



# PERFECTING NONPROFIT FINANCE

With AI and Automation Tools

**YOUR  
PART-TIME  
CONTROLLER®**  
The **NONPROFIT** accounting specialists™

# ABOUT YPTC



Professional services firm specializing in nonprofit financial management



13 Regional Offices



Services include accounting, reporting, data visualization, and best practices



YPTC Anywhere®: Working remotely and from regional offices nationwide



2,000+ current clients  
800+ team members with a purpose



Over 3 decades of nonprofit expertise

# PRESENTERS



TERESA HENDERSON, CAE  
*Association Practice Leader*



EDWIN HARVEY, PHD  
*Director,  
AI Solutions & Training*



ALICIA EASTVOLD, CPA  
*Department Leader,  
Client Technology Solutions*



teresa.Henderson@yptc.com



edwin.harvey@yptc.com



alicia.eastvold@yptc.com



## GENERAL SENSE – HAS TO BE A BETTER WAY!

- Daily tasks that take up too much time
- Tools are available but not able to use it effectively
- Not sure where to begin

# LEARNING OBJECTIVES



## Define AI and Automation

- Distinguish between each and the strengths and weaknesses of each



## Prepare your organization to implement AI & Automation Tools

- Show how to get the best and intended outcomes for reporting and analysis from the tools



## Explore and evaluate select AI and automation tools

- Show how AI and automation tools are used by Associations

# 01

## AI VS. RPA

Working with AI

# AI IS AUTOMATION

## Robotic Process Automation (RPA)

Computers following rules written by people

-- *Search each member feedback submission for the words, “satisfied” or “happy”*

## Artificial Intelligence/Machine Learning (AI/ML)

Computers writing their own rules to resolve ambiguity in specific, narrow contexts

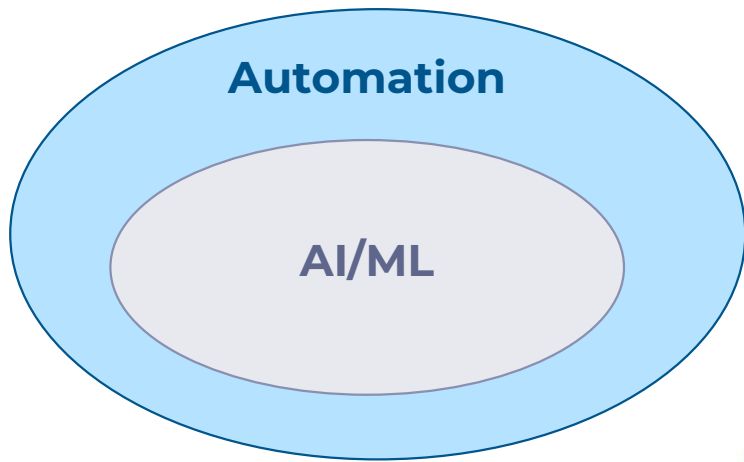
-- *Classify each member feedback submission as either “positive” or “negative”*

## Generative AI (GenAI)

Computers writing rules complex enough to resolve ambiguity in broad, general contexts

