2. Days Cash Reserves



3. Working Capital



4. Creditor Days

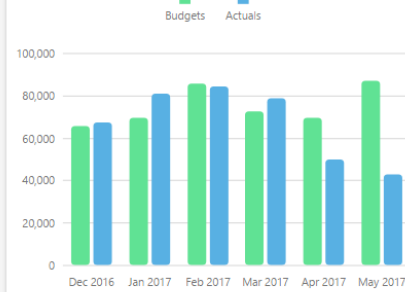
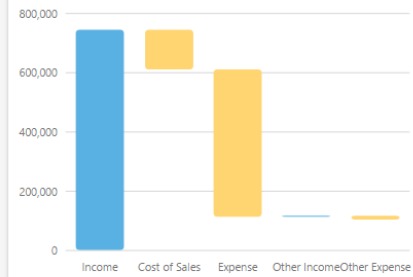
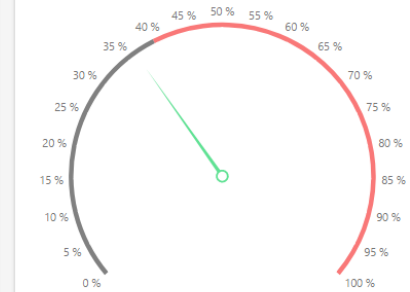


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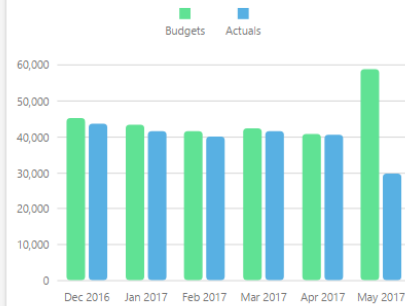
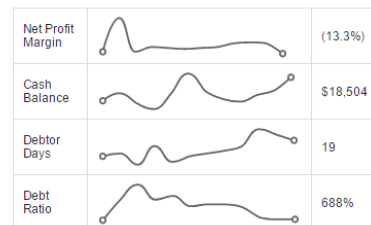
**Learn more
about Calxa**

Calxa

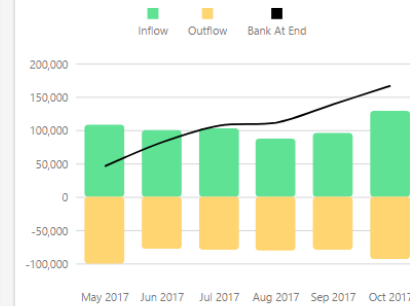
Monthly Income

YTD Net Profit
Jul 2016 - Apr 2017YTD Wages to Turnover
Jul 2016 - Apr 2017

Monthly Expenses

Key Performance Indicators
May 2016 - Apr 2017

Cashflow Forecast Chart



What's Next?

1. Donation



2. Free Trial



3. NFP Discount





“ Brilliant software, makes NFP
bookkeeping a lot easier.
Staff are happy, and we can
easily get Australian based
support when we need it. ”

Mark Jennings, Investing in our Youth, WA

KPIs for NFPs

Happy Reporting!

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