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which was recorded in general and administrative expense in the unaudited, condensed consolidated statement of comprehensive income for the nine months ended September 30, 2024.4. Earnings (Loss) Per ShareWe compute basic earnings (loss) per share by dividing net income (loss) available to common stockholders by the weighted average number of common shares outstanding during the period. Diluted earnings (loss) per share is computed by dividing net income (loss) by the weighted average number of common shares and dilutive potential common shares outstanding during the period. Diluted earnings (loss) per share reflects the assumed exercise, settlement and vesting of all dilutive securities using the "treasury stock method," except when the effect is anti-dilutive. Potentially dilutive securities consist of shares issuable upon vesting of restricted stock awards and units. Diluted loss per share for the nine months ended September 30, 2023 was the same as basic loss per share as there was a net loss in the period and inclusion of potentially dilutive securities was anti-dilutive.The following table sets forth the computation of basic and diluted earnings (loss) per share: 3. Three months ended September 30, 2023, Nine months ended September 30, 2023, (dollars in thousands, except per share amounts) 2024 2023 2024 2023 Numerator: Net income (loss) \$20,542A \$9,017A \$47,592A \$(3,579) Denominator: Weighted average common shares 50,409,292A 52,704,974A 51,067,255A 52,495,556A Add effect of dilutive securities: Restricted stock and units 1,223,277A 1,384,923A 1,039,892A 1,039,892A Weighted average common shares assuming dilution 51,632,569A 54,089,897A 52,107,147A 52,495,556A Earnings (loss) per share Basic \$0.41A \$0.17A \$0.93A \$(0.07) Diluted \$0.40A \$0.17A \$0.91A \$(0.07) Anti-dilutive shares excluded from calculations of diluted earnings (loss) per share 47,210A 21,660A 380,392A 474,150A Third Quarter 2024 Form 10-Q Table of Contents Blackbaud, Inc. Notes to Condensed Consolidated Financial Statements (Unaudited) 5. Fair Value Measurements We use a three-tier fair value hierarchy to measure fair value. This hierarchy prioritizes the inputs into three broad levels as follows: 6. Level 1 - Quoted prices for identical assets or liabilities in active markets; 6. Level 2 - Quoted prices for similar assets and liabilities in active markets, quoted prices for identical or similar assets in markets that are not active, and model-derived valuations in which all significant inputs and significant value drivers are observable in active markets; and 6. Level 3 - Valuations derived from valuation techniques in which one or more significant inputs are unobservable. Recurring fair value measurements Financial assets and liabilities that are measured at fair value on a recurring basis consisted of the following, as of the dates indicated below: Fair value measurement using (dollars in thousands) Quoted Prices in Active Markets for Identical Assets and Liabilities (Level 1) Significant Other Observable Inputs (Level 2) Significant Unobservable Inputs (Level 3) Total Fair value as of September 30, 2024 Financial assets: Interest rate swaps \$1,672A \$1,672A Foreign currency forward contracts \$81A \$81A Total financial assets \$1,753A \$1,753A Fair value as of September 30, 2024 Financial liabilities: Interest rate swaps \$5,490A \$5,490A Foreign currency forward contracts \$504A \$504A Total financial liabilities \$5,994A \$5,994A Fair value as of December 31, 2023 Financial assets: Interest rate swaps \$16,198A \$16,198A Total financial assets \$16,198A \$16,198A Fair value as of December 31, 2023 Financial liabilities: Interest rate swaps \$5,004A \$5,004A Foreign currency forward contracts \$536A \$536A Contingent consideration obligations \$1,403A \$1,403A Total financial liabilities \$5,540A \$5,540A Our derivative instruments within the scope of Accounting Standards Codification ("ASC") 815, Derivatives and Hedging, are required to be recorded at fair value. Our derivative instruments that are recorded at fair value include interest rate swaps and foreign currency forward contracts. See Note 8 to these unaudited, condensed consolidated financial statements for additional information about our derivative instruments. 10 Third Quarter 2024 Form 10-Q Table of Contents Blackbaud, Inc. Notes to Condensed Consolidated Financial Statements (Unaudited) The fair value of our interest rate swaps and foreign currency forward contracts are based on model-driven valuations using Secured Overnight Financing Rate ("SOFR") rates and foreign currency forward rates, respectively, which are observable at commonly quoted intervals. Accordingly, our interest rate swaps and foreign currency forward contracts are classified within Level 2 of the fair value hierarchy. Contingent consideration obligations arise from business acquisitions. The fair values are based on discounted cash flow analyses reflecting a probability-weighted assessment approach derived from the likelihood of possible achievement of specified performance measures or events and captures the contractual nature of the contingencies, commercial risk, and the time value of money. As the fair value measurements for our contingent consideration obligations contain significant unobservable inputs, they are classified within Level 3 of the fair value hierarchy. We believe the carrying amounts of our cash and cash equivalents, restricted cash, accounts receivable, trade accounts payable, accrued expenses and other current liabilities and due to customers approximate their fair values at September 30, 2024 and December 31, 2023, due to the immediate or short-term maturity of these instruments. We believe the carrying amount of our debt approximates its fair value at September 30, 2024 and December 31, 2023, as the debt bears interest rates that approximate market value. As SOFR rates are observable at commonly quoted intervals, our debt under the 2024 Credit Facilities (as defined below) is classified within Level 2 of the fair value hierarchy. The fair value of our fixed rate debt does not exceed the carrying amount. We did not transfer any assets or liabilities among the levels within the fair value hierarchy during the nine months ended September 30, 2024. Non-recurring fair value measurements Assets and liabilities that are measured at fair value on a non-recurring basis include long-lived assets, intangible assets, goodwill and operating lease right-of-use ("ROU") assets. These assets are recognized at fair value during the period in which an acquisition is completed or at lease commencement, from updated estimates and assumptions during the measurement period, or when they are considered to be impaired. These non-recurring fair value measurements, primarily for long-lived assets, intangible assets acquired and operating lease ROU assets, are based on Level 3 unobservable inputs. In the event of an impairment, we determine the fair value of these assets other than goodwill using a discounted cash flow approach, which contains significant unobservable inputs and, therefore, is considered a Level 3 fair value measurement. The unobservable inputs in the analysis generally include future cash flow projections and a discount rate. For goodwill impairment testing, we estimate fair value using market-based methods including the use of market capitalization and consideration of a control premium. In June 2024, we entered into a sublease for an additional portion of our Washington, DC office location, which we previously closed for our own use in February 2023 to align with our remote-first workforce strategy. We considered our entry into the sublease an impairment indicator. As a result, during the nine months ended September 30, 2024, we recorded noncash impairment charges of \$3.1 million against certain operating lease ROU assets and noncash impairment charges against certain property and equipment assets which were insignificant. We present these impairment charges in general and administrative expense on our unaudited, condensed consolidated statements of comprehensive income (loss) and as other non-cash adjustments within operating activities on our unaudited condensed consolidated statements of cash flows. There were no other significant non-recurring fair value adjustments to our long-lived assets, intangible assets, goodwill or operating lease ROU assets during the nine months ended September 30, 2024.6. Consolidated Financial Statement Details Restricted cash (dollars in thousands) September 30, 2024 December 31, 2023 Restricted cash due to customers \$426,750A \$695,489A Real estate escrow balances and other 1,345A 1,517A Total restricted cash \$428,095A \$697,006A Third Quarter 2024 Form 10-Q Table of Contents Blackbaud, Inc. Notes to Condensed Consolidated Financial Statements (Unaudited) Prepaid expenses and other assets (dollars in thousands) September 30, 2024 December 31, 2023 Costs of obtaining contracts (1) (2) \$60,251A \$62,377A Prepaid software