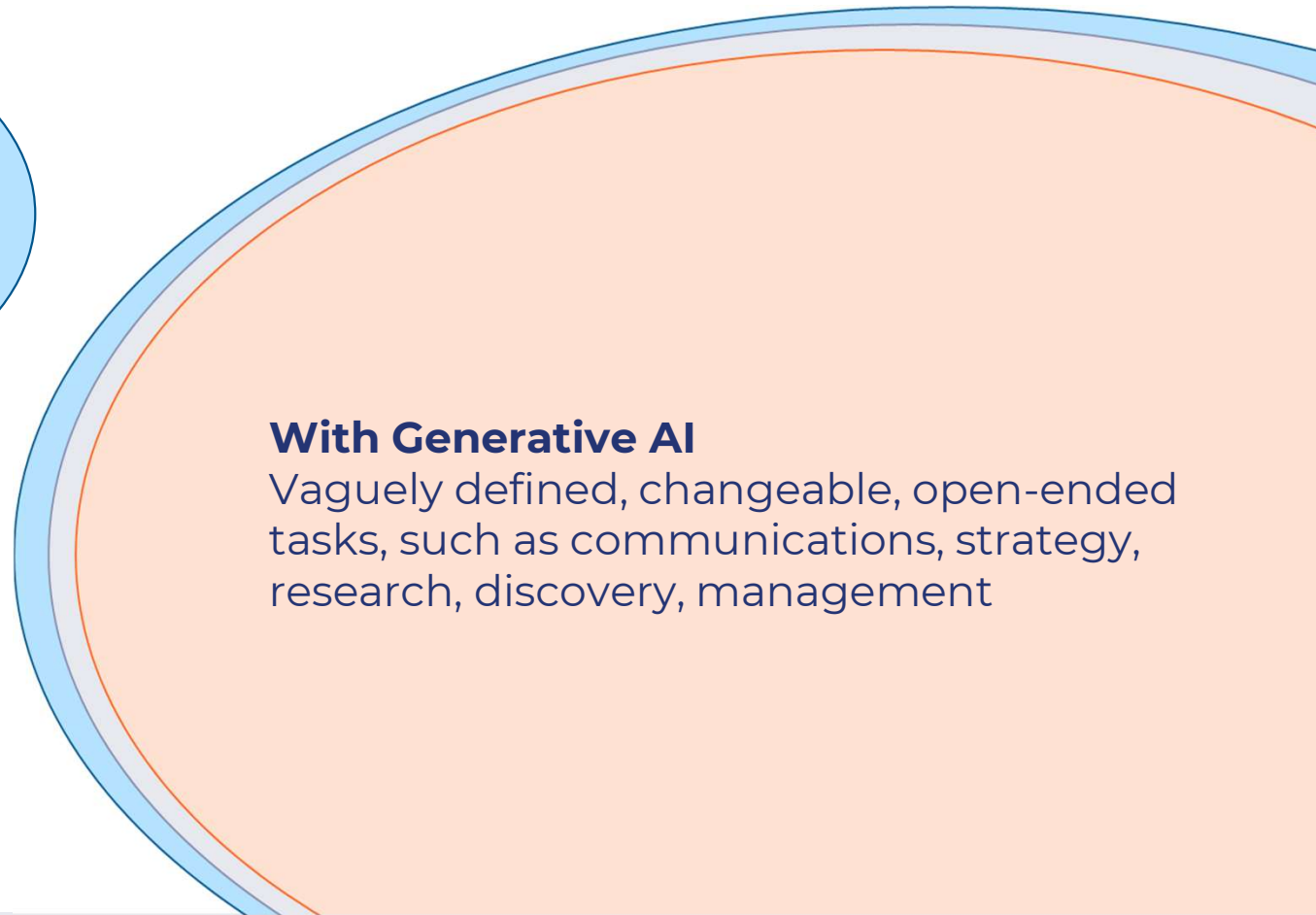
-- *Summarize the sentiment across all feedback submissions and recommend improvements to improve the member value proposition*

# GENERATIVE AI IS EXPANDING THE HORIZONS OF AUTOMATION



## Without generative AI

Narrowly defined, consistent, time-limited tasks



## With Generative AI

Vaguely defined, changeable, open-ended tasks, such as communications, strategy, research, discovery, management



# GENERATIVE AI, REASONING AI, AND AGENTIC AI

## Chat with GenAI



**YES**

“What’s a membership association?”

“Teach me to add and subtract.”

