



## Club Success Story



**BOYS & GIRLS CLUBS**  
OF METRO ATLANTA

### Club

Boys and Girls Club of Metro Atlanta  
www.bgcma.org

### Why JMT Consulting?

- Specific knowledge of Boys and Girls Club's operational and reporting needs
- Expert product knowledge
- Strong support system and accessibility

## Boys and Girls Club of Metro Atlanta Finds Stability and Success Working with JMT Consulting

Managing 21 local Boys and Girls Clubs is challenging enough for the Boys and Girls Club of Metro Atlanta without adding the complexity of an accounting system that is not user friendly nor able to produce necessary reports. The Boys and Girls Club of Metro Atlanta helps its 21 chapters, among the largest in the country, with strategic programming, fundraising, marketing, financial and technology support.

In order to be as operationally sophisticated as their clubs, Metro Atlanta's CFO, John Hurlburt knew that it was time to replace their out-of-date American Fundware program. "We knew a conversion at any time would be painful, so we wanted to delay it as much as possible," said John. "We needed an easier way to produce reports, the ability to share information and to establish a sophisticated chart of accounts that allowed for P&L reporting by program."

Metro Atlanta's 21 clubs are grouped into five regions, before being rolled up into Metro Atlanta. Being able to report on clubs by region, by program, by fund

and by locale was imperative. After meeting JMT Consulting's president, Jacqueline Tiso, at the annual Boys and Girls Club Technology Conference and seeing a demonstration of the MIP software, John felt confident that, "1. We would not lose anything; 2. It was time to redesign our chart of accounts to yield better reporting; and 3. That help was available with JMT Consulting for the conversion."

"It was evident that Jacki has tremendous knowledge about the software and working with Boys and Girls Clubs. She understood our reporting needs and concerns. Additionally, when we met with other members of JMT's team, we were as equally as impressed. Software alone is not good enough," said John. "There must be good support behind it."

John continued his due diligence and talked with other Boys and Girls Clubs about JMT Consulting and MIP software, both came back with high recommendations.

Once the software was installed and the implementation began, John utilized

### Key Challenges

- Detailed reporting
- Easy dissemination of information
- Comprehensive budget management

### Business Impact of MIP

- Redesigned chart of accounts allows for more defined tracking
- Reduction in paper and inefficiencies with Executive View
- Report writing is simplified

*“The more time that I spent with JMT Consulting, the more comfortable I felt doing business with them.”*

*– John Hurlburt, CFO  
Boys and Girls Club  
of Metro Atlanta*

the JMT Consulting team to assist with the creation of the new chart of accounts. John developed a mapping schema to lay the foundation for this process. With this new account structure in place, Metro Atlanta is able to pull P&Ls based on a wide variety of criteria, including individual programs. Having this data at the program level makes it easier to evaluate programs at each chapter. The chart of accounts also is structured so the three types of funds – operational, endowment and capital – are tracked correctly.

Now that there was good data in the system, the next step was to find a low-cost way to easily disseminate the information. “We are able to email financial reports out and using Executive View, recipients can drill-down to the transaction level to see what makes up that number. This has cut down on printed reports as well as phone calls that have to do with explaining how a number was arrived at, thus making our staff more efficient,” said John.

The future has much in store for Metro Atlanta. “We plan to implement the Fixed Assets module to manage more than \$50 million worth of assets. And we plan to use JMT to help with this. Their experience and accessibility is a real benefit for us,” said John.

“We wanted a system that was sophisticated, not burdensome, which MIP gave us. JMT’s group of accountants, technology people and fund experts gave us the tools and experience we needed for a successful implementation,” said John.



### **About JMT Consulting**

Since 1991 JMT Consulting Group has worked exclusively with non-profit organizations. This focus, coupled with our team’s expert sector knowledge, benefits clients as we have a full understanding of the specific needs of non-profits. During our up-front process analysis, we take the time to understand an organization’s needs and where they can benefit from a new system before a recommendation is made. We build long-term relationships and our clients know we will be there for their on-going system needs. In the last year, JMT Consulting Group has been recognized by Best Software as a President’s Club member, an elite distinction given based on outstanding levels of sales and service. Additionally, *Accounting Today* recognized JMT Consulting Group as a Technology Pacesetter. Visit us on the web: [www.JMTconsulting.com](http://www.JMTconsulting.com).



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