

# DASL

FAQ's and Answers  
August 20, 2024  
Presented by:  
NAIS & NBOA & CASE

## DASL Data Entry 2024-2025

- DASL Key Data Partnerships
- Benefits of Your DASL Data Entry
- Demo and FAQ's

# DASL Key Partnerships



- NAIS data partnership with NBOA in 2021  
– DASL|BIIS Financial Operations
- NAIS data partnership with CASE in 2022  
- DASL Advancement

Data collected have been agreed upon by all participating schools and associations.

Data quality: Financial Operations Data and Advancement Data questions are thoroughly checked by professionals and questions regarding Financial Operations or Advancement are answered by specialists in each field.

Reporting is available in DASL, BIIS, and reports from CASE

NAIS' DASL is a data platform across 40+ State, Regional and National associations. When entering DASL data you contribute to your participating associations.

All schools enter the Core data, which is shared by participating associations.

In addition, some associations have added questions for their members only. These are entered after the DASL Core or in a survey attachment to DASL.

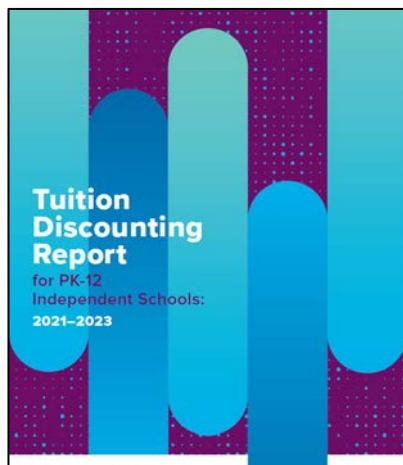
Note – the INDEX import covers part of the DASL Core and does not include any association questions. Be sure to allow time to complete DASL data entry.

- Highlight areas of opportunity for improvement and investment
- Inform strategic planning, set realistic goals and improve goal-setting accuracy
- Measure impact of strategic initiatives over time
- Create your own reports and dashboards in DASL
- Standards for Independent School data definitions, enabling easy conversations and comparisons

# Benefits of Your Data in DASL



## A Few Examples:



**2024 Facts at a Glance**  
Data Entry Year: 2023-24  
Comparison Group: All NAIS Member Schools

**PUBLISHED**

UNITED STATES COURT OF APPEALS  
FOR THE FOURTH CIRCUIT

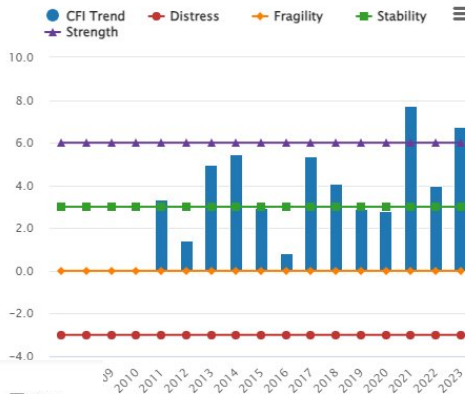
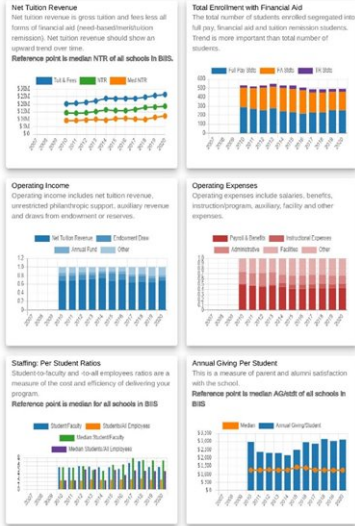
No. 23-1453

Protecting Nonprofit Status  
for Independent Schools

Customized DASL reports:  
benchmarking, trends, dashboards,  
access to all your association data,  
demographics and more.

# Benefits of Your Data in BIIS

## Income Statement



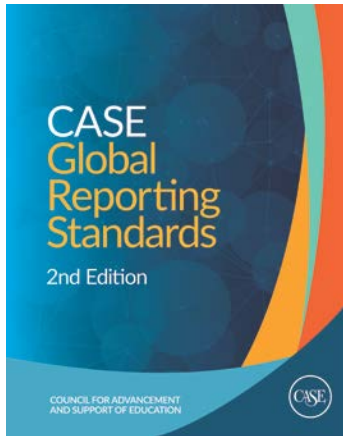
## TEST SCHOOL ACCOUNT#2 - Financial Sustainability Heat Map