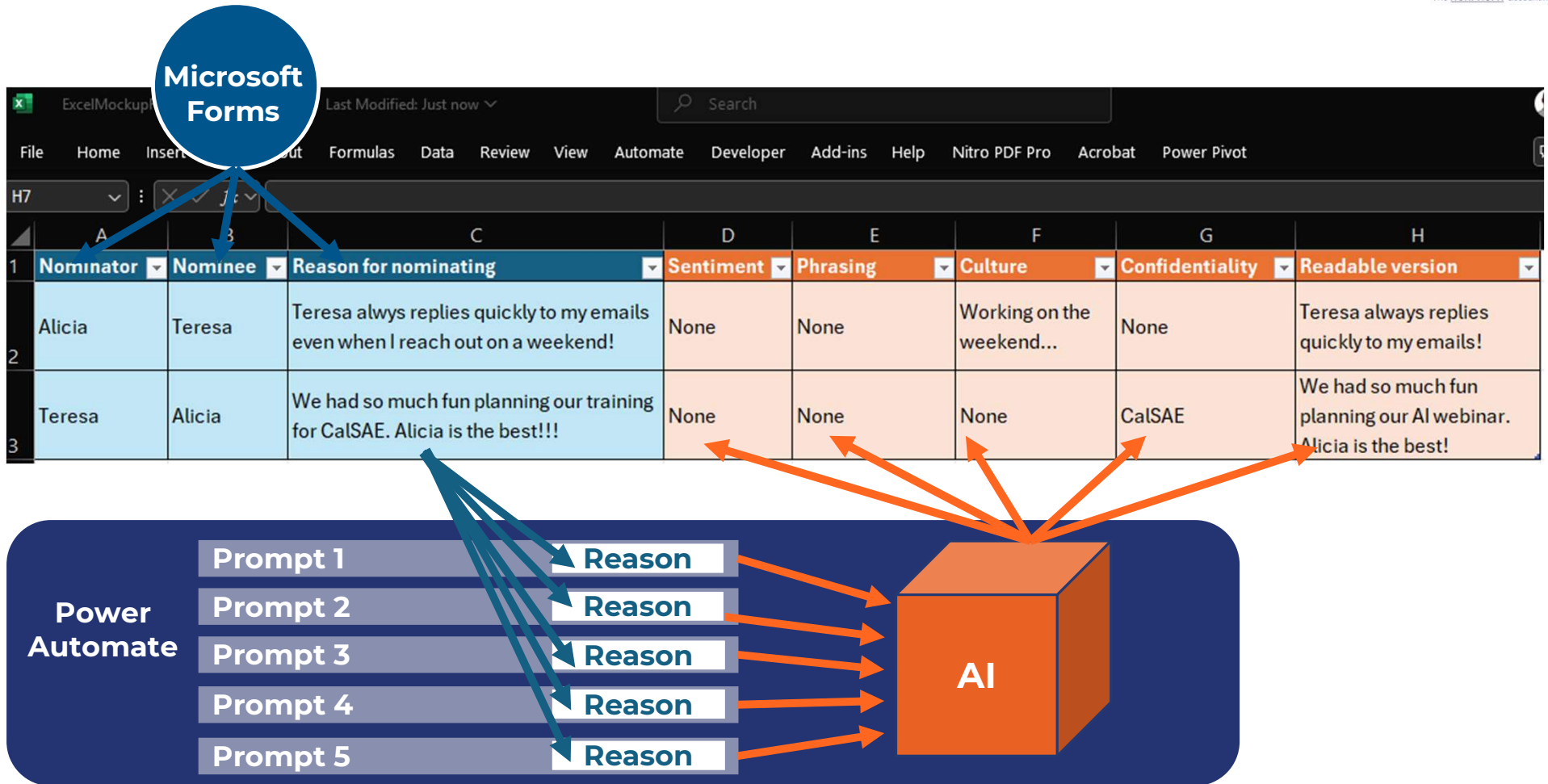
“What’s the weather like in April in Monterey?”

**NO**

“What was the weather in Monterey yesterday?”

“What’s 2+2?”

# CASE STUDY: AI AUGMENTING AN RPA



# CASE STUDY: AI AUGMENTING AN RPA

	A	B	C	D	E	F	G	H
1	Nominator	Nominee	Reason for nominating	Sentiment	Phrasing	Culture	Confidentiality	Readable version
2	Alicia	Teresa	Teresa always replies quickly to my emails even when I reach out on a weekend!	None	None	Working on the weekend...	None	Teresa always replies quickly to my emails!
3	Teresa	Alicia	We had so much fun planning our training for CalSAE. Alicia is the best!!!	None	None	None	CalSAE	We had so much fun planning our AI webinar. Alicia is the best!