maintenance and subscriptions (3) 34,500A 35,169A Implementation costs for cloud computing arrangements, net (4) (5) 10,479A 9,259A Taxes, prepaid and receivable 7,366A 3,418A Unbilled accounts receivable 6,427A 5,615A Investment in equity securities (6) 5,284A Prepaid insurance 5,026A 3,940A Derivative instruments 1,753A 16,198A Other assets 16,847A 14,346A Total prepaid expenses and other assets 147,943A 150,322A Less: Long-term portion 60,444A 51,037A Prepaid expenses and other current assets \$87,499A \$99,285A (1) Amortization expense from costs of obtaining contracts was \$5.1 million and \$14.8 million for the three and nine months ended September 30, 2024, respectively, and \$7.9 million and \$24.3 million for the three and nine months ended September 30, 2023, respectively. (2) The current portion of costs of obtaining contracts as of September 30, 2024 and December 31, 2023 was \$19.8 million and \$25.3 million, respectively. (3) The current portion of prepaid software maintenance and subscriptions as of September 30, 2024 and December 31, 2023 was \$31.8 million and \$32.4 million, respectively. (4) These costs primarily relate to the multi-year implementations of our new global enterprise resource planning, customer relationship management systems and other cloud-based systems. (5) Amortization expense from capitalized cloud computing implementation costs was \$0.8 million and insignificant for the three months ended September 30, 2024 and 2023, respectively, and \$2.1 million and \$1.8 million for the nine months ended September 30, 2024 and 2023, respectively. Accumulated amortization for these costs was \$9.8 million and \$7.7 million as of September 30, 2024 and December 31, 2023, respectively. (6) Represents a strategic investment that did not result in Blackbaud having significant influence over the investee. Accrued expenses and other liabilities (dollars in thousands) September 30, 2024 December 31, 2023 Taxes payable \$14,168A \$21,282A Customer credit balances 9,746A 10,238A Unrecognized tax benefit 6,221A 2,954A Derivative instruments 5,994A 5,540A Operating lease liabilities, current portion 4,707A 6,701A Accrued commissions and salaries 3,086A 4,413A Accrued health care costs 3,029A 3,865A Accrued vacation costs 2,810A 2,452A Accrued transaction-based costs related to payments services 2,290A 4,323A Accrued legal costs (1) 2,156A 3,659A Contingent consideration liability (2) 1,403A Other liabilities 6,842A 7,750A Total accrued expenses and other liabilities 61,049A 74,580A Less: Long-term portion 12,304A 10,258A Accrued expenses and other current liabilities \$48,745A \$64,322A (1) All accrued legal costs are classified as current. See Note 9 to these unaudited, condensed consolidated financial statements for additional information about our loss contingency accruals and other legal expenses. 12 Third Quarter 2024 Form 10-Q Table of Contents Blackbaud, Inc. Notes to Condensed Consolidated Financial Statements (Unaudited) Other income, net Three months ended September 30, 2023, Nine months ended September 30, 2023, (dollars in thousands) 2024 2023 2024 2023 Interest income \$3,118A \$3,012A \$7,981A \$6,556A Currency revaluation (losses) gains (1,315) 1,674A (1,412) 894A Other income, net 1,194A 976A 3,085A 2,997A Other income, net \$2,997A \$5,662A \$9,654A \$10,447A 7. Debt The following table summarizes our debt balances and the related weighted average effective interest rates, which includes the effect of interest rate swap agreements. Debt balance at Weighted average effective interest rate at (dollars in thousands) September 30, 2024 December 31, 2023 September 30, 2024 December 31, 2023 Credit facility: Revolving credit facility: Revolving credit loans \$151,000A \$114,100A 7.00A % 7.52A % Term loans 795,000A 607,500A 4.28A % 3.51A % Real estate loans 55,553A 56,745A 5.23A % 5.22A % Other debt 2,782A 2,800A 8.77A % 8.42A % Total debt 1,004,335A 781,454A 4.75A % 4.24A % Less: Unamortized discount and debt issuance costs 3,486A 1,481A Less: Debt, current portion 23,830A 19,259A 6.86A % 7.02A % Debt, net of current portion \$977,019A \$760,405A 4.70A % 4.17A % 2024 refinancing On April 30, 2024, we entered into the Third Amendment to Credit Agreement (the "Amendment"), by and among us, the lenders party thereto and Bank of America N.A., as administrative agent (the "Agent"). The Amendment amends the Amended and Restated Credit Agreement, dated as of October 30, 2020 (as previously amended, the "2020 Credit Agreement" and the 2020 Credit Agreement as amended by the Amendment, the "2024 Credit Agreement"), by and among us, the lenders from time-to-time party thereto and the Agent. The Amendment amends the 2020 Credit Agreement to, among other things, (a) (refinance the existing \$1.1 billion credit facilities under the 2020 Credit Agreement to provide for new credit facilities in the aggregate principal amount of \$1.5 billion consisting of (i) a \$700.0 million revolving credit facility (the "2024 Revolving Facility") and (ii) a \$800.0 million term loan facility (the "2024 Term Facility") and together with the 2024 Revolving Facility, the "2024 Credit Facilities"), (b) extend the maturity date to April 30, 2029, (c) modify the definition of Applicable Margin (as defined below) and (iv) modify certain negative and financial covenants to provide additional operational flexibility. Upon closing, we borrowed \$800.0 million pursuant to the 2024 Term Facility and \$208.2 million pursuant to the 2024 Revolving Facility and used the proceeds to repay the outstanding principal balances of the term loans under the 2020 Credit Agreement (the "2020 Term Facilities"), and repay \$196.6 million of outstanding revolving credit loans under the 2020 Credit Agreement (the "2020 Revolving Facility"). Certain lenders of the 2024 Term Facility participated in the 2020 Term Facilities and the change in present value of our future cash flows to these lenders under the 2020 Term Facilities and under the 2024 Term Facility was less than 10%. Accordingly, we accounted for the refinancing event for these lenders as a debt modification. Certain lenders of the 2020 Term Facilities did not participate in the 2024 Term Facility. Accordingly, we accounted for the refinancing event for these lenders as a debt extinguishment. Certain lenders of the 2020 Revolving Facility participated in the 2024 Revolving Facility and provided increased borrowing capacities. Accordingly, we accounted for the refinancing event for these lenders as a debt modification. Certain lenders of the 2020 Revolving Facility did not participate in the 2024 Revolving Facility. Accordingly, we accounted for the refinancing event for these lenders as a debt extinguishment. Third Quarter 2024 Form 10-Q Table of Contents Blackbaud, Inc. Notes to Condensed Consolidated Financial Statements (Unaudited) We recorded an insignificant loss on debt extinguishment related to the write-off of debt discount and deferred financing costs for the portions of the 2020 Credit Agreement considered to be extinguished. This loss was recognized in the consolidated statements of comprehensive income within other income, net. In connection with our entry into the 2024 Credit Agreement, we paid \$6.5 million in financing costs, of which \$1.6 million were capitalized in other assets and, together with a portion of the unamortized deferred financing costs from the 2020 Credit Agreement and prior agreements, are being amortized into interest expense over the term of the new facility. As of September 30, 2024, deferred financing costs totaling \$1.8 million were included in other assets on our consolidated balance sheets. We recorded aggregate financing costs of \$3.6 million as a direct deduction from the carrying amount of our debt liability, which related to debt discount (fees paid to lenders) and debt issuance costs for the 2024 Term Facility. Summary of the 2024 Credit Facilities The 2024 Revolving Facility includes (i) a \$50.0 million letter of credit subfacility, (ii) a \$50.0 million swingline subfacility and (iii) a \$150.0 million sublimit available for multicurrency borrowings. Under the 2024 Credit Facilities, dollar tranche revolving loans and term loans bear interest at a rate per annum equal to, at the option of the Company: (a) a base rate equal to the highest of (i) the Federal Funds Rate plus 0.50%, (ii) the prime rate announced by Bank of America, N.A., and (iii) Term SOFR plus 1.00% (the "Base Rate"), plus an applicable margin as specified in the 2024 Credit Agreement (the "Applicable Margin"); (b) Term SOFR plus the Applicable Margin; or (c) the Daily SOFR Rate plus the Applicable Margin. The Applicable Margin shall be adjusted quarterly, varies based on our net leverage ratio and varies based on whether the loan is a Base Rate Loan (0.375% to 1.500%), or a Term SOFR Loan/Daily SOFR Loan (1.375% to 2.500%). The 2024 Credit Agreement also provides for a commitment fee of between 0.250% and 0.500% of the unused commitment under the 2024 Revolving Facility depending on our net leverage