# QUICKBOOKS FOR NONPROFITS

June 26, 2025





## With You Today



**GILLIAN GORRA**Senior Manager

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### Meeting Norms: Participate Authentically



Respect each other - judge ideas, not people



Avoid multi-tasking



Be present & engaged



Be patient with tech



**Expect confidentiality** 



Be prepared to use video



Expect active participation



Mute your microphone (unless you want to speak)



# Today's Session

- QuickBooks Overview
- Restricted Revenue
- Accounting Structure
- Working with Restrictions
- Resources & Wrap Up



#### Poll - Who's With Us?

# 1) Nonprofit or forprofit?

1	Nonprofit
2	For profit

# 2) Organization budget size?

1	< \$1M
2	\$1M - \$5M
3	\$5M - \$10M
4	> \$10M

# 3) What is your primary role?

1	CEO / ED
2	Finance
3	Development / Sales
4	Operations
5	Program Management
6	Other



### Financially Resilient Organizations...









# Overview



#### Using QuickBooks for Nonprofits

#### WHY QUICKBOOKS

- Inexpensive
- User friendly
- Adaptable
- When compared to Excel: more controls, standardized reporting

#### **LIMITATIONS**

- Not a true fund accounting system
- ▶ No automatic allocations
- No formal close
- ► For-profit terminology



## **QuickBooks Versions**





\*QuickBooks Online Advanced is recommended for organizations to optimize the recommendations in this training



# **Restricted Revenue**



#### **Key Definitions**



**CONTRIBUTION:** An unconditional, non-reciprocal transfer of an asset or cancellation of a liability to a not-for-profit organization



**PROMISE TO GIVE:** An agreement to contribute an asset; it will be entered into the accounts if verifiable documentation exists



Donor Imposed **RESTRICTION**: A limitation on the use of an asset placed by the donor



Donor Imposed **CONDITION**: A transfer based on a future or uncertain event, the occurrence or non-occurrence of which will dictate whether the asset is retained by the not-for-profit organization



### Classifying Contributions



#### WITHOUT DONOR RESTRICTIONS

- No stipulations on timing or purpose
- Board designated assets



#### WITH DONOR RESTRICTIONS

- Must be imposed from outside the organization
- Restrictions can be:
  - Related to passage of time/period of use
  - Related to use for certain expenditures/purposes
  - Restricted in perpetuity



### Recognizing Contributions

To "recognize" a contribution means to enter its value into the organization's general ledger and record revenue.

- ► **Timing:** in the period received or promised
- Restriction: classified according to the donor desired level of restriction



Just because it's recorded for audit purposes, that doesn't mean it is available for spending



# Releasing Revenue Restrictions





# Structure



# NONPROFIT ORG, INC. STATEMENT OF FINANCIAL POSITION JUNE 30, 2019 and 2018

#### ASSETS

ASSETS	2019	2018	
Assets:			
Cash	\$274,139	\$297,389	
Pledges and contracts receivable	200,000	210,000	
Prepaid expenses	17,000	22,000	
Total Current Assets	491,139	529,389	
Property and equipment, net of accumulated			
depreciation \$27,505	39,393	64,393	
Other Assets - security deposit	12,000	12,000	
Total Assets	\$ <u>542,532</u>	\$ <u>605,782</u>	
LIABILITIES AND NET ASSETS			
Liabilities:			
Accounts payable and accrued expenses	\$ 29,578	\$140,054	
Advances	51,300	78,500	
Current portion of long-term debt	10,500	9,750	
Total Current Liabilities	91,378	228,304	
Long-term debt	160,744	170,494	
Total Liabilities	<u>252,122</u>	<u>398,798</u>	
Net Assets:			
Without donor restrictions	(38,427)	114,417	
With donor restrictions	328,837	92,567	
Total Net Assets	290,410	206,984	
Total Net Assets	230,410	200,304	
Total Liabilities and Net Assets	\$ <u>542,532</u>	\$ <u>605,782</u>	