Power  
Automate

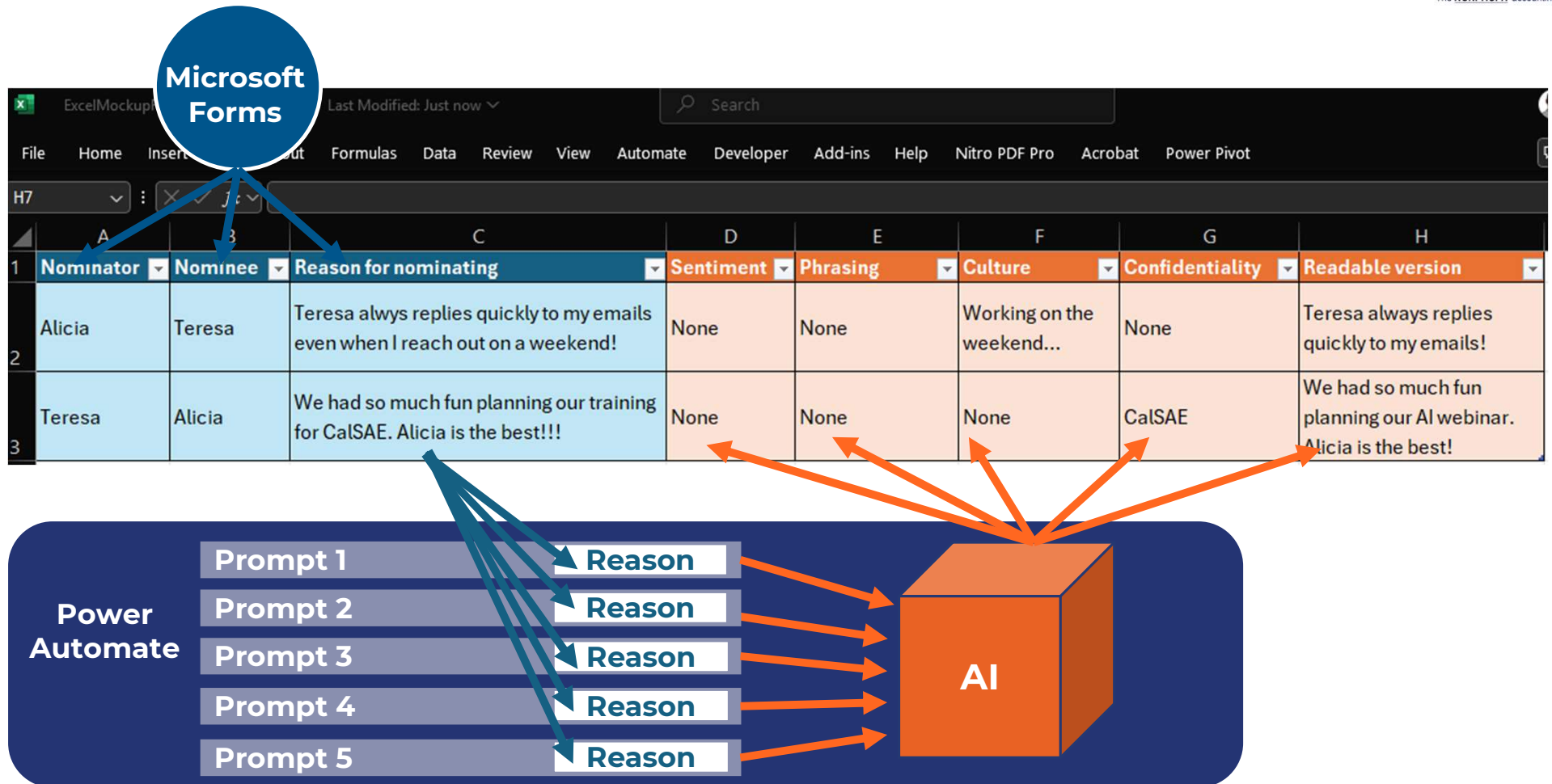
Does the text below refer by name to any organizations or companies other than YPTC (also known as Your Part-Time Controller)? If yes, respond with only a list of the names of the organizations or companies as written in the text. If no, reply only with **"None"**.