Indicator	Minimum	Target	2022-2023	2021-2022	2020-2021	2019-2020
<b>BALANCED BUDGET</b> Is our school balancing the budget?	1.0	1.1	3.3	3.4	3.5	3.7
<b>LIQUIDITY RATIO</b> Does our school have financial flexibility?	2.7	4	3.9	4.1	4.1	4.4
<b>SUSTAINABILITY RATIO</b> Is our school on a path to financial sustainability?	0.6	1	1.1	1.2	1.1	1.2
<b>BALANCE SHEET GROWTH</b> Are we an advancing institution?	1%	5%	3%	3%	-	-
<b>NET TUITION REVENUE GROWTH</b> Are enrollment management and financial sustainability supporting each other?	1%	3%	4%	-2%	2%	-
<b>ANNUAL GIVING GROWTH</b> Does our community support the school and its priorities for the year?	1%	3%	0%	-1%	-4%	-
<b>EQUITY TO DEBT RATIO</b> Does our school have financial leverage?	0.6	2	3.6	4.3	4	3
<b>DEBT COVERAGE RATIO</b> Is our school meeting our bank required debt covenant?	1.25	1.3	2.31	3.94	0.64	379.55
<b>ENDOWMENT FLEXIBILITY RATIO</b> Are we good stewards of our permanent funds?	0.8	1.0	-	-	-	-
<b>ENDOWMENT SUPPORT RATIO</b> How large is our endowment in comparison to our annual expenses?	1%	17%	0%	0%	0%	0%
<b>TUITION DEPENDENCY</b> How dependent are we on tuition dollars to cover operating expenses?	80.2%	-	63.8%	64.1%	63.9%	65.7%

- Use data tools to get a comprehensive look at school's financial health
- Benchmark financial and operational data
- Understand and track financial indicators
- Communicate about school's financial health with school leaders
- Informs industry-wide research

<https://biis.nboa.org>

# Benefits of Your Data – CASE



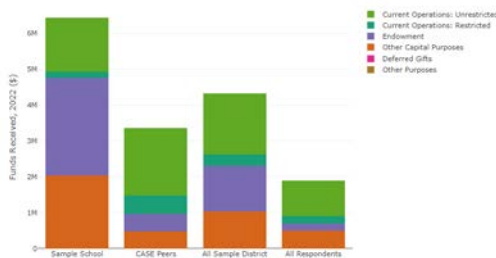
- Comprehensive, standardized advancement data aligned with the [CASE Global Reporting Standards](#)
- CASE Insights on Philanthropy in Independent Schools - annual [Key Findings](#)
- Summary Benchmarking Reports – interactive charts and key indicators with comparison data for your school and similar peers

## Summary Benchmarking Report

CASE Insights

Purposes of Funds Received

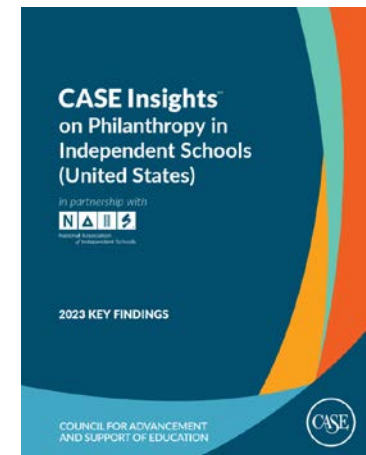
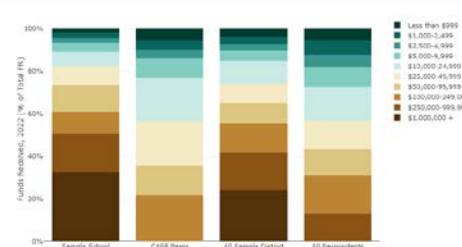
Chart Data Definitions



Funds Received by Gift Band

This was a CASE Member Only question.

Chart Data





## 2024-2025 Data Collection

- 6/12 - Foundation and DASL|BIIS Financial Operations Open
- 10/18 @ 4pm ET - Foundation soft close, data scrubbing
- 11/22 @ 4pm ET - DASL|BIIS Financial Operations soft close, data scrubbing

**Let's Answer FAQ's  
in  
[www.dasl.nais.org](http://www.dasl.nais.org)**

# DASL Core FAQs



*Q: Where can I learn about the data entry process and recommendations for entry?*

A: DASL Data Entry Welcome Video, located on the DASL Home Page or <https://youtu.be/vF9zEJoevKw>

*Q: Where do I enter information for my state/regional or national associations?*

A: Associations use the DASL Core questions data and many have member specific questions, located just below the Core questions.