#### NONPROFIT ORG, INC.

#### STATEMENT OF ACTIVITIES

#### FOR THE YEARS ENDED DECEMBER 31, 2019 and 2018

	Without Donor <u>Restrictions</u>	With Donor Restrictions	Total <u>2019</u>	2018
Revenue and support: Government Contracts Grants and contributions, non-government Eundraising event Satisfaction of program restrictions Interest income	\$ 692,998 188,760  333,930 3,915	559,100 11,100 (333,930)	\$692,998 747,860 11,100  3,915	659,650 834,982 12,500 <u>4,578</u>
Total revenue and support	1,219,603	236,270	1,455,873	1,511,710
Expenses: Program A Program B Program C Program D  Total program expenses  Supporting Services Administrative and general Fundraising	357,953 118,378 381,238 229,861 1,087,430 118,058 166,959	   	357,953 118,378 381,238 229,861 1,087,430 118,058 166,959	387,997 127,738 380,694 232,894 1,129,323 128,765 170,780
Total expenses	1,372,447		1,372,447	1,428,868
Change in net assets	(152,844)	236,270	83,426	82,842
Net assets - beginning of year	114,417	92,567	206,984	124,142
Net assets - end of year	\$ <u>(38,427)</u>	\$ <u>328,837</u>	\$ 290,410	\$ 206,984



#### NONPROFIT ORG, INC. STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2019

		Supporting	_					
	<u>Program A</u>	Program B	Program C	Program D	Program Expenses	Management and General	Fundraising	<u>Total</u>
Salaries	\$168,189	\$ 67,710	\$247,474	\$129,323	\$612,696	\$ 74,120	\$ 75,697	\$ 762,513
Payroll taxes and	04.007	40.700	40.000	00.400	400.000	45.000	45.000	454.040
Employee benefits	34,037	13,703	49,962	26,120	123,822	15,228	15,263	154,313
Rent	97,288	8,215	24,436	13,271	143,210	7,162	6,530	156,902
Utilities	2,935	1,180	3,509	1,906	9,530	1,029	938	11,497
Office cleaning	1,797	723	2,149	1,167	5,836	630	574	7,040
Consultants	6,989	3,237	8,668	7,440	26,334	1,887	46,987	75,208
Accounting & Auditing Fees	-	-	-	-	-	19,000	-	19,000
Office expense	6,123	2,462	7,248	3,945	19,778	2,122	1,921	23,821
Supplies	7,907	2,500	3,355	2,514	16,276	-	-	16,276
Telephone	7,591	3,052	9,078	4,930	24,651	2,661	2,426	29,738
Postage and messengers	1,500	750	600	1,584	4,434	1,784	4,000	10,218
Photocopying	135	145	80	2,565	2,925	390	-	3,315
Equipment leasing	3,535	1,421	4,227	2,296	11,479	1,239	1,130	13,848
Insurance	2,848	1,145	3,406	1,849	9,248	998	910	11,156
Local transportation	667	268	798	434	2,167	234	213	2,614
Meals and entertainment	1,798	723	1,371	125	4,017	1,000	2,026	7,043
Seminars and training	500	250	750	2,500	4,000	3,698	1,000	8,698
Fees	560	3,247	1,003	-	4,810	219	-	5,029
Data processing	496	199	593	322	1,610	174	158	1,942
Dues and subscriptions	385	532	130	683	1,730	375	185	2,290
Advertising	5,017	3,838	3,245	5,979	18,079	432	393	18,904
Depreciation	2,284	918	2,731	1,483	7,416	800	730	8,946
Miscellaneous	522	210	<u>625</u>	<u>16,275</u>	<u>17,632</u>	<u>176</u>	4,328	22,136
Total expenses	\$ <u>357,953</u>	\$ <u>118,378</u>	\$ <u>381,238</u>	\$ <u>229,861</u>	\$ <u>1,087,430</u>	\$ <u>118,058</u>	\$ <u>166,959</u>	\$ <u>1,372,447</u>



#### **Chart of Accounts**

#### UNIFIED CHART OF ACCOUNTS

	Account Numbers	Category				
Statement of	1000 - 1999	Assets				
Financial	2000 - 2999	Liabilities				
Position	3000 - 3999	Net Assets (Equity)				
-	4000 - 4999	Contributed Revenue				
	5000 - 5099	Government Contracts				
	5100 - 5999	Earned Revenue				
Statement of Activities	6000 - 6999	Other Revenue				
Activities	7000 - 7999	Personnel Expenses				
	8000 - 8999	Non-personnel Expenses				
	9000 - 9999	Non-GAAP Expenses				

https://www.notforprofitaccounting.net/wp-content/uploads/2008/08/ucoa.pdf



#### **Chart of Accounts**

#### SAMPLE REVENUE BREAKDOWN

	Account Numbers	Category
Contributed 4000 - 4099		Contributions Without Donor Restriction
Revenue	4100 - 4199	Contributions With Donor Restriction
	5010	Federal
Government Contracts	5020	State
Contracts	5030	Local
Earned 5110		Fees for Services
Revenue	5120	Admission/Tuition



