



# Monthly GMS Newsletter

March 2019

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## GMS Accounting Summit 2019 Which Sessions Will You Attend?

This year we have new sessions and new speakers for you to enjoy. Here is a sampling of what will be offered.

Our keynote speaker to open our 34th annual conference will be Chuck Gallagher. His powerful presentation of *“Every Choice Has a Consequence - Why People Stray Off the Straight and Narrow & How to Get Them Back on Track”* delivers an unforgettable message based on his own unethical decisions and the consequences that followed. You will not only realize the impact of the choices you make, but also gain

an understanding of how to use ethics and integrity to create success on a personal and professional level. Chuck will also close the day on Monday with *"Effective Communication – What's Your Strong Suit?"* This is a fun interactive session that connects the dots between our natural personality profiles and our methods of communication.

Jason Brooks, CPA, returns to present his popular *Introduction to Indirect Costs* and *Design and Implementation of Internal Controls* sessions plus a new session on *Non-Profit Financial Reporting ASC 2016-14* a course that will provide nonprofit organizations with information essential to preparing financial statements in accordance with ASC No. 2016-14.

Idris Johnson from Clockwise, accompanied by Sue Petersen from IMPACT, will introduce *The IMPACT and The Clockwise* to help you with your payroll processes and discuss best practices from a user's standpoint.

Dr. Amanda Andrade joins us to present *Building the Best Culture for Your Organization*. This session will provide tools to help you and your team identify the culture that your organization is currently experiencing, the culture changes that your team desires and how you can work to identify the gaps and opportunities to work toward your optimal organizational environment.

Be sure to join us for the re-designed *GMS Town Hall and Grand Closing Session* where GMS staff will take the stage to answer questions that were submitted during the summit, plus you will have the opportunity to win great raffle prizes.

Additionally, you may schedule a one-on-one troubleshooting assistance and training appointment with a GMS Service & Support Specialist. This is a great low cost opportunity to get your special questions answered. Appointments are limited so please contact our Event Director, Robin Berseth at [robin@gmsactg.com](mailto:robin@gmsactg.com) to schedule your appointment. Appointments are broken down in 20 minute increments: 20 minutes = \$50, 40 minutes = \$75 and 60 minutes = \$100.

The New GMS Software Support Center is for you to try out any software and/or supplement that you've been curious about.

A full listing of all the sessions offered as well as their descriptions can be found on our website [HERE](#). We have also listed "Sessions to Consider" for specific needs in the categories of: General Accounting, New Accounting Software Users, Payroll and Accounts Payable. Please note that sessions are 60 - 90 minutes in length and will only be presented one time unless otherwise noted.

The full schedule with dates and times for the sessions may be found on the GMS website [HERE](#).

[Register Now](#)

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**Jason Brooks, CPA, to Present Sessions at Myrtle Beach Accounting Summit**

**Jason D. Brooks, CPA, is a partner with Watkins, Ward, and Stafford, PLLC. He graduated with a Bachelor of Accountancy degree from Mississippi State University. He is a Certified Public Accountant and member of the Mississippi Society of Certified Public Accountants and the American Institute of Certified Public Accountants.**

**Jason's practice is concentrated in providing auditing, accounting, cost allocation and tax services to grant funded nonprofit and governmental organizations that are subject to requirements of *Governmental Auditing Standards* and OMB Circular A-133, *Audits of States, Local Governments, and Nonprofit Organizations*. Jason has conducted training sessions for accounting personnel on these topics for various governmental and nonprofit organizations, including Mississippi Association of Community Action Agencies and GMS.**

**Following are the sessions he will be presenting.**

**An Introduction to Indirect Costs**

**Indirect cost is a complex and often misunderstood concept. By attending this session, you will gain a greater understanding of indirect costs and its application to grants and other programs in accordance with Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards. Attend this course on Tuesday, May 21, 9:00-10:30am.**

### **Design and Implementation of Internal Controls**

Internal control is a major part of managing an organization. It comprises the plans, methods, and procedures used to meet missions, goals, and objectives of an organization and the grants they administer. Internal control serves as the first line of defense in safeguarding assets and preventing and detecting errors and fraud. In short, internal control helps management achieve desired results through effective stewardship of public resources. The objective of this course is to provide the participant with the tools necessary to interpret basic internal controls, identify significant internal control risks, locate and implement compensating controls, and identify key internal controls and weaknesses. Attend this course on Tuesday, May 21, 1:30-2:30pm.