*Q: When using the new Data Quality Check report, if we see errors in past data how do we correct those?*

A: In DASL go to Manage Data/Update School Data to update your school's past data

- Tuition Discounting (previous year)
- Endowment and Reserves (previous year)
- Revenues (previous year)
- Expenses and Other (previous year)
- Balance Sheet (previous year)

*Questions for NBOA members in other DASL subcategories – FTEs, Full-time Employee Salaries, Administrator Information*

When do you anticipate receiving your school's audit for FY24?

- We already have it or should receive it this month
- September
- October
- November
- December or in 2025

# DASL|BIIS Financial Operations FAQs

- 1) In the data entry export template, where can I find the financial operations data points?
- 2) Which financial operations data points are asking for gross values and which are net values?
- 3) Where can I find information about the classification of my school's net assets in my school's audit?

# Common Data Entry Errors



- Gross (Property, Plant & Equipment; Tuition and Fees Revenue) or Net (Pledges Receivable, Affiliated Enterprise Income, Special Events Revenue)
- Large change from previous year suggests a typo (\$1,760,000 -> \$17,176,000; \$1,145,000 -> \$105,000)
- No change from previous year
- Internal consistency (% Operating Budget from Annual Giving in FY2023=6% but \$0 in Annual Giving)
- Totals (Total Assets, Total Liabilities, Total Operating Income, Total Operating Expenses, Total Net Assets Released from Restrictions) less than their components (Cash and Cash Equivalents, Total Employee Salaries) or Totals are missing
- Net assets released component 3 (from restricted gifts used for non-capital purposes) is negative – this is a calculated value

# Classification of Net Assets



## Balance Sheet (previous year)

		End of 2023-24
C. Total net assets	? N/A	\$ 12345678901
C1. Without donor restrictions	? N/A	\$ 1234567890123
C2. With donor restrictions for purpose or time restricted for future periods	? N/A	\$ 123456789
C3. With donor restrictions that are perpetual in nature	? N/A	\$ 12345678901

“The amounts for each of the two classes of net assets—with donor restrictions and without donor restrictions—are based on the existence or absence of donor-imposed restrictions. Information about the nature and amounts of different types of donor-imposed restrictions shall be provided either by reporting their amounts on the face of the statement of financial position or by including **relevant details in notes to financial statements**. Additionally, separate line items may be reported within net assets with donor restrictions or in notes to financial statements to distinguish between various types of donor-imposed restrictions, such as the following examples:

- b. Assets donated with stipulations that they be invested to provide a permanent source of income. These result from gifts and bequests that create a donor-restricted endowment that is perpetual in nature.

A donor-imposed restriction may require that resources be used in a later period or after a specified date (time restrictions), or that resources be used for a specified purpose (purpose restrictions), or both. For example, gifts of cash and other assets with stipulations that they be invested to provide a source of income for a specified term and that the income be used for a specified purpose are both time and purpose restricted. Those gifts often are called term endowments.”



## Endowment Footnote or Net Assets Footnote

### Note 10 - Net Assets With Donor Restrictions

[Net assets without donor restrictions that are designed by the board for a specific use should be disclosed either on the face of the financial statements or in a footnote disclosure.]

Net assets with donor restrictions are restricted for the following purposes or periods.

	20X2	20X1
Subject to expenditure for specified purpose:		
Building project	\$ 500,000	\$ -
Operation of the training center	448,377	108,927
Educational programs	375,627	119,290
Financial aid	146,105	85,744
Promises to give, the proceeds from which have been restricted by donors for		
Educational programs	57,265	-
Centennial anniversary celebration	22,847	-
	<u>1,550,221</u>	<u>313,961</u>
Subject to the passage of time:		
Beneficial interests in charitable trusts held by others	812,850	804,179
Assets held under split-interest agreements	558,975	440,457
Promises to give that are not restricted by donors, but which are unavailable for expenditure until due	20,000	35,000
	<u>1,391,825</u>	<u>1,279,636</u>
Endowments:		
Subject to appropriation and expenditure when a specified event occurs:		
Restricted by donors for		
Available for general use	7,223,171	5,252,329
Educational programs	4,186,393	3,761,284
Financial aid	1,268,531	1,023,659
	<u>12,678,095</u>	<u>10,037,272</u>
Perpetual in nature, earnings from which are subject to endowment spending policy and appropriation:		
Operation of the Training Center	6,811,531	6,726,382
Educational programs	8,279,742	8,000,578
Financial aid	1,688,411	1,686,761
General use	2,058,166	2,058,166
Unconditional promises to give, net - restricted to general endowment in perpetuity	336,999	372,553
Underwater endowments	-	(42,677)
	<u>19,174,849</u>	<u>18,801,763</u>
Total endowments	<u>31,852,944</u>	<u>28,839,035</u>

- Funds Received (previous year)
- Advancement Additional Details (previous year)
  - Additional questions based on Funds Received counting method
- Advancement Activity (previous year)
  - Questions based on New Funds Committed counting method
  - Measures the impact of fundraising efforts

*Questions for CASE members in other DASL categories – Advancement Staff, FTE counts, and Advancement Expenditures in Financial Operations*

# What do I include?

- Include all philanthropic giving (within the Funds Received and New Funds Committed definitions)
- Do not separate by annual fund and campaign.