#### **Chart of Accounts**

#### IMPORTANT ACCOUNTS FOR NONPROFITS

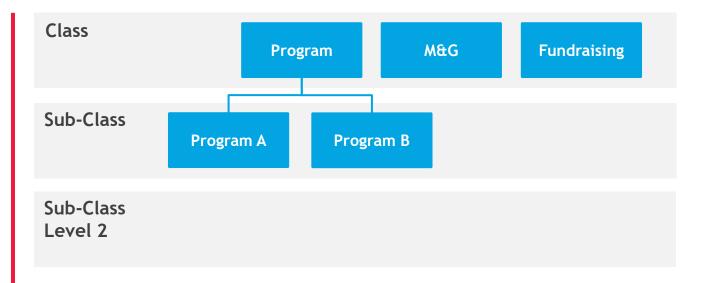
Type of Account	Account				
	4000 Revenue without Donor Restriction  ▶ 4010 Individual - Without Restriction				
	▶ 4020 Foundation - Without Restriction				
Contributed Revenue Accounts	4100 Revenue with Donor Restriction  ► 4110 Individual - With Restriction				
	▶ 4120 Foundation - With Restriction				
	▶ 4199 Release to Unrestricted				
	4700 Satisfaction of Restrictions				
Equity Accounts	3000 Net Assets without Donor Restrictions				
	3100 Net Assets with Donor Restrictions				



#### Classes

# CHART OF ACCOUNTS:

- Assets
- Liabilities
- Net Assets
- Revenue
- Expenses

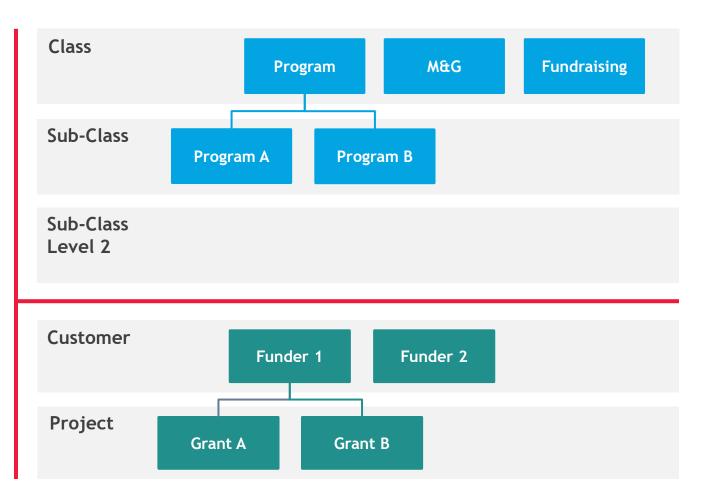




#### Classes

# CHART OF ACCOUNTS:

- Assets
- Liabilities
- Net Assets
- Revenue
- Expenses





## Bringing it Together

#### **EXAMPLE**

An organization has an annual after-school program that provides notebooks, among other materials, to its participants. How would you book the notebook expense?