### **Non-Profit Financial Reporting ASC No. 2016-14**

This course will provide nonprofit organizations with information essential to preparing financial statements in accordance with ASC No. 2016-14. Learning objectives include: (1) effective dates; (2) changes to the statements of financial position, activities, and cash flows; (3) classification and reporting of net assets and related disclosures; and (4) recognition of contributions. Attend this course on Monday, May 20, 10:30am-12pm or Wednesday, May 22, 9:00am-10:30am.

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### ***ONE-ON-ONE APPOINTMENTS!***

Get the most value during your attendance at the summit and schedule a one-on-one appointment with one of our GMS Specialists. This is a great opportunity to sit down face to face to go over specific accounting issues related to cost allocation, month end, payroll, and accounts payable. This is the most cost effective and efficient way to get all of your questions answered by an experienced professional.

This year appointments are pre-scheduled in 20 minute blocks. These one-on-one appointments must be booked in advance and cannot run longer than the scheduled amount of time to allow our specialists adequate time to meet with their next appointment. These appointments are being offered on a limited basis so please schedule as soon as you can. Space is very limited!

*Appointments are broken down in 20 minute increments*



Earn CPE credits for your participation in the 2019 GMS Summits.

At the conclusion of the summit, please email

20 minutes = \$50  
40 minutes = \$75  
60 minutes = \$100

Contact GMS Event Director Robin Berseth at [robin@gmsactg.com](mailto:robin@gmsactg.com) to schedule your appointment.

Robin Berseth, GMS Event Director  
at [robin@gmsactg.com](mailto:robin@gmsactg.com) to receive your CPE  
Credit Letter.

## EMAIL SOLUTIONS



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Elberta Phillips, long time Fiscal Officer for Golden Triangle Planning & Development District, Inc. in Starkville, MS retired on January 31, 2019.

Wanda Bidwell, IT Manager at Oswego County Opportunities in Fulton, NY is retiring at the end of March after 32 years of employment.

Enjoy your retirement, ladies! We will miss you!



### **RLSS SUMMIT IN MYRTLE BEACH**

**Are you new to operating the GMS Revolving Loan Software (RLSS) and want to be trained by a professional? Do you wish to become familiar with new additions to the software since you were originally trained? Or maybe you just need a refresher course in best practices in managing your loans? If you answered yes to any of these questions, then attending the GMS-RLSS Summit in Myrtle Beach, SC should be on your calendar. This RLSS Summit is a 1.5 day conference to be held May 23-24, 2019 at the Marriott Myrtle Beach Resort and Spa at Grand Dunes.**

**During this Summit, all aspects of the GMS-RLSS software will be covered. You will learn how to enter and edit Loan Master Files; enter Loan Activity and how to correct any errors and/or change dates and notes; set up new codes; different ways to prepare Amortization Schedules; which Reports are best used for different circumstances; and how the many RLSS Features and Supplements can make your life easier and save you time. New tips and techniques will be presented along with how to operate in a more paperless environment. Interact with Loan Officers, Executive Directors, Finance Managers and other Administrative Staff from non-profits and governmental agencies regarding how they maintain their loans and possibly learn about other sources of loan funding available. Listen to how to better interact with your Board from guest speaker Ken Pearson. Be sure to bring your laptop as time will be allotted to practice all that you've learned so you go home confident in using your new or updated skills.**

**Beautiful Myrtle Beach awaits you! [Register here.](#)**

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## **Loan Committee Tactics for More Yes and Less Stress!**



***Loan Committee Tactics for More Yes and Less Stress!* will be presented by guest speaker Ken Pearson during our RLSS Summit in Myrtle Beach. This compelling session is not to be missed if you manage loans.**

**During this session, Ken will focus on how loan staff can educate and manage their loan committee members into making confident decisions based upon integrating loan policy into the review, creating loan credit underwriting benchmarks, and encouraging an environment of calculated risk taking.**