ratio. Under the 2024 Credit Facilities, designated currency tranche revolving loans bear interest at a rate per annum equal to, at the option of the Company: (a) the Designated Currency Daily Rate (as defined in the 2024 Credit Agreement) plus the Applicable Margin; or (b) the Designated Currency Term Rate (as defined in the 2024 Credit Agreement) plus the Applicable Margin. The Applicable Margin shall be adjusted quarterly and varies based on our net leverage ratio for both Designated Currency Daily Rate Loans and Designated Currency Term Loans (1.375% to 2.500%). We may prepay the 2024 Credit Agreement in whole or in part at any time without premium or penalty, other than customary breakage costs with respect to certain types of loans. Under the terms of the 2024 Credit Agreement, we are entitled on one or more occasion, subject to the satisfaction of certain conditions, to request an increase in the commitments under the 2024 Revolving Facility and/or request additional incremental term loans in the aggregate principal amount of up to the sum of (i) the greater of (A) \$360.0 million and (B) 100% of EBITDA (as defined in the 2024 Credit Agreement), plus (ii) at our option, up to an amount such that the net leverage ratio shall be no greater than 3.50 to 1.00. The 2024 Credit Agreement contains various representations, warranties and affirmative, negative and financial covenants customary for financings of this type. Financial covenants include a net leverage ratio and an interest coverage ratio. At September 30, 2024, we were in compliance with our debt covenants under the 2024 Credit Facilities. Real estate loans In August 2020, we completed the purchase of our global headquarters facility. As part of the purchase price, we assumed the seller's obligations under two senior secured notes with a then-aggregate outstanding principal amount of \$61.1 million (collectively, the "Real Estate Loans"). The Real Estate Loans require periodic principal payments and the balance of the Real Estate Loans are due upon maturity in April 2038. At September 30, 2024, we were in compliance with our debt covenants under the Real Estate Loans. Other debt From time to time, we enter into third-party financing agreements for purchases of software and related services for our internal use. Generally, the agreements are non-interest-bearing notes requiring annual payments. Interest associated with the notes is imputed at the rate we would incur for amounts borrowed under our then-existing credit facility at the inception of the notes. 14 Third Quarter 2024 Form 10-Q Table of Contents Blackbaud, Inc. Notes to Condensed Consolidated Financial Statements (Unaudited) The following table summarizes our currently effective supplier financing agreements as of September 30, 2024: (dollars in thousands) Term Number of Annual Payments First Annual Payment Due Original Loan Value Effective dates of agreements (1): December 2022 393A January 2023 31,710A January 2023 363A April 2023 32,491A April 2024 363A May 2024 2,073A (1) Represent noncash investing and financing transactions during the periods indicated as we purchased software and services by assuming directly related liabilities. The changes in supplier financing obligations during the nine months ended September 30, 2024, consisted of the following: (dollars in thousands) Total Balance at December 31, 2023 \$2,800A Additions 2,073A Settlements (2,091) Balance at September 30, 2024 \$2,782A As of September 30, 2024, the required annual maturities related to the 2024 Credit Facilities, the Real Estate Loans and our other debt were as follows: Years ending December 31, (dollars in thousands) Annual maturities 2024 - remaining \$5,417A 2025 23,875A 2026 22,660A 2027 22,166A 2028 22,375A Thereafter 907,842A Total required maturities \$1,004,335A 8. Derivative Instruments We generally use derivative instruments to manage our interest rate and foreign currency exchange risk. We currently have derivatives classified as cash flow hedges and net investment hedges. We do not enter

into any derivatives for trading or speculative purposes.All of our derivative instruments are governed by International Swap Dealers Association, Inc. master agreements with our counterparties. As of September 30, 2024 and December 31, 2023, we have presented the fair value of our derivative instruments at the gross amounts in the condensed consolidated balance sheets as the gross fair values of our derivative instruments equalled their net fair values.Cash flow hedgesWe have entered into interest rate swap agreements, which effectively convert portions of our variable rate debt under the 2024 Credit Facilities to a fixed rate for the term of the swap agreements. We designated each of the interest rate swaps as cash flow hedges at the inception of the contracts. Our entry into the 2024 Credit Agreement in April 2024 did not affect our interest rate swap agreements, including their designation as cash flow hedges, as the 2024 Credit Agreement has substantially the same critical terms as the 2020 Credit Agreement. In September 2024, we entered into two additional forward-starting interest rate swap agreements each with a notional value of \$100.0 million with effective dates beginning in March 2025 through September 2026 and March 2027 (the "September 2024 Swap Agreements"). We designated the September 2024 Swap Agreements as cash flow hedges at the inception of the contracts.Third Quarter 2024 Form 10-Q15Table of ContentsBlackbaud, Inc.Notes to Condensed Consolidated Financial Statements(Unaudited)As of September 30, 2024 and December 31, 2023, the aggregate notional values of the interest rate swaps were \$1.1 billion and \$935.0 million, respectively. All of the contracts have maturities on or before October 2028. The aggregate notional value as of September 30, 2024 includes the two additional forward-starting interest rate swap agreements discussed above.We have entered into foreign currency forward contracts to hedge revenues denominated in the Canadian Dollar ("CAD") against changes in the exchange rate with the United States Dollar ("USD"). We designated each of these foreign currency forward contracts as cash flow hedges at the inception of the contracts. As of September 30, 2024 and December 31, 2023, the aggregate notional values of the foreign currency forward contracts designated as cash flow hedges that we held to buy USD in exchange for Canadian Dollars were \$32.5 million CAD and \$29.9 million CAD, respectively. All of the contracts have maturities of 12 months or less. Net investment hedgesWe have entered into foreign currency forward contracts to hedge a portion of the foreign currency exposure that arises on translation of our investments denominated in British Pounds ("GBP") into USD. We designated each of these foreign currency forward contracts as net investment hedges at the inception of the contracts. As of September 30, 2024 and December 31, 2023, the aggregate notional values of the foreign currency forward contracts designated as net investment hedges to reduce the volatility of the U.S. dollar value of a portion of our GBP-denominated investments was \$10.5 million and \$13.2 million, respectively.The fair values of our derivative instruments were as follows as of:Asset derivativesLiability derivatives(dollars in thousands)Balance sheet locationSeptember 30, 2024December 31, 2023Balance sheet locationSeptember 30, 2024December 31, 2023Derivative instruments designated as hedging instruments:Interest rate swaps, current portionPrepaid expensesand other current assets\$1,672\$16,198\$ Accrued expensesand other current liabilities\$6\$6\$ Foreign currency forward contracts, current portionPrepaid expensesand other current assets\$14\$14\$ Accrued expensesand other current liabilities\$504\$536\$ Interest rate swaps, long-termOther assets\$6\$6\$ Other liabilities\$5,490\$5,004\$ Total derivative instruments designated as hedging instruments\$1,753\$16,198\$ \$5,994\$5,540\$ 16Third Quarter 2024 Form 10-QTable of ContentsBlackbaud, Inc.Notes to Condensed Consolidated Financial Statements(Unaudited)The effects of derivative instruments in cash flow and net investment hedging relationships were as follows:(Loss) gain recognizedin accumulated other comprehensive loss as ofLocation of (loss) gain reclassified from accumulated other comprehensive loss intoincome (loss)Gain reclassified from accumulatedA other comprehensive loss into income (loss)(dollars in thousands)September 30, 2024Three months endedSeptember 30, 2024Nine months endedSeptember 30, 2024Cash Flow HedgesInterest rate swaps\$(3,818)\$Interest expense\$5,653\$16,582\$ Foreign currency forward contracts\$21\$ Revenues\$87\$250\$ Net Investment HedgesForeign currency forward contracts\$(44)\$6\$A September 30, 2023Three months endedSeptember 30, 2023Nine months endedSeptember 30, 2023Cash Flow HedgesInterest rate swaps\$30,359\$ Interest expense\$5,374\$14,956\$ Foreign currency forward contracts\$182\$ Revenues\$82\$316\$ Net Investment HedgesForeign currency forward