>>>

Here is the text:

LLM  
GPT-4o

# CASE STUDY: AI AUGMENTING AN RPA



# GENERATIVE AI, REASONING AI, AND AGENTIC AI

## Chat with GenAI



**HALLUCINATION**

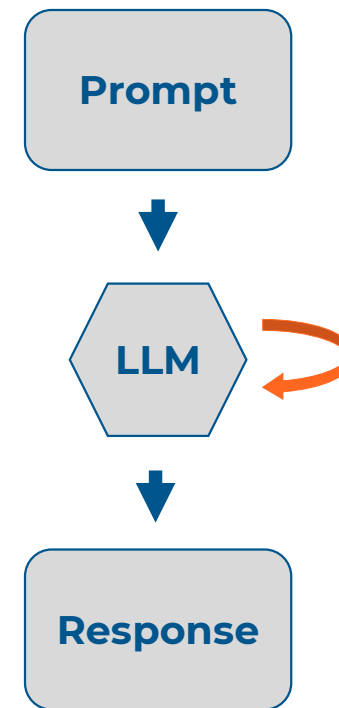
# GENERATIVE AI, **REASONING AI**, AND AGENTIC AI

## Chat with GenAI



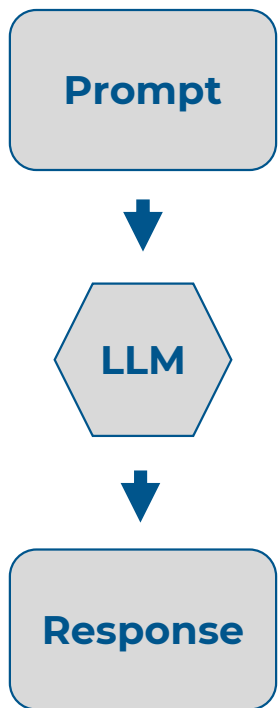
**HALLUCINATION**

## Chat with Reasoning AI

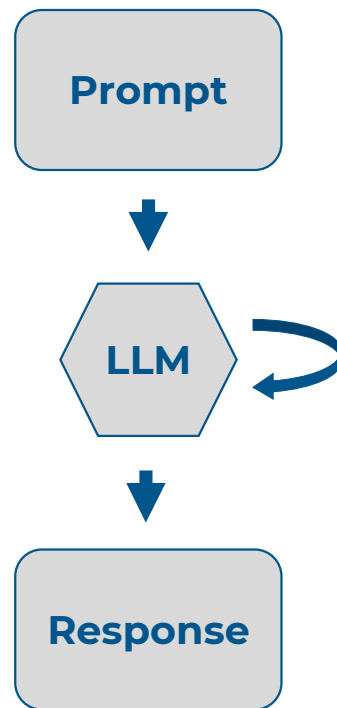


# GENERATIVE AI, REASONING AI, AND AGENTIC AI

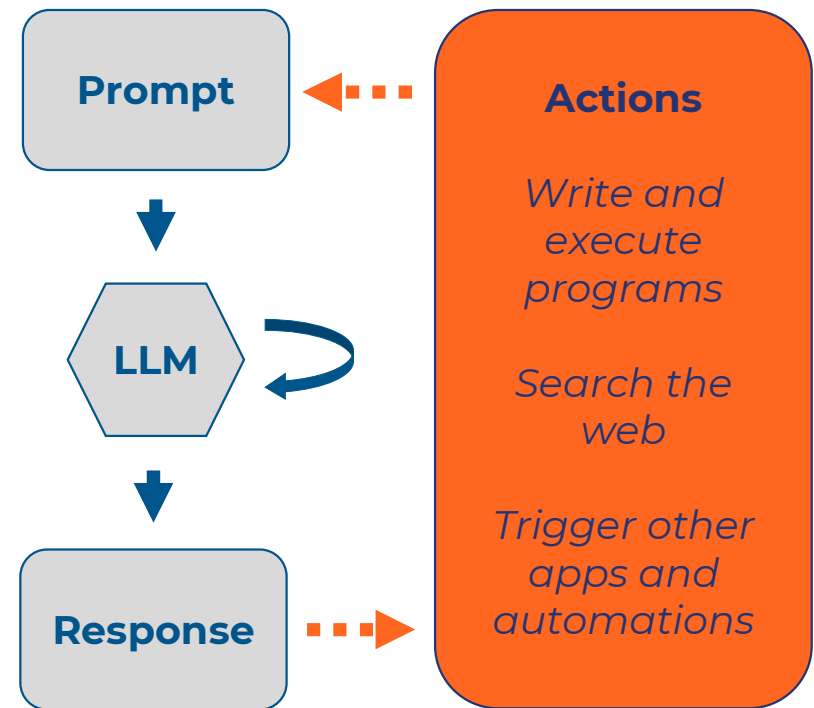
## Chat with GenAI



## Chat with Reasoning AI



## Agentic AI



# LEVERAGE RPA AND LEARN ABOUT AI



## **RPA is efficient and reliable**

Preparing for RPA prepares you for AI!