**Ken Pearson is the Loan Fund Manager at Northwest Wisconsin Regional Planning Commission in Spooner, WI. He has been involved with small business and economic development since 2013. During this time, he has consulted with more than 100 businesses to start-up, expand or grow through his ability to help business owners and entrepreneurs map out a road to success through mission-focused business planning, marketing strategy and strategic visioning. During his first two years as Loan Fund Manager, he closed close to 80 loans within his 4 different loan programs and helped turn program losses into substantial profits for each fund.**

**Pearson earned his Bachelor's degree from University of Wisconsin-Superior and a Masters of Public Administration degree from Texas A&M University. He brings a vast working knowledge of strategy and development for private and nonprofit organizations. Pearson has held a variety of positions including volunteer and corporate recruiter, human resources representative, nonprofit board member, and media advertising and sales representative. Pearson has a strong passion to see small business owners achieve success through strategic goal setting, appropriate fund management, and connecting the right resources to help strengthen the small business economy. He developed this passion at a young age where he learned a lot about small business ownership trials and tribulations from his father who was a self-employed logger in the great Wisconsin Northwoods.**

Ken's presentation will take place Friday morning, May 24. Register for the Summit [here](#) to learn how you can get more loans approved by your committee.

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#### ATTENTION RLSS SUMMIT ATTENDEES!

All RLSS Summit Attendees should plan to bring a laptop with them as time will be allotted to practice what has been learned. You will be emailed instructions approximately two weeks before the Summit with instructions regarding how to download and install the RLSS software and demo database on your laptop. You will also need to bring an external power source or plan to charge your laptop during lunch break as power outlets will not be available during the training sessions.

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We're excited to announce NEW training events have been added to our schedule for 2019!

Registration is now open for all TEN events! We anticipate all "in-person" events will sell out, so please register as soon as you are able. Space is limited.

## **ANNUAL SUMMITS**

The GMS Annual Summits are known to be the best learning opportunity for both GMS Accounting and GMS RLSS clients. The most topics in one location, the best instructors and the greatest attendees!

### **[GMS Accounting Summit 2019](#)**

The 34th Annual Financial Management Conference for Nonprofits

May 19 - 22, 2019

Marriott Myrtle Beach Resort and Spa at Grand Dunes

Myrtle Beach, South Carolina

### **[GMS RLSS Summit 2019](#)**

May 23 - 24, 2019

Marriott Myrtle Beach Resort and Spa at Grand Dunes

Myrtle Beach, South Carolina

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## **[GMS ROAD SHOW](#)**

GMS is going on the road in 2019 to bring intensive training on our top subjects! Join us in March at our first stop in Charlotte, North Carolina, where we will offer training on Cost Allocation. In August we will be rolling up to our next stop in the always fun and lively San Antonio, Texas, for Year End training. Then the last stop on our Road Show Tour will roll around in October and find us in the always beautiful and sunny St. Pete Beach, Florida for a trifecta of training on Payroll, Accounts Payable and W2's. Join us at more than 1 stop and receive great discounts!

>>>Stop #1: Charlotte, NC - March 14, 2019 <<< SOLD OUT!

Stop #2: San Antonio, TX - August 8, 2019

Stop #3: St. Pete Beach, FL - October 10, 2019

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## [GMS WEBINARS](#)

GMS webinars are designed to train attendees on specific functions within the GMS Accounting and Revolving Loan Servicing Systems. Presenters walk through tasks, and highlight features that help give you the confidence needed to complete assignments easily and efficiently.

### [Importing Options](#)

GMS - Accounting

Wednesday, April 24, 2019

### [Month End Basics](#)

GMS - Accounting

Wednesday, June 19, 2019

### [Audit Preparation Tools](#)

GMS - Accounting

Wednesday, August 21, 2019

### [HR Law: Employees with Health Problems - Your Legal Obligations](#)

General Nonprofit Webinar

Wednesday, October 23, 2019

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In these times of budget cutbacks, everyone needs a feel-good story. This is a great story for everyone that manages employees. Kudos to you, Adam Lewis! You're truly an inspiration and someone we can all learn from. Read story [HERE](#)



**"After we repair your wazoo,  
I suggest you find a better tax guy."**