contracts\$251\$6\$A September 30, 2024Our policy requires that derivatives used for hedging purposes be designated and effective as a hedge of the identified risk exposure at the inception of the contract. Accumulated other comprehensive income (loss) includes unrealized gains or losses from the change in fair value measurement of our derivative instruments each reporting period and the related income tax expense or benefit. Excluding net investment hedges, changes in the fair value measurements of the derivative instruments and the related income tax expense or benefit are reflected as adjustments to accumulated other comprehensive income (loss) until the actual hedged expense is incurred or until the hedge is terminated at which point the unrealized gain (loss) and related tax effects are reclassified from accumulated other comprehensive income (loss) to current earnings. For net investment hedges, changes in the fair value measurements of the derivative instruments and the related income tax expense or benefit are reflected as adjustments to translation adjustment, a component of accumulated other comprehensive income (loss), and recognized in earnings only when the hedged GBP investment is liquidated. The estimated accumulated other comprehensive income as of September 30, 2024 that is expected to be reclassified into earnings within the next twelve months is \$2.7 million. There were no ineffective portions of our interest rate swap or foreign currency forward derivatives during the nine months ended September 30, 2024 and 2023. See Note 11 to these unaudited, condensed consolidated financial statements for a summary of the changes in accumulated other comprehensive income (loss) by component. We classify cash flows related to derivative instruments as operating activities in the condensed consolidated statements of cash flows.9. Commitments and ContingenciesLeasesWe have operating leases for corporate offices, subleased offices and certain equipment and furniture. As of September 30, 2024, we did not have any operating leases that had not yet commenced.Third Quarter 2024 Form 10-Q17Table of ContentsBlackbaud, Inc.Notes to Condensed Consolidated Financial Statements(Unaudited)The following table summarizes the components of our lease expense:Three months endedSeptember 30, Nine months endedSeptember 30, (dollars in thousands)2024202320242023Operating lease cost(1)\$1,417\$2,216\$5,028\$6,905\$ Variable lease cost271\$1,357\$883\$1,184\$ Sublease income(914)(833)(2,518)(2,498)\$ Net lease cost\$774\$1,740\$3,393\$5,591\$ (1)Includes short-term lease costs, which were immaterial.Maturities of our operating lease liabilities as of September 30, 2024 were as follows:Years ending December 31, (dollars in thousands)Operating leases2024 - remaining\$1,657\$2025\$6,277\$2026\$6,109\$2027\$6,207\$2028\$6,101\$ Thereafter20,689\$ Total lease payments47,040\$ Less: Amount representing interest7,115\$ Present value of future payments\$39,925\$ Other commitmentsThe term loans under the 2024 Credit Facilities require periodic principal payments. The balance of the term loans and any amounts drawn on the revolving credit loans are due upon maturity of the 2024 Credit Facilities in April 2029. The Real Estate Loans also require periodic principal payments and the balance of the Real Estate Loans are due upon maturity in April 2038. We have contractual obligations for third-party technology used in our solutions and for other services we purchase as part of our normal operations. In certain cases, these arrangements require a minimum annual purchase commitment by us. As of September 30, 2024, the remaining aggregate minimum purchase commitment under these arrangements was approximately \$206.8 million through 2029.Solution and service indemnificationsIn the ordinary course of business, we provide certain indemnifications of varying scope to customers against claims of intellectual property infringement made by third parties arising from the use of our solutions or services. We have not identified any losses that might be covered by these indemnifications.18Third Quarter 2024 Form 10-QTable of ContentsBlackbaud, Inc.Notes to Condensed Consolidated Financial Statements(Unaudited)Legal proceedingsWe are subject to legal proceedings and claims that arise in the ordinary course of business, as well as certain other non-ordinary course proceedings, claims and investigations, as described below. We make a provision for a loss contingency when it is both probable that a material liability has been incurred and the amount of the loss can be reasonably estimated. If only a range of estimated losses can be determined, we accrue an amount within the range that, in our judgment, reflects the most likely outcome; if none of the estimates within that range is a better estimate than any other amount, we accrue the low end of the range. For proceedings in which an unfavorable outcome is reasonably possible but not probable and an estimate of the loss or range of losses arising from the proceeding can be made, we disclose such an estimate, if material. If such a loss or range of losses is not reasonably estimable, we disclose that fact. We review any such loss contingency provisions at least quarterly and adjust them to reflect the impacts of negotiations, settlements, rulings, advice of legal counsel and other information and events pertaining to a particular case. We recognize insurance recoveries, if any, when they are probable of receipt. All associated costs due to third-party service providers and consultants, including legal fees, are expensed as incurred.Legal proceedings are inherently unpredictable. However, we believe that we have valid defenses with respect to the legal matters pending or threatened against us and intend to defend ourselves vigorously against all claims asserted. It is possible that our consolidated financial position, results of operations or cash flows could be materially negatively affected in any particular period by an unfavorable resolution of one or more of such legal proceedings.Security incidentAs previously disclosed, we are subject to risks and uncertainties as a result of a ransomware attack against us in May 2020 in which a cybercriminal removed a copy of a subset of data from our self-hosted environment (the "Security Incident"). Based on the nature of the Security Incident, our research and third party (including law enforcement) investigation, we do not believe that any data went beyond the cybercriminal, has been misused, or has been disseminated or otherwise made available publicly.As a result of the Security Incident, we are currently subject to certain legal proceedings, claims and investigations, as discussed below, and could be the subject of additional legal proceedings, claims, inquiries and investigations in the future that might result in adverse judgments, settlements, fines, penalties or other resolution. To limit our exposure to losses related to claims against us, including data breaches such as the Security Incident, we maintain \$50 million of insurance above a \$250 thousand deductible payable by us. As noted below, this coverage reduced our financial exposure related to the Security Incident in prior years.We recorded expenses and offsetting insurance recoveries related to the Security Incident as follows:Three months endedSeptember 30, Nine months endedSeptember 30, (dollars in thousands)2024202320242023Gross expense\$637\$4,086\$12,782\$48,646\$ Offsetting insurance recoveries\$6\$6\$6\$6\$ Net expense\$637\$4,086\$12,782\$48,646\$ The following summarizes our cumulative expenses, insurance recoveries recognized and insurance recoveries paid as of:(dollars in thousands)September 30, 2024December 31, 2023Cumulative gross expense\$174,213\$161,431\$ Cumulative offsetting insurance recoveries recognized(50,000)(50,000)\$ Cumulative net expense\$124,213\$111,431\$ Cumulative offsetting insurance recoveries paid\$(50,000)\$50,000\$ Third Quarter 2024 Form 10-Q19Table of ContentsBlackbaud, Inc.Notes to Condensed Consolidated Financial Statements(Unaudited)Recorded expenses have consisted primarily of payments to third-party service providers and consultants, including legal fees, settlement of the previously disclosed SEC investigation, multi-state Attorneys General investigation, and Attorney General of the State of California investigation (discussed below), settlements of customer claims and accruals for certain loss contingencies. Not included in the expenses discussed above were costs associated with enhancements to our cybersecurity program. We present expenses and insurance recoveries related to the Security Incident in general and administrative expense on our unaudited, condensed consolidated statements of comprehensive income (loss) and as operating activities on our unaudited, condensed consolidated statements of cash flows. Total costs related to the Security Incident exceeded the limit of our insurance coverage during the first quarter of 2022. We expect to continue to experience significant expenses related