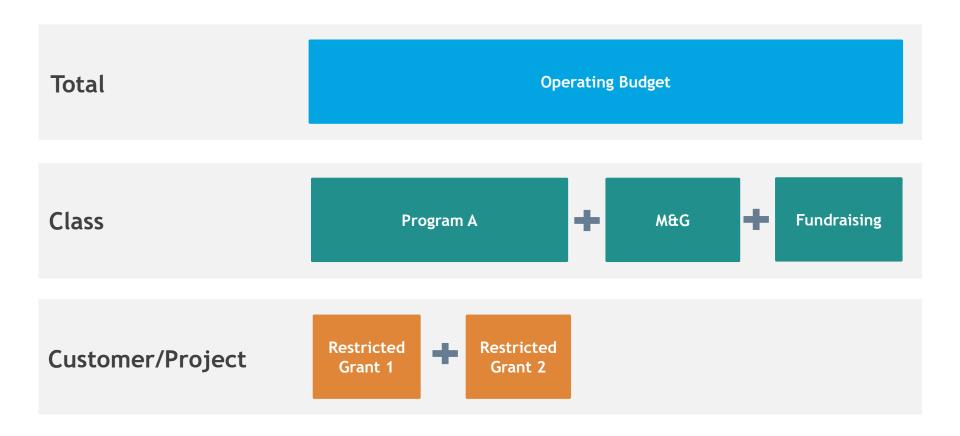


Account	Class
After School Expense - Supplies	Programs
	C

Account	Class	Sub- class			
Supplies	Programs	After- School			



# **Budget Types**





Position or Expense Category		e Salary or ne Budget	ementary School	Middle School	Hi	gh School	Ad	ministration	Fu	ndraisi
Personnel										
Total Full Time Salaries/Wages	\$	220,000	\$ 19,000	\$ 26,000	\$	33,000	\$	110,000	\$	32,0
Total Full Time Fringe	\$	47,740	\$ 4,123	\$ 5,642	\$	7,161	\$	23,870	\$	6,9
Part Time										
Total Full Time Salaries/Wages	\$	160,000	\$ 39,000	\$ 62,000	\$	59,000	\$	-	\$	
Total Part Time Fringe	\$	14,720	\$ 3,588	\$ 5,704	\$	5,428	\$	-	\$	
TOTAL PERSONNEL COSTS	\$	442,460	\$ 65,711	\$ 99,346	\$	104,589	\$	133,870	\$	38,9
Non-Personnel / OTPS										
Specific Expenses										
Program Supplies	\$	24,500	\$ 6,500	\$ 8,000	\$	10,000	\$	-	\$	
Venue rental/catering	\$	35,000	\$ -	\$ -	\$	-	\$	-	\$	35,0
Audit	\$	10,000	\$ -	\$ -	\$	-	\$	10,000	\$	
Total Specific Expenses	\$	69,500	\$ 6,500	\$ 8,000	\$	10,000	\$	10,000	\$	35,0
Shared Expenses (allocated by FTE)										
Office Supplies and Paper	\$	5,000	\$ 779	\$ 1,270	\$	1,352	\$	1,270	\$	3
Telephone and internet	\$	3,000	\$ 467	\$ 762	\$	811	\$	762	\$	1
Shared Expenses (allocated by other meth	nod)									
Rent	\$	25,000	\$ 5,000	\$ 7,500	\$	8,750	\$	3,250	\$	
Maintenance and Cleaning	\$	3,000	\$ 600	\$ 900	\$	1,050	\$	390	\$	
Total Shared Expenses	\$	36,000	\$ 6,846	\$ 10,433	\$	11,964	\$	5,673	\$	1,0
Total Non-Personnel / OTPS Costs	\$	105,500	\$ 13,346	\$ 18,433	\$	21,964	\$	15,673	\$	36,0
Total Budget by Program/Function		547 960	79 057					149 543		









Program-Based Budget
Template:
strongnonprofits.org



RDG			Enter data cells									
Position or Expense Category	% of full time	Budget	Program 1	Program 2	Program 3	Program 4	Program 5	Program 6	Program 7	Administration	Fundraising	Total
PERSONNEL												
full Time												
Enter Fringe Rate for FT Staff Here:												
			%	%	%	%	%	%	%	%	%	
	100%	\$ -										0%
	100%	\$ -										0%
	100%	\$ -										0%
	100%	\$ -										0%
	100%	s -										0%
	100%	\$ -										0%
	100%	\$ - \$ -										0% 0%
	100%	\$ -										0%
	100%	\$ -										0%
Fotal Full Time Salaries/Wages	100/6	S -	\$ -	S -	S -	S -	\$ -	S -	\$ -	S -	S -	0%
Total Full Time Fringe		S -	5 -	5 -	5 -	S .	5 -	s -	5 -	s -	s -	0%
Part Time		•							•		•	
Enter Fringe Rate for PT Staff Here:												
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			%	%	%	%	%	%	%	%	%	
		S -										0%
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		\$ -										0%
		\$ -										0%



# Thoughts & Questions







# Using Journal Entries

Classifying Net Assets as with restrictions
Payroll
Reclassifying revenue or expenses
Recording depreciation
Recording accruals
In-kind contributions



**SCENARIO** 

ABC Nonprofit received a \$60,000 pledge from a foundation. According to the requirements of the grant, the funds are to be **earned equally over a three-year period** to be used for **Program A**. The pledge will be paid out in equal installments at the beginning of each year.

