

NonProfit Financial Managers

Volume Eleven, Number Four

For more information, contact Mitzi Fennel at 617-547-9861, x235 or Doug Kline at 617-868-5050, x202

Mark your calendars now...

All of our meetings take place on the last Tuesday of each month. Upcoming dates are:

January 27, 2004

The Impact of the Sarbanes-Oxley Act for Nonprofits

February 24, 2004

To Be Determined

Job Openings...

The NonProfit Financial Managers group keeps a book of job listings in the nonprofit financial/administrative field. The book is brought to monthly meetings. You can also use this space to list job openings. Contact David Richardson at 617-558-8112 or e-mail drichardson@templemanuel.com

VP of Finance and Operations

Conservation Law Foundation (CLF), 62 Summer Street, Boston, MA 02110. Contact by mail Marisa P. Carter, Human Resources Coordinator. Email is mcarter@clf.org

Cancellations/Snow Days

Meeting cancellations due to snow or other emergencies will be posted on the NPFM listserv at npfm@topica.com. You can also call United South End Settlements on the day of the meeting at 617-536-8610.

The Next Meeting

Topic: The Impact of the Sarbanes-Oxley Act on Nonprofits

Date: Tuesday, January 27, 2004

**Location: United South End Settlements
566 Columbus Ave., Boston**

Time: 12:00 PM – 1:30 PM

At our next meeting, Larry Ladd from the audit firm of Grant Thornton will provide an informative presentation on the potential impact of the Sarbanes Oxley Act on nonprofit organizations. Larry's presentation will provide an overview of the requirements imposed on certain for-profit corporations as a result of Sarbanes Oxley, and what repercussions we, as nonprofit financial managers might expect as a result of possible future legislative action for nonprofit compliance.

Recap of December Meeting

Banking Services for Nonprofits

Representatives from three banks, Fleet, Wainwright, and Citizens, made presentations to the group about their respective banks and the types of services and products that they offer to customer, particularly to non-profit agencies. They discussed: 1) How non-profits can best use the services offered by their bank; 2) What are the services offered by their bank; and 3) Are philanthropic dollars available for local non-

profits and do customer get priority? They also talked about services such as cash management, fees and returns, line of credit, on-line banking, credit cards, account analysis, and merchant accounts.

Nora Bloch, Vice-president for Community Development Lending, from Wainwright Bank, spoke first. Wainwright Bank specializes in serving the non-profit sector. Part of the bank's core mission is to be socially responsible. As a smaller, independent bank, Wainwright specializes in personalized assistance. Wainwright donates 3% of net profits annually (about \$100,000) to local non-profits. In addition to making donations, the bank provides technical assistance and training to help non-profits become financially literate and empowered.

James Clark, Vice-President of the Healthcare and NonProfit Group, at Citizen's Bank, spoke next. Citizens Bank of Massachusetts is part of the Citizens group which is owned by the Royal Bank of Scotland. Citizens of Massachusetts tries to tailor its services and message to the local community and tries to treat their customers as a small bank would, even though they are part of a much larger group. The Healthcare and NonProfit Group works with the healthcare, human service, and education industries. Citizens currently has the best credit rating of any bank in the U.S. Just three loan officers can approve a loan of up to \$10 million. Citizens gives 1% of its pretax profits to charities, to customers and non-customers alike. However, only organizations that serve the local community are eligible. Citizens focuses on providing good customer service and personalized, local attention.

Andre Monestime, Vice President for Business Development, from Fleet Bank, presented last. Fleet focuses on commercial lending and services to community customers. Fleet uses a team concept in working with customers and asks that its employee devote 2 days per year to community work or projects. The Fleet Foundation gives \$8 million annually to Massachusetts's charities, with \$4 to \$5 million going to the Met-

ropolitan Boston area. Fleet's charitable giving focuses on four main areas: economic development, youth development, public education, and arts and culture. The question was raised about what will happen to Fleet's giving policy after the merger with Bank of America takes place. Andre stated that Fleet is committed to giving \$25million for nine (9) states in 2004 (the amount for Metro Boston will remain the same) and that the Bank of America has a good reputation for charitable giving. The merger will take place in April.

A question and answer period followed. Wainwright will help organizations set up and website to accept donations at no cost. The question was raised about the availability of lines of credit for non-profits, necessary at times to meet cash flow needs. Wainwright makes lines of credit readily available to non-profits because they recognize the need to bridge receivables gaps at times. Citizens will evaluate the agency's short-term receivables to determine whether or not to approve a line. Generally, it was agreed that most banks offer similar products and services at similar costs. Customer service is key and word of mouth is important when choosing a bank. You are entering a partnership with your bank and you need to evaluate who will give you the best-personalized service.

NPFM Membership Information

The annual membership fee of \$100 covers monthly mailing and other operating expenses and covers the period from September to August of each year. A part-year membership for \$60 is offered for those joining after January 1st, and covers membership through August. Students are welcome to join at any time at a rate of \$25.

In addition to attendance at monthly meetings, members receive a monthly newsletter and participation in the NPFM e-mail forum. Lunch is provided for all attendees at meetings. There is a \$12 meeting fee for non-members.

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