“Educational philanthropy is the **voluntary** act of providing **private** financial support to nonprofit educational institutions. To be categorized as philanthropy in keeping with CASE standards, such financial support must be provided for the **sole purpose of benefiting the institution’s mission** and its social impact, **without the expressed or implied expectation** that the donor will **receive anything more than recognition and stewardship** as the result of such support.”

*--CASE Global Reporting Standards, 1<sup>st</sup> Edition*

# Two Lenses on Fundraising



## Funds Received

A measure of money in the bank. Funds Received are monies and property received within the reporting year.

Pledge Payments Received

Realized Bequests/Legacies

Newly Established Irrevocable Planned Gifts (FV)

Outright Gifts (not associated with a pledge)

## New Funds Committed

Measures the impact of fundraising efforts. New monies and property committed in the reporting year.

New Pledges or Recurring Gifts

New Bequest/Legacy Intentions (Donors Aged 65+)

Newly Established Irrevocable Planned Gifts (FV)

Outright Gifts (not associated with a pledge)



- **NO Hierarchy** – individual donors and dollars may be counted in multiple constituent types (ex: alumnus and parent)
- GOAL is to capture the number of donors in each who “gave or influenced the giving” and the total dollars the constituents “gave or influenced”
- Donors are counted at the individual level and dollars are counted at the household level
- Soft credit is provided to allow you to capture donors and giving in a constituent category that were not already counted in hard credit for that constituent type.

- How do I count donor-advised funds?
  - Donor-advised fund sponsors, such as Fidelity Charitable, count as ONE hard credit donor even if the distribution payment was for multiple individuals
- Where do I count matching gifts?
  - Matching gifts from corporations are counted as hard credit in Corporations
- Where do I count fundraising consortia (ie: United Way, Benevity)?
  - Count fundraising consortia as hard credit in Other Organizations

- All questions in Advancement Activity use New Funds Committed as a counting method.
- Pledges:
  - Count pledges that were secured in the reporting year.
  - Count the full value of the pledge.
  - Count pledges made in the reporting year even if they were partially or fully paid this year
- Do NOT include pledge payments in the calculation of new funds committed.
- Bequest intentions – documented bequests/legacy intentions counted at face value for donors 65 years of age or older

- What is a *new* pledge?
  - A new pledge is one that was recorded for the first time in this reporting year.
- Do we count pledges for annual giving?
  - Yes, all gift commitments, of any size or to any fund/purpose, are counted as a pledge in New Funds Committed
- What if I have a pledge and a payment against that pledge in the same year?
  - The pledge payment is counted as Funds Received
  - The full value of the pledge is counted as New Funds Committed
  - Do NOT count pledge payments in New Funds Committed



- Advancement definitions and instructions in DASL
- Advancement Webinar Series, Spring 2023
  - Detailed examples of data entry scenarios for constituent giving, hard and soft credit, and new funds committed
  - Considerations for preparing and pulling data for data entry
  - [https://www.nais.org/analyze/data-and-analysis-for-school-leadership-\(dasl\)/about-dasl/nais-webinar-series-dasl-advancement-data/](https://www.nais.org/analyze/data-and-analysis-for-school-leadership-(dasl)/about-dasl/nais-webinar-series-dasl-advancement-data/)
  - [https://www.nais.org/analyze/data-and-analysis-for-school-leadership-\(dasl\)/about-dasl/dasl-data-entry-webinars/](https://www.nais.org/analyze/data-and-analysis-for-school-leadership-(dasl)/about-dasl/dasl-data-entry-webinars/)

- Provide complete data for each question.
- Data collected are designed to work together as a complete set. It is essential for validating data.
- Examples
  - Funds received – Total Dollars = Funds Received by Purpose = Funds Received by Gift Bands (CASE member question)
  - Legally contactable must be greater than or equal to number of donors, critical to calculate participation
  - Trustees – number of trustee donors cannot be greater than the number of trustees

# Thank you!

- DASL Homepage – [dasl.nais.org](http://dasl.nais.org)
- DASL Help: [daslhelp@nais.org](mailto:daslhelp@nais.org)  
202-973-9700

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