Fiscal year end: June 30th

Releases in QuickBooks: Quarterly



1 RECOGNIZE PLEDGE RECEIVED

Step in QuickBooks	Journal Entry (created automatically by QuickBooks)						
step iii Quickbooks	Date	Account	DR	CR	Class		
Create Invoices	7/1/20	Accounts Receivable (BS)	\$60,000		Drogram A		
Amount: \$60,000 Account: Accounts Receivable Item: Foundation Restricted	7/1/20	Foundations - With Restrictions (P&L)		\$60,000	Program A		

2 MOVE NET ASSETS WITHOUT RESTRICTIONS TO NET ASSETS WITH RESTRICTIONS

Step in QuickBooks	Journal Entry					
Step III Quickbooks	Date	Account	DR	CR	Class	
Make General Journal Entries		Net Assets without Restrictions (BS)	\$60,000			
	7/1/20	Net Assets with Restrictions (BS)		\$60,000		



#### RECOGNIZE PLEDGE RECEIVED



60,000.00

2

# MOVE NET ASSETS WITHOUT RESTRICTIONS TO NET ASSETS WITH RESTRICTIONS

#### ABC Nonprofit Balance Sheet As of July 1, 2020

Jul 1, 20 ASSETS Current Assets Accounts Receivable 1100 · Accounts Receivable 1110 - Accounts Receivable 60,000.00 Total 1100 · Accounts Receivable 60,000.00 Total Accounts Receivable 60,000.00 Total Current Assets 60,000.00 TOTAL ASSETS 60,000.00 LIABILITIES & EQUITY Equity Net Income 60,000.00 Total Equity 60,000.00

#### ABC Nonprofit Balance Sheet As of July 1, 2020

	Jul 1, 20
ASSETS Current Assets Accounts Receivable 1100 · Accounts Receivable 1110 · Accounts Receivable	60,000.00
Total 1100 · Accounts Receivable	60,000.00
Total Accounts Receivable	60,000.00
Total Current Assets	60,000.00
TOTAL ASSETS	60,000.00
LIABILITIES & EQUITY Equity 3000 · Net Assets without Donor Restrictions 3100 · Net Assets with Donor Restrictions Net Income	-60,000.00 60,000.00 60,000.00
Total Equity	60,000.00
TOTAL LIABILITIES & EQUITY	60,000.00



TOTAL LIABILITIES & EQUITY

3 RECOGNIZE CASH RECEIVED

Step in QuickBooks	Journal Entry (created automatically by QuickBooks)					
step iii Quickbooks	Date	Account	DR	CR	Class	
Receive Payments		Cash (BS)	\$20,000			
Amount: \$20,000 A/R Account: Accounts Receivable	7/15/20	Accounts Receivable (BS)		\$20,000		



3

#### RECOGNIZE CASH RECEIVED

#### ABC Nonprofit Balance Sheet

As of July 15, 2020

	Jul 15, 20
ASSETS Current Assets Checking/Savings 1000 · Cash & Cash Equivalents 1010 · US Bank Checking	20,000.00
Total 1000 · Cash & Cash Equivalents	20,000.00
Total Checking/Savings	20,000.00
Accounts Receivable 1100 · Accounts Receivable 1110 · Accounts Receivable	40,000.00
Total 1100 · Accounts Receivable	40,000.00
Total Accounts Receivable	40,000.00
Total Current Assets	60,000.00
TOTAL ASSETS	60,000.00
Equity 3000 · Net Assets without Restrictions 3100 · Net Assets with Restrictions Net Income	-60,000.00 60,000.00 60,000.00
Total Equity	60,000.00
TOTAL LIABILITIES & EQUITY	60,000.00



4 RECORD EXPENSES

Step in QuickBooks	Journal Entry (created automatically by QuickBooks)					
Step III Quickbooks	Date	Account	DR	CR	Class	
Write Checks (or Pay Bills against	7/4/20	Supplies (P&L)	\$5,000			
outstanding bills)  Amount: \$5,000  Account: Supplies (expense)	7/1/20 - 9/30/20			\$5,000	Program A	