## **AI can augment RPA**

Eventually it will build and manage RPA,  
so learn everything you can about it!





# 02

## WHAT DOES IT TAKE TO AUTOMATE?

Preparing for Automation



**Does your system  
look like this?  
If so, you're not  
ready to automate.**

# READINESS TO AUTOMATE - YOUR DATA



**Is it GROUPED consistently?**



**Is it RECORDED consistently?**



**Are there CONSISTENT RULES around it?**

# REDINESS TO AUTOMATE - YOUR DATA

## A GOOD SYSTEM TO HOLD IT ALL

- Can you easily find what you're looking for?
- Does your system play nicely with other systems?



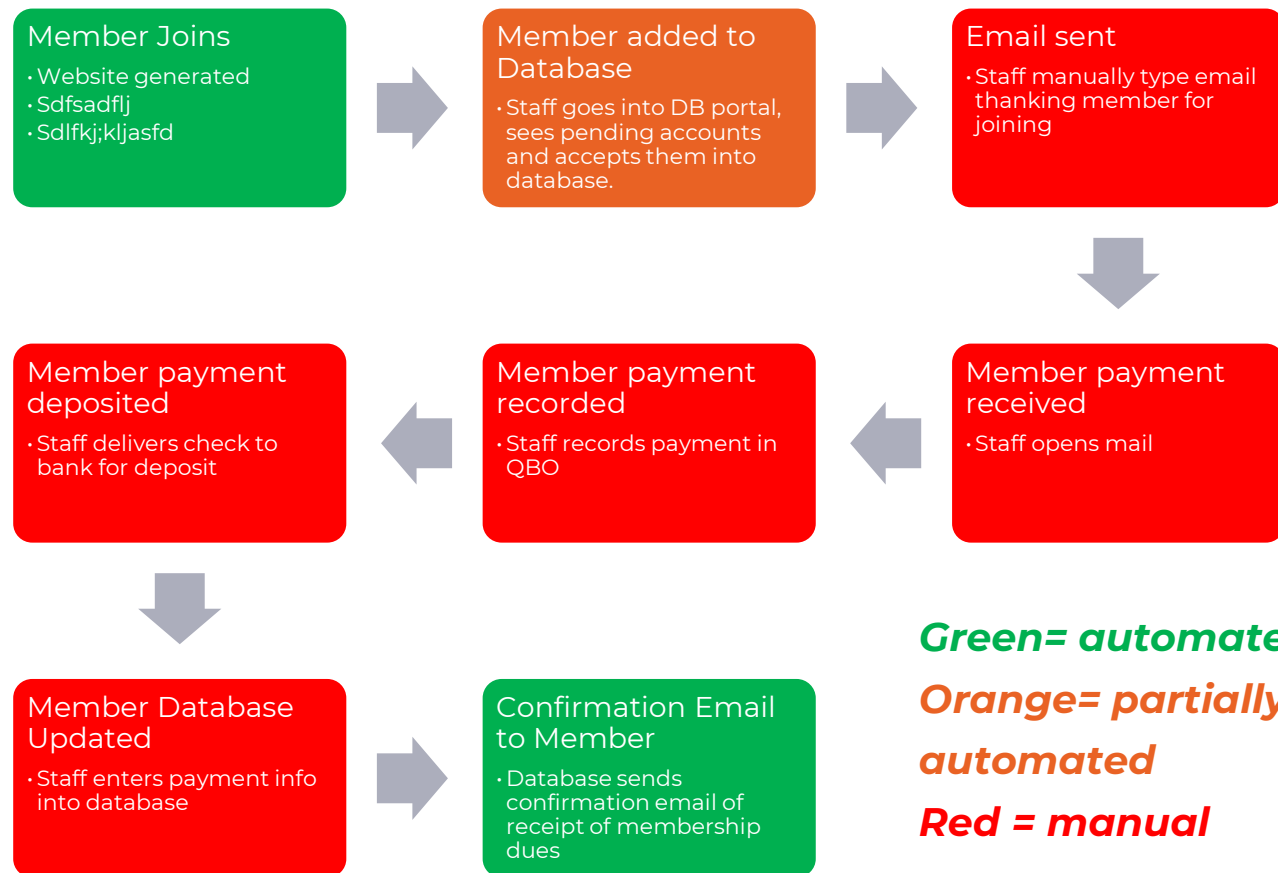
# REDINESS TO AUTOMATE - YOUR PROCESSES

## UNDERSTAND YOUR PROCESS

***You can only automate what  
you understand.***

# REDINESS TO AUTOMATE - YOUR PROCESSES

## Mapping Your Process



## DOES THE TASK NEED TO BE DONE AT ALL?

## WHAT IS THE LOAD OF THE TASK?

- Length of time
- Errors
- Consistent rules

## IS THERE VALUE TO HUMAN TOUCH?

# CAN'T AI JUST COME TO THE RESCUE?



# CHECKLIST FOR ASSESSING SYSTEMS



- **EXISTING SYSTEMS**