to our response to the Security Incident, resolution of legal proceedings, claims and investigations, including those discussed below, and our efforts to further enhance our cybersecurity measures. For the three months ended September 30, 2024, we incurred net pre-tax expenses which were insignificant. For the nine months ended September 30, 2024, we incurred net pre-tax expenses of \$12.8 million related to the Security Incident, which included \$6.0 million for ongoing legal fees and a settlement of loss contingencies of \$6.8 million. During the nine months ended September 30, 2024, we had net cash outlays of \$15.1 million related to the Security Incident for ongoing legal fees and the \$6.8 million paid during the third quarter of 2024 related to our settlement with the Attorney General of the State of California. In line with our policy, legal fees are expensed as incurred. For full year 2024, we currently expect pre-tax expenses of approximately \$5.0 million to \$10.0 million and cash outlays of approximately \$8.0 million to \$13.0 million for ongoing legal fees related to the Security Incident. Not included in these ranges are our previous settlements or current accruals for loss contingencies related to the matters discussed below.As of September 30, 2024, we have recorded approximately \$0.7 million in aggregate liabilities for loss contingencies based primarily on recent negotiations with certain customers related to the Security Incident that we believed we could reasonably estimate in accordance with our loss contingency procedures described above. Our liabilities for loss contingencies are recorded in accrued expenses and other current liabilities on our unaudited, condensed consolidated balance sheet. It is reasonably possible that our estimated actual losses may change in the near term for those matters and be materially in excess of the amounts accrued, but we are unable at this time to reasonably estimate the possible additional loss. There are other Security Incident-related matters, including customer claims, customer constituent class actions and governmental investigations, for which we have not recorded a liability for a loss contingency as of September 30, 2024 because we are unable at this time to reasonably estimate the possible loss or range of loss. Each of these matters could, separately or in the aggregate, result in an adverse judgment, settlement, fine, penalty or other resolution, the amount, scope and timing of which we are currently unable to predict, but could have a material adverse impact on our results of operations, cash flows or financial condition.Customer claims. To date, we have received approximately 260 specific requests from customers for reimbursement of expenses incurred by them related to the Security Incident, all of which have been fully resolved and closed or are inactive and are considered by us to have been abandoned by the customers. We have also received approximately 400 reservations of the right to seek expense recovery in the future from customers or their attorneys in the U.S., U.K. and Canada related to the Security Incident, none of which resulted in claims submitted to us and are considered by us to have been abandoned by the customers. We have also received notices of proposed claims on behalf of a number of U.K. data subjects, which we are reviewing. In addition, insurance companies representing various customers' interests through subrogation claims have contacted us, and certain insurance companies have filed subrogation claims in court, of which two cases remain active and unresolved.Customer constituent class actions. Presently, we are a defendant in putative consumer class action cases in U.S. federal courts (which have been consolidated under multi district litigation to a single federal court) and in Canadian courts alleging harm from the Security Incident. The plaintiffs in these cases, who purport to represent various classes of individual constituents of our customers, generally claim to have been harmed by alleged actions and/or omissions by us in connection with the Security Incident and assert a variety of common law and statutory claims seeking monetary damages, injunctive relief, costs and attorneys' fees and other related relief.Lawsuits that are putative class actions require a plaintiff to satisfy a number of procedural requirements before proceeding to trial. These requirements include, among others, demonstration to a court that the law proscribes in some manner our activities, the making of factual allegations sufficient to suggest that our activities exceeded the limits of the law and a determination by the court that the law is known as class certification that the law permits a group of individuals to pursue the case together as a class. If these procedural requirements are not met, the lawsuit cannot proceed as a class action and the plaintiff may lose the financial incentive to proceed with the case. We are currently engaged in court proceedings to 20Third Quarter 2024 Form 10-QTable of ContentsBlackbaud, Inc.Notes to Condensed Consolidated Financial Statements(Unaudited)determine whether this will proceed as a class action, as described below. Frequently, a court's determination as to these procedural requirements is subject to appeal to a higher court. As a result of these uncertainties, we may be unable to determine the probability of loss until, or after, a court has finally determined that a plaintiff has satisfied the applicable class action procedural requirements.Furthermore, for putative class actions, it is often not possible to reasonably estimate the possible loss or a range of loss amounts, even where we have determined that a loss is reasonably possible. Generally, class actions involve a large number of people and raise complex legal and factual issues that result in uncertainty as to their outcome and, ultimately, making it difficult for us to estimate the amount of damages that a plaintiff might successfully prove. This analysis is further complicated by the fact that the plaintiffs lack contractual privity with us.On May 14, 2024, the United States District Court for the District of South Carolina (the "Court") issued a memorandum opinion and order (1) denying the multi district litigation plaintiffs' motion for class certification because of the plaintiffs' failure to meet their burden of proof as to ascertainability, (2) granting our motion to exclude the multi district litigation plaintiffs' expert on the issue of ascertainability, and (3) denying the multi district litigation plaintiffs' motion to exclude our expert on the issue of ascertainability. Further, the Court denied as moot all other pending motions. On May 28, 2024, the plaintiffs filed a petition for permission to appeal under Rule 23(f) of the Federal Rules of Civil Procedure with the Fourth Circuit Court of Appeals (the "Fourth Circuit"), and we subsequently filed an opposition to such petition. On July 30, 2024, the Fourth Circuit denied the plaintiffs' petition. This litigation remains ongoing.Governmental investigations. As previously disclosed, we are subject to an ongoing investigation by the U.S. Department of Health and Human Services. We also responded to inquiries from the Office of the Australian Information Commissioner in September 2020 and the Office of the Privacy Commissioner of Canada in October 2020. On June 13, 2024, we agreed to a Final Judgment and Permanent Injunction with the Attorney General of the State of California (the "Final Judgment") relating to the Security Incident. This settlement fully resolved the last remaining U.S. state attorney general investigation into the Security Incident. Under the terms of the settlement, we agreed to comply with applicable laws; not to make misleading statements related to our data protection, privacy, security, confidentiality, integrity, breach notification requirements, and similar matters; and to implement and improve certain cybersecurity programs and tools. The terms of the settlement with California are generally consistent with those to which we agreed in settling with the other 49 state Attorneys General and