#### ABC Nonprofit Balance Sheet

As of September 30, 2020

#### ABC Nonprofit Profit & Loss

July through September 2020

	Jul - Sep 20
Income 4100 · Revenue with Restrictions 4120 · Revenue with Donor Restrictions	60,000.00
Total 4100 · Revenue with Restrictions	60,000.00
Total Income	60,000.00
Expense 8100 · Nonpersonnel Expense 8130 · Supplies	5,000.00
Total 8100 · Nonpersonnel Expense	5,000.00
Total Expense	5,000.00
Net Income	55,000.00

	50pt 50, 20
ASSETS Current Assets Checking/Savings 1000 · Cash & Cash Equivalents 1010 · US Bank Checking	15,000.00
Total 1000 · Cash & Cash Equivalents	15,000.00
Total Checking/Savings	15,000.00
Accounts Receivable 1100 · Accounts Receivable 1110 · Accounts Receivable	40,000.00
Total 1100 · Accounts Receivable	40,000.00
Total Accounts Receivable	40,000.00
Total Current Assets	55,000.00
TOTAL ASSETS	55,000.00
LIABILITIES & EQUITY Equity 3000 · Net Assets without Restrictions 3100 · Net Assets with Restrictions Net Income	-60,000.00 60,000.00 55,000.00
Total Equity	55,000.00
TOTAL LIABILITIES & EQUITY	55,000.00



Sept 30, 20

#### 5 RELEASE RESTRICTIONS

Step in QuickBooks	Journal Entry									
step in Quickbooks	Date	Account	DR	CR	Class					
Make General Journal Entries		Release to Without Restrictions (P&L)	\$5,000		Drogram A					
		Satisfaction of Restrictions (P&L)		\$5,000	Program A					

Step in QuickBooks	Journal Entry									
step iii Quickbooks	Date	Account	DR	CR	Class					
Make General		Net Assets with Donor Restrictions(BS)	\$5,000		Program A					
Journal Entries		Net Assets without Donor Restrictions (BS)		\$5,000	Program A					





#### **QUICKBOOKS REPORT**

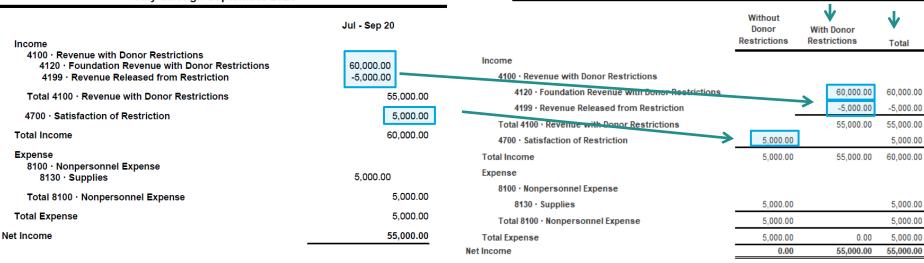
## ABC Nonprofit Profit & Loss

July through September 2020

#### REFORMATTED REPORT

#### ABC Nonprofit Profit & Loss

July through September 2020





## **RELEASE RESTRICTIONS**

#### **QUICKBOOKS REPORT**

#### **ABC Nonprofit Balance Sheet**

As of September 30, 2020

#### REFORMATTED REPORT

**ABC Nonprofit Balance Sheet** 

As of September 30, 2020

55.000.00

55,000.00

	Sept 30, 20
ASSETS Current Assets Checking/Savings 1000 · Cash & Cash Equivalents	45.000.00
1010 · US Bank Checking	15,000.00
Total 1000 · Cash & Cash Equivalents	15,000.00
Total Checking/Savings	15,000.00
Accounts Receivable 1100 · Accounts Receivable 1110 · Accounts Receivable	40,000.00
Total 1100 · Accounts Receivable	40,000.00
Total Accounts Receivable	40,000.00
Total Current Assets	55,000.00
TOTAL ASSETS	55,000.00
LIABILITIES & EQUITY Equity 3000 · Net Assets without Restrictions 3100 · Net Assets with Restrictions Net Income	-55,000.00 55,000.00 55,000.00
Total Equity	55,000.00
OUICKBOOKS FOR NONPROFITS TOTAL LIABILITIES & EQUITY	55,000.00