- Understanding all its functionality.

- **USERS**

- WHO will be doing the process?
- WHAT are their capabilities?

*What if they aren't there tomorrow? ("Win the Lottery Rule")*

- **RESOURCES and LIMITATIONS**

- Time
- Budget
- Security/regulatory requirements

# AUTOMATE

**NOW...  
FIGURE OUT WHAT  
YOU WANT TO  
AUTOMATE.**



## WHO CAN HELP YOU GET THERE?

- Figure out what TYPE of people you need to help you (And what their limitations will be)  
*Industry professionals, Tech professionals, Finance professionals, Vendors*
- Decide what level involvement you will need from them (help you decide? Help you implement?)

# 03

## WHAT DOES AUTOMATION LOOK LIKE?

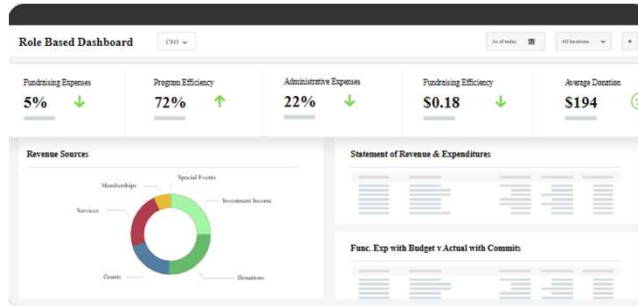
Preparing for Automation

# AUTOMATION IN EXISTING SYSTEMS

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Non-Profit Accounting Software | Xero

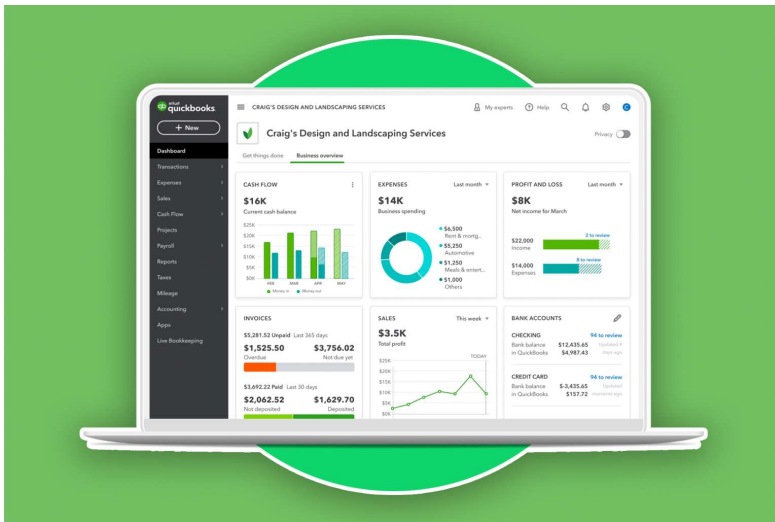


## Membership Database

Designed to handle robust membership types and complex renewal dues.