The District of Columbia on October 5, 2023, as assessed below. As part of the settlement, we also agreed to pay a total of \$6.8 million to the State of California. This amount was fully accrued as a contingent liability in the Company's financial statements as of March 31, 2024 and June 30, 2024, and subsequently paid in the third quarter of 2024. Nothing contained in the Final Judgment is intended to be, and shall not in any event be construed or deemed to be, an admission or concession or evidence of any liability or wrongdoing whatsoever on the part of Blackbaud or any fact or violation of law, rule, or regulation. For more information, see the Final Judgment and Permanent Injunction of the State of California, County of San Diego that was furnished as Exhibit 99.1 to our Current Report on Form 8-K filed with the SEC on June 14, 2024. On May 20, 2024, the U.S. Federal Trade Commission (the "FTC") finalized an Order (the "FTC Order") evidencing its settlement with us in connection with the Security Incident. As part of the FTC Order, we were not fined and were not otherwise required to make any payment. Furthermore, we agreed to the FTC Order without admitting or denying any of the FTC's allegations, except as expressly stated otherwise in the FTC Order. The settlement described in the FTC Order fully resolved the FTC investigation. For more information, see the form of proposed order that was furnished as Exhibit 99.2 to our Current Report on Form 8-K filed with the SEC on February 2, 2024 and is identical in substance to the final FTC Order, and in Note 11 to our audited consolidated financial statements contained in our Annual Report on Form 10-K filed with the SEC on February 21, 2024. On October 5, 2023, we entered into separate, substantially similar Administrative Orders with each of 49 state Attorneys General and the District of Columbia relating to the Security Incident which fully resolved the previously disclosed multi-state Civil Investigative Demand and the separate Civil Investigative Demand from the Office of the Indiana Attorney General relating to the Security Incident. On March 9, 2023, we reached a settlement with the SEC in connection with the Security Incident that fully resolved the previously disclosed SEC investigation of the Security Incident. On September 28, 2021, the Information Commissioner's Office in the United Kingdom under the U.K. Data Protection Act 2018 notified us that it has closed its investigation of the Security Incident. Third Quarter 2024 Form 10-Q Table of Contents Blackbaud, Inc. Notes to Condensed Consolidated Financial Statements (Unaudited) On September 24, 2021, we received notice from the Spanish Data Protection Authority that it has concluded its investigation of the Security Incident. On January 15, 2021, we were notified by the Data Protection Commission of Ireland that it has concluded its investigation of the Security Incident. For more information about these completed government investigations and related actions, see Note 11 to our audited consolidated financial statements contained in our Annual Report on Form 10-K filed with the SEC on February 21, 2024. We continue to cooperate with all ongoing investigations, which include various requests for documents, policies, narratives and communications, as well as requests to interview or depose various Company-related personnel. As noted above, each of these separate governmental investigations could result in adverse judgments, settlements, fines, penalties or other resolution, the amount, scope and timing of which we are currently unable to predict, but could have a material adverse impact on our results of operations, cash flows or financial condition. 10. Income Taxes Our income tax provision (benefit) and effective income tax rates, including the effects of period-specific events, were: A Three months ended September 30, Nine months ended September 30, (dollars in thousands) 2024 2023 2024 2023 Income tax provision (benefit) \$12,140A \$9,069A \$18,567A \$(5,032) Effective income tax rate 37.1A % 50.1A % 28.1A % 58.4A % The changes in our effective income tax rates for the three and nine months ended September 30, 2024, when compared to the same periods in 2023 were primarily attributable the negative impact in 2023 of non-deductible accruals related to the Security Incident that did not recur in 2024 to the same extent. Additionally, there were favorable impacts of benefits attributable to stock-based compensation. Partially offsetting these items were unfavorable impacts of our United Kingdom liability for uncertain tax positions. 11. Stockholders' Equity Stock repurchase program Under our stock repurchase program, we are authorized to repurchase shares from time to time in accordance with applicable laws both on the open market, including under trading plans established pursuant to Rule 10b5-1 under the Securities Exchange Act of 1934, as amended, and in privately negotiated transactions. The timing and amount of repurchases depends on several factors, including market and business conditions, the trading price of our common stock and the nature of other investment opportunities. The repurchase program does not have an expiration date and may be limited, suspended or discontinued at any time without prior notice. Under the 2024 Credit Agreement, we have restrictions on our ability to repurchase shares of our common stock, which are summarized on page 47 in this report. We account for purchases of treasury stock under the cost method. On January 17, 2024, our Board of Directors reauthorized, expanded and replenished our stock repurchase program by expanding the total capacity under the program from \$250.0 million to \$500.0 million available for repurchases. In March 2024, we entered into an issuer forward repurchase transaction with a large financial institution to repurchase an aggregate \$200 million of shares of our common stock (the "ASR Transaction"). Pursuant to the terms of the ASR Transaction, we provided the financial institution with a prepayment of \$200 million and received an initial delivery of 2.1 million shares of our common stock, representing approximately 70% of the total shares then expected to be repurchased under the ASR Transaction. The final number of shares of common stock delivered to us under the ASR Transaction will be based on the average of the daily volume-weighted average prices of the common stock during the term of the ASR Transaction, less a discount and subject to customary adjustments upon events affecting the common stock (e.g., dilutive or concentrative events, mergers and acquisitions, and market disruptions). At settlement, the financial institution may be required to deliver additional shares of our common stock to us or, under certain circumstances, we may be required to deliver a cash payment. 22 Third Quarter 2024 Form 10-Q Table of Contents Blackbaud, Inc. Notes to Condensed Consolidated Financial Statements (Unaudited) or shares of our common stock to the financial institution, with the method of settlement at our election. See Note 13 to these unaudited, condensed consolidated financial statements for additional information about the final settlement of the ASR Transaction which occurred in October 2024. The difference of \$52.2 million between the prepayment of \$200 million and the value of the shares repurchased on the ASR Transaction date represents an unsettled prepaid forward contract indexed to our common stock and met all of the applicable criteria for equity classification; therefore, it was not accounted for as a derivative instrument as of September 30, 2024. Because of our ability to settle in shares, the \$52.2 million prepaid forward contract was classified as a reduction to additional paid-in capital within our unaudited, condensed consolidated statement of stockholders' equity. We funded the ASR Transaction prepayment with borrowings pursuant to a revolving credit loan under the 2020 Credit Agreement. On July 16, 2024, our Board of Directors reauthorized, expanded and replenished our stock repurchase program by expanding the total capacity under the program from \$500.0 million to \$800.0 million available for repurchases. During the three months ended September 30, 2024, we repurchased 807,774 shares for \$62.8 million. During the nine months ended September 30, 2024, we repurchased an aggregate of 3,761,985 shares for \$325.4 million, including the initial delivery of shares repurchased pursuant to the ASR Transaction. The remaining amount available to purchase stock under the approved stock repurchase program was \$737.2 million as of September 30, 2024. Changes in accumulated other comprehensive income (loss) by component The changes in accumulated other comprehensive income (loss) by component, consisted of the following: Three months ended September 30, Nine months ended September 30, (in thousands) 2024 2023 2024 2023 Accumulated other comprehensive income (loss), beginning of period \$175A \$8,842A \$(1,688) \$8,938A By component: Gains and losses on cash flow hedges: Accumulated other comprehensive income balance, beginning of period \$10,867A \$18,524A \$8,158A \$23,833A Other comprehensive (loss) income before reclassifications, net of tax effects of \$3,315, \$(2,873), \$(6,25) and \$(3,545) (9,294) \$1,124A 1,558A 10,066A Amounts reclassified from accumulated other comprehensive (loss) income \$(5,740) \$(5,456) \$(16,832) \$(15,272) Tax expense included in provision for income taxes 1,509A 1,425A 4,458A 3,990A Total amounts reclassified from accumulated other comprehensive (loss) income \$(4,231) \$(4,031) \$(12,374) \$(11,282) Net current-period other comprehensive (loss) income \$(3,525) \$(4,093A) \$(10,816) \$(1,216) Accumulated other comprehensive (loss) income balance, end of period \$(2,658) \$22,617A \$(2,658) \$22,617A Foreign currency translation adjustment: Accumulated other comprehensive loss balance, beginning of period \$(10,692) \$(9,682) \$(9,846) \$(14,895) Translation adjustment 6,463A (4,794) 5,617A 419A Accumulated other comprehensive loss balance, end of period \$(4,229) \$(14,476) \$(4,229) \$(14,476) Accumulated other comprehensive (loss) income, end of period \$(6,887) \$8,141A \$(6,887) \$8,141A 12. Revenue Recognition Transaction price allocated to the remaining performance obligations As of September 30, 2024, approximately \$1.2 billion of revenue under contract is expected to be recognized from remaining performance obligations. We expect to recognize revenue on approximately 55% of these remaining performance obligations over the next 12 months, with the remainder recognized thereafter. Third Quarter 2024 Form 10-Q Table of Contents Blackbaud, Inc. Notes to Condensed Consolidated Financial Statements (Unaudited) We applied the practical expedient in ASC 606-10-5-14 and have excluded the value of unsatisfied performance obligations for contracts for which we recognize revenue at the amount to which we have the right to invoice for services performed (transactional revenue). Contract balances Our contract assets as of September 30, 2024 and December 31, 2023 were insignificant. Our closing balances of deferred revenue were as follows: (in thousands) September 30, 2024 December 31, 2023 Total deferred revenue \$413,259A \$394,927A The increase in deferred revenue during the nine months ended September 30, 2024 was primarily due to the impact of our contract pricing initiatives within the Social Sector, as well as a seasonal increase in customer contract billings and renewals. Historically, due to the timing of customer budget cycles, we have an increase in customer contract renewals at or near the beginning of our third quarter. Generally, our lowest balance of deferred revenue during the year is at the end of our first quarter. The amount of revenue recognized during the nine months ended September 30, 2024 that was included in the deferred revenue balance at the beginning of the period was approximately \$321 million. The amount of revenue recognized during the nine months ended September 30, 2024 from performance obligations satisfied in prior periods was insignificant. Disaggregation of revenue We sell our cloud solutions and related services in three primary geographical markets: to customers in the United States, to customers in the United Kingdom and to customers located in other countries. The following table presents our revenue by geographic area based on the address of our customers: Three months ended September 30, Nine months ended September 30, (dollars in thousands) 2024 2023 2024 2023 United States \$238,661A \$237,877A \$718,601A \$688,290A United Kingdom \$29,846A 25,694A 85,955A 79,976A Other countries \$18,220A 14,055A 48,707A 42,155A Total revenue \$286,727A \$277,626A \$853,263A \$810,421A The Social Sector and Corporate Sector market groups comprised our go-to-market organizations as of September 30, 2024. The following is a description of each market group as of that date: a The Social Sector market group focuses on sales to customers and prospects in the social sector, such as nonprofits, foundations, education institutions, healthcare organizations and other not-for-profit entities globally, and includes Just Giving; and b The Corporate Sector market group focuses on sales to customers and prospects in the corporate sector globally, and includes EVERFI and YourCause. 24 Third Quarter 2024 Form 10-Q Table of Contents Blackbaud, Inc. Notes to Condensed Consolidated Financial Statements (Unaudited) The following table presents our revenue by market group: Three months ended September 30, Nine months ended September 30, (dollars in thousands) 2024 2023 2024 2023 Social Sector \$255,210A \$239,512A \$751,818A \$696,790A Corporate Sector \$31,517A 38,114A 101,445A 113,631A Total revenue \$286,727A \$277,626A \$853,263A \$810,421A The following table presents our recurring revenue by type: Three months ended September 30, Nine months ended September 30, (dollars in thousands) 2024 2023 2024 2023 Contractual recurring \$194,798A \$189,174A \$579,195A \$548,012A Transactional recurring \$85,220A 79,827A 253,717A 236,127A Total recurring revenue \$280,018A \$269,001A \$832,912A \$784,139A 13. Subsequent Events ASR Transaction Settlement On October 29, 2024, we settled the previously announced ASR Transaction described in Note 11. In connection with the settlement of the ASR Transaction, we received approximately 490,000 shares of our common stock, in addition to the 2.1 million shares received in March 2024. No cash was exchanged as part of the settlement of the ASR Transaction. Third Quarter 2024 Form 10-Q Table of Contents Blackbaud, Inc. (Unaudited) ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS The following discussion and analysis of our financial condition and results of operations should be read in conjunction with our unaudited, condensed consolidated financial statements and related notes included elsewhere in this Quarterly Report on Form 10-Q. The following discussion and analysis presents financial information denominated in millions of dollars which can lead to differences from rounding when compared to similar information contained in the unaudited, condensed consolidated financial statements and related notes which are primarily denominated in thousands of dollars. Executive Summary We are the leading software provider exclusively dedicated to powering social impact. Serving the nonprofit and education sectors, companies committed to social responsibility and individual change makers, our essential software is built to accelerate impact in fundraising, nonprofit financial management, digital giving, grantmaking, corporate social responsibility and education management. A remote-first company, we have operations in the United States, Australia, Canada, Costa Rica, India and the United Kingdom, supporting users in 100+ countries. Our revenue is primarily generated from the following sources: (i) charging for the use of our software solutions in cloud and hosted environments; (ii) providing payment and transaction services; and (iii) providing Impact-as-a-Service, a digital educational content. Business Update Our company has

implemented in the past twelve months and increases in volume for our Blackbaud Tuition Management and JustGiving solutions; also contributing to the increases in transactional recurring revenue during the three and nine months ended September 30, 2024 were increases related to fluctuations in foreign currency exchange rates of \$0.7 million and \$1.6 million, respectively. Decreases in one-time service and other revenue primarily related to:•Decreases in one-time consulting revenue of \$1.8 million and \$5.2 million, respectively, primarily due to decreases of \$2.7 million and \$5.2 million, respectively, resulting from our sale of EVERFI Limited as discussed in Note 3 to our unaudited, condensed consolidated financial statements in this report.As previously disclosed and discussed above, we have a number of multi-year pricing initiatives underway, some to bring our pricing in line with the market while others are model changes that are expected to drive greater revenue for both us and our customers. Excluding the impact from our sale of EVERFI Limited in the first quarter of 2024, we expect that the decline in our non-strategic one-time services and other revenue will slow in 2024 compared to the previous two years.28Third Quarter 2024 Form 10-QTable of ContentsBlackbaud, Inc.(Unaudited)Our Social Sector revenue (which represents approximately 88% of our total year-to-date revenue) increased \$15.7 million, or 6.6%, and \$55.0 million, or 7.9%, respectively, during the three and nine months ended September 30, 2024, when compared to the same periods in 2023, driven primarily by the increases in contractual recurring revenue and transactional recurring revenue discussed above. The Social Sector has proven to be very resilient as demonstrated through the last several economic downturns and the COVID-19 pandemic, and we have great confidence in the long-term trajectory of this portion of our business.Our Corporate Sector revenue (which represents approximately 12% of our total year-to-date revenue) decreased \$6.6 million, or 17.3%, and \$12.2 million, or 10.7%, respectively, during the three and nine months ended September 30, 2024, when compared to the same periods in 2023, driven primarily by the underperformance of EVERFI and our disposition of EVERFI Limited in March 2024 (see Note 3 to our unaudited, condensed consolidated financial statements in this report for more information). EVERFI has unique and valuable assets, including a comprehensive catalog of content, great customer relationships and a deep talent pool. However, EVERFI has faced a number of external challenges and while we have taken decisive actions, including changes to Corporate Sector leadership and the disposition of a non-recurring revenue component (EVERFI Limited discussed above), EVERFI continues to be a drag on our overall performance, and we expect that to continue. While EVERFI remains a small portion of our total revenue at approximately 8%, we are focused on achieving the best possible outcome for this business. We recently took actions to right-size EVERFI's business to better align costs to its lower revenues, and we hired a strategic advisor to assist us in considering a range of alternatives for EVERFI, one of which includes a potential divestiture of the business. This work is in early stages, and EVERFI remains well positioned to support its customers. We will continue to provide updates as progress is made on this initiative.Third Quarter 2024 Form 10-Q29Table of ContentsBlackbaud, Inc.