	V2 of 2ehrellines
	Sep 30, 20
ASSETS	
Current Assets	
Checking/Savings	
1000 · Cash & Cash Equivalents	
1010 · US Bank Checking	15,000.00
Total 1000 · Cash & Cash Equivalents	15,000.00
Total Checking/Savings	15,000.00
Accounts Receivable	
1100 · Accounts Receivable	
1110 · Accounts Receivable	40,000.00
Total 1100 · Accounts Receivable	40,000.00
Total Accounts Receivable	40,000.00
Total Current Assets	55,000.00
TOTAL ASSETS	55,000.00
LIABILITIES & EQUITY	
Equity	
3000 · Net Assets without Restrictions	0.00
3400 Net Assets with Restrictions	55,000.00

TOTAL LIABILITIES & EQUITY

1

Recognize Pledge Received 7

Move Net
Assets
without
Restrictions
to Net
Assets with
Restrictions

3

Recognize Cash Received 4

Record Expenses

5

Release Restrictions







TRACKING RELEASES





BDO	Monthly Restricted Net Asset Schedule
-----	---------------------------------------

Fiscal Year 2023 FY end (select) June 30

Enter input to yellow cells only

			July					August					
		Yea	ar Beginning					N	lonth Ending		Month		
Funding Source or Grant	Program		Balance		Additions		Releases		Balance		Beginning	Additions	Rele
Foundation A	Program 4	\$	100,000			\$	25,000	\$	75,000	\$	75,000		\$
Foundation B	Program 6			\$	10,000			\$	10,000	\$	10,000		\$
Foundation C	Program 2	\$	120,000	\$	10,000	\$	30,000	\$	100,000	\$	100,000		\$
								\$	-	\$	-		
								\$	-	\$	-		
								\$	-	\$	-		
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								\$	-	\$	-		
								\$	-	\$	-		
								\$	-	\$	-		
								\$	-	\$	-		



# Thoughts & Questions





## Tips for Efficiency



#### QuickBooks Update Considerations

#### Update Existing QBO Structure

- Ideal timing with start of new fiscal year
- "Map" new accounts to old for audit/reporting trail
- Merge like accounts when possible

#### Move from QBD to QBO

- Ideal timing with start of new fiscal year
- Intuit offers free data transfer





## Minimize Entries and Tasks

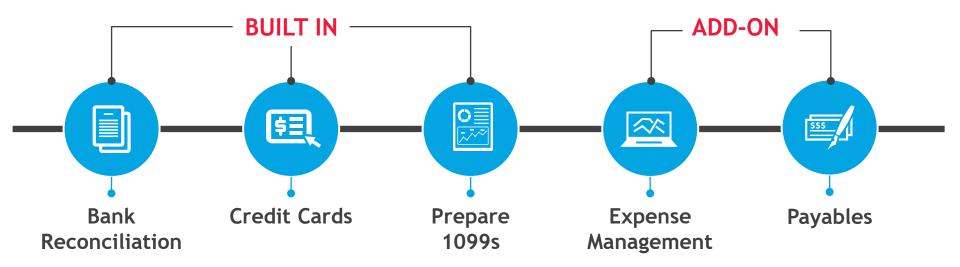
## REOCCURRING TRANSACTIONS & REPORTS

- Memorization feature: transactions for rent, loan payments, health insurance bills, etc.
- ► Favorites: Reports frequently used
- Export to Excel to review data before adjusting an entry
- ► Import data





#### Automation within QBO & Other Software





# Thoughts & Questions





## Resources & Wrap Up



#### Financial Management Resources

StrongNonprofits Toolkit This library of free Resources to strengthen your nonprofit financial management tools and resources Audit was created in Data and Governance **Toolkit Home** Budgeting Cash Flow Operations Analysis Readiness and Strategy collaboration with the Wallace **Cash Flow** Understanding Cash Flow Foundation to help Cash Flow Projections Once you have completed your annual budget process, these organizations tools can help your team translate your newly minted Projections (Basic) operating budget into a detailed cash flow projection over the become "fiscally course of a fiscal year. Next Steps fit." StrongNonprofits.org





## Become a TechSoup Member for Discounts to QuickBooks Online Advanced

- To access discounts to QuickBooks Online and other software solutions, become a DIY TechSoup member for no cost
- All 501c3 can enroll in a TechSoup membership for free with your letter of determination

Click here to get
QuickBooks Online
Advanced through
Tech Soup