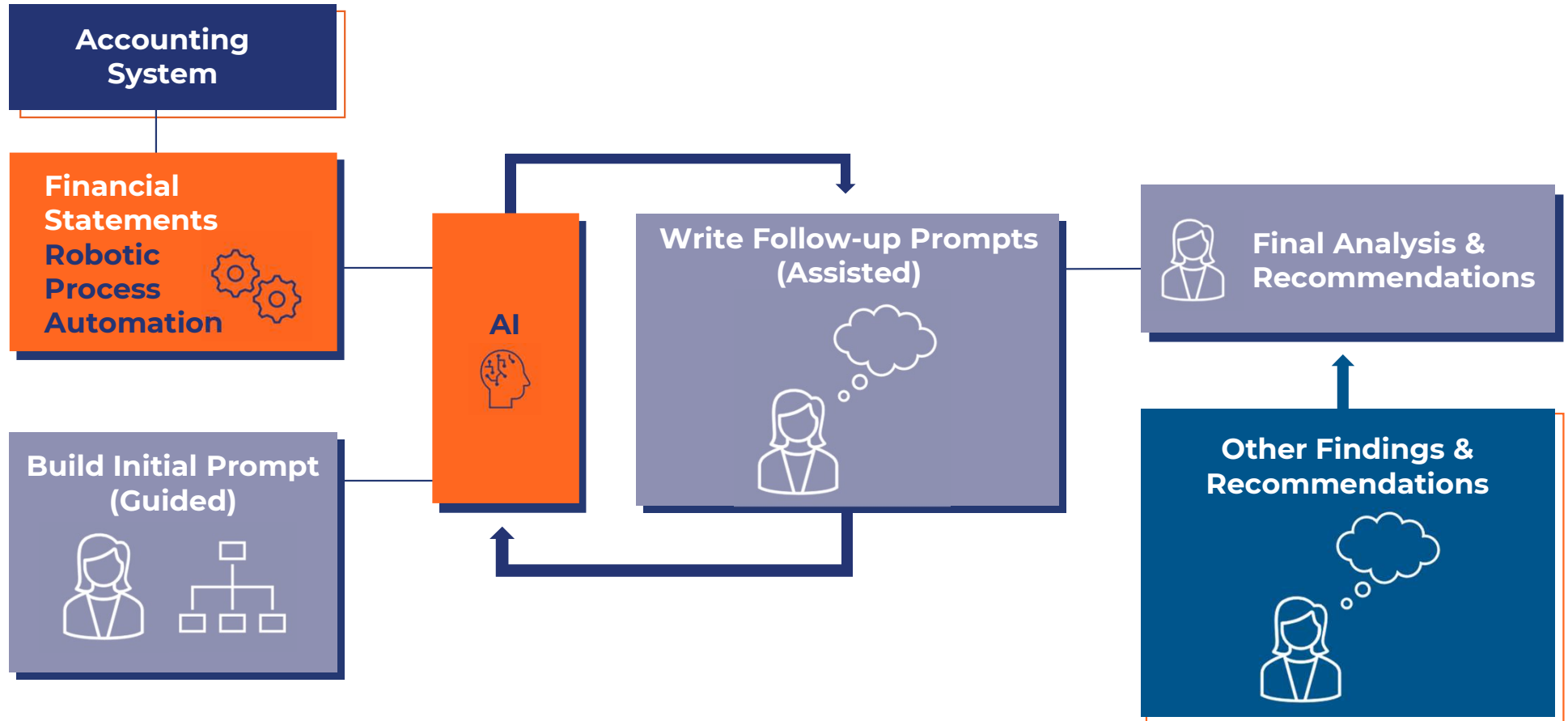


NAME	TYPE	STATUS	DATE
100% Club	Supplier Member	Current	10
123 Main Street	Supplier Member	Current	10
123 Simplicity Co.	Supplier Member	Current	10
24 Hour Protection Services	Supplier Member	Current	10
24 Hours & 7 Days SubCompany	Supplier Member	Current	10
ABC Company	Supplier Member	Current	10
ABC School	Supplier Member	Current	10
ABC American Milk Network Co.	Supplier Member	Current	10
ABC Company	Supplier Member	Current	10
American Road and Transportation Builders Association	Supplier Member	Current	10



**FinOptimal**  
Automate accruals  
directly in QuickBooks.

# CASE STUDY: FINANCIAL ANALYSIS





Understand AI & Automation

Understand your Processes

Understand the Tools



The ***NONPROFIT*** accounting specialists™

## CONTACT US



[hello@yptc.com](mailto:hello@yptc.com)



844.358.4023



[www.yptc.com](http://www.yptc.com)