

# SECURING A PARTNER WITH A DEEPER UNDERSTANDING OF NFPs



of the Upper Midwest

**Industry-focused engagement professionals offer tailored solutions for the challenges faced by not-for-profit organizations.**

## EXECUTIVE SUMMARY

The American Lung Association of the Upper Midwest (ALAUM) is a ten-state Charter of the National American Lung Association with corporate offices in Milwaukee, Wisconsin. Twelve regional offices throughout the Midwest serve the area with community initiatives, education, training and events that support the mission of the ALA. The Upper Midwest charter had been utilizing a local accounting firm previously, but decided to bid out its annual audit in 2015 in an attempt to strike a balance between cost and value-added consultation.

According to the ALAUM's Chief Financial Officer, Brian Leibl, "Since engaging Sikich, they have exceeded the expectations of our audit committee, board and staff. They were competitive from a cost standpoint, and brought an impressive breadth of experience to the table."

## COOPERATIVE AND SEAMLESS AUDIT PROCESS

The audit committee members at the ALAUM have been especially impressed with Sikich personnel and the audit process, leading to a high level of confidence in the audit report.

## EXEMPLARY BOARD PRESENTATION

The board members love the high-level presentation at the conclusion of the audit, which provides them with a better understanding of both the audit process and the finances of the American Lung Association.

## FINANCIAL AND TECHNICAL COMPETENCE

Sikich understands the "business" needs of running a not-for-profit organization, so that the board and staff can focus on its mission. The staff at ALAUM's charter consult with Sikich professionals year-round in the areas of accounting, IT and personnel. Recently, Sikich was called upon for its IT expertise to navigate a tricky position turnover that had the potential to significantly disrupt ALAUM's business. Sikich demonstrated the ability to understand and anticipate what was needed, as well as to facilitate and navigate the transition without interruption.

*"Sikich adds value year-round in the areas of accounting, IT and personnel, and we consider them to be one of our most important business partners."*

**- BRIAN LEIBL, CHIEF FINANCIAL OFFICER**

American Lung Association of the Upper Midwest

