

Barton County Community College

Board of Trustees Meeting

April 22, 2025

Barton uses Ellucian products for our Student Information System. Ellucian has various modules consisting of Finance, Enrollment, Financial Aid, Human Resources, and Advancement. There are also additional pieces of Ellucian software that are used for various other functions.

Unfortunately, the software provided by Ellucian does not meet the needs of our Foundation as it is designed on a sales platform, not a donor platform for non-profit organizations. The industry gold standard for donor CRM software is Raiser's Edge. The Foundation staff have researched options and visited with the other CC's in Kansas. In addition, Financial Edge is the sister system for non-profit fund accounting that integrates seamlessly with Raiser's Edge. Together, they will:

- Tie donor gifts to events, sponsorships, pledges, capital campaigns, and special projects in the donor side and in the financial side.
- Standardize our accounting to nonprofit industry standard by rebuilding our chart of accounts.
- Report on funds and budgets to staff for data-driven decision-making, to the board for governance, and to donors for stewardship. It also allows the Foundation staff to create their own reports.
- Will eliminate duplication of work for Foundation staff and the College's business office by having two systems that don't talk to each other.
- Identify potential donors and make recommendations for stewardship activities.
- Build an online giving platform that makes it easier for donors to give.

The software provided by Blackbaud includes Raiser's Edge NXT for donor CRM, event management, alumni membership, and online giving, capital campaign management, and more, and Financial Edge NXT for fund accounting, expense management, and fund reporting.

Our current CRM Advance software (Ellucian) is not built for donor stewardship, mainly recruitment. It isn't built with small non-profits in mind and requires extensive IT support. It is also more expensive than the Blackbaud software. There will be an overall savings to the College once this software is implemented as well as reduced labor by both the College and Foundation staff.

Recommendation – Approve Administration to approve the purchase of the Blackbaud Foundation Software package in the amount of \$184,250 (provides software until April 2029).