(Unaudited)Income from operations increased by \$21.8 million and \$84.2 million, respectively, during the three and nine months ended September 30, 2024, respectively, when compared to the same periods in 2023, driven largely by the following:•Decreases in stock-based compensation expense of \$13.8 million and \$19.2 million, respectively, primarily due to overall Company performance against targets for certain performance-based equity awards, and a decrease in the grant date fair value of equity award grants•Increases in total revenue, as described above•Decreases in acquisition and disposition-related costs of \$6.8 million and \$2.0 million, respectively. For the three months ended period, the decrease is primarily related to the initial noncash impairment charges against certain operating lease right-of-use assets and property and equipment assets resulting from the sublease of portion of our Washington, DC office location during the third quarter of 2023 which did not reoccur in the third quarter of 2024. For the nine months ended period, the decrease related to the 2023 Washington, DC office impairment was partially offset by an additional impairment due to sublease, which occurred during the second quarter of 2024 and the disposition of EVERFI Limited; see Note 5 and Note 3, respectively, to our unaudited, condensed consolidated financial statements in this report for more information. •Decrease in employee severance costs of \$5.0 million, during the nine months ended September 30, 2024, related to our prior period targeted workforce reductions•Decreases in Security Incident-related expenses of \$3.4 million and \$35.9 million, respectively, largely related to decreases in loss contingency accruals (see "Security Incident update" below)•Increases in commission expense of \$2.8 million and \$9.3 million, respectively, primarily due to fewer sales headcount and a prospective increase in the period of benefit over which we amortized costs of obtaining contracts with customers from 5 to 6 years beginning in the year ending December 31, 2024•Decrease in corporate costs of \$1.6 million, during the nine months ended September 30, 2024, primarily related to a decrease in bad debt expense and the release of certain accrued tax liabilities due to favorable state sales tax rulings•Decreases in direct costs of revenue of \$0.8 million and \$1.0 million, respectively, primarily due to our sale of EVERFI Limited as discussed above•Increases in compensation costs other than stock-based compensation of \$3.6 million and \$6.5 million, respectively, primarily due to an increase in resources dedicated to our cybersecurity program•Increases in third-party contractor costs of \$3.2 million and \$6.0 million, respectively, largely related to enhancements to our cybersecurity program•Decrease of \$2.9 million, during the nine months ended September 30, 2024, due to an increase in amortization of capitalized software and content development costs and a decrease in software and content development costs that were required to be capitalized under the internal-use software guidance•Increases in hosting and data center costs of \$1.8 million and \$4.1 million, respectively, as we continue to migrate our cloud infrastructure to leading public cloud service providers and make investments in security; currently, we expect our cloud infrastructure migration efforts and increased level of cybersecurity investments to continue for the foreseeable future•Increases in amortization of intangible assets from business combinations of \$1.7 million and \$5.0 million, respectively, as most the intangible assets we acquired with EVERFI in December 2021 are amortized on a curve that represents the expected period of economic benefit•Increases in advertising costs of \$0.8 million and \$3.7 million, respectively, primarily due to timing differences compared to 2023 (for example, bbconA®, our annual user conference, which was held in September of 2024 and October of 2023) and, to a lesser extent, increased digital marketing spend to drive fundraising page creation for JustGiving•Increases in transaction-based costs of \$0.8 million and \$3.4 million, respectively, related to the increase in the volume of transactions for which we process payments and, to a lesser extent, increases in vendor rates•Increases in travel costs of \$0.8 million and \$1.9 million, respectively, primarily due to the timing of travel related to bbcon (as discussed above)•We are continuing to make critical investments in the business in areas such as innovation, cybersecurity, and our continued shift of cloud infrastructure to leading public cloud service providers. Our financial results through the third quarter of 2024 reflect some of these incremental investments.30Third Quarter 2024 Form 10-QTable of ContentsBlackbaud, Inc.(Unaudited)We continuously seek opportunities to optimize our portfolio of solutions to focus time and resources on innovation that will have the greatest impact for our customers and the markets we serve, and drive the highest return on investment. To that end, we will continue to simplify and rationalize our portfolio through product sunsets and divestitures of non-core businesses and technologies.As a remote-first workforce company, we also continuously evaluate opportunities to shift various business units or functions to lower-cost jurisdictions, including internationally, and may do so if and when we determine that it would reduce costs without negatively impacting the quality of our products and services.Gross dollar retentionA A A A A A Our recurring subscription contracts are typically for a term of three years at contract inception. A key factor to our overall success is the renewal and expansion of our existing subscription agreements with our customers. Management uses gross dollar retention in analyzing our success at delighting our customers with innovative and cloud solutions. Gross dollar retention is defined as contracted annual recurring revenue ("CARR") divided by beginning CARR with a measurement period of twelve months. For the twelve months ended September 30, 2024, our gross dollar retention was approximately 90%. This gross dollar retention rate was consistent with our rate for the full year ended December 31, 2023. Excluding EVERFI, our gross dollar retention during the twelve months ended September 30, 2024 was approximately 92%. We are continually investing in innovation, which we believe will increase gross dollar retention over the long-term.Balance sheet and cash flowAt September 30, 2024, our cash and cash equivalents were \$34.6 million. Under the 2024 Credit Facilities, the carrying amount of our debt was \$943.0 million and our net leverage ratio was 2.42 to 1.00. During the nine months ended September 30, 2024, we generated \$222.4 million in cash from operations, had a net increase in borrowings of \$223.2 million, returned \$325.4 million to stockholders by way of share repurchases and had aggregate cash outlays of \$50.1 million for purchases of property and equipment and capitalized software and content development costs.Security Incident updateAs discussed in Note 9 to our unaudited, condensed consolidated financial statements in this report, total costs related to the Security Incident exceeded the limit of our insurance coverage in the first quarter of 2022. Accordingly, the Security Incident has negatively impacted, and we expect it to continue for the foreseeable future to negatively impact, our GAAP profitability and GAAP cash flow (see discussion regarding non-GAAP free cash flow and non-GAAP adjusted free cash flow on page 43). For the three months ended September 30, 2024, we incurred net pre-tax expenses which were insignificant. For the nine months ended September 30, 2024, we incurred net pre-tax expenses of \$12.8 million related to the Security Incident, which included \$6.0 million for ongoing legal fees and additional accruals for loss contingencies of \$6.8 million. During the nine months ended September 30, 2024, we had cash outlays of \$15.1 million related to the Security Incident for ongoing legal fees and the \$6.8 million paid during the third quarter of 2024 related to our settlement with the Attorney General of the State of California. In line with our policy, legal fees are expensed as incurred. For full year 2024, we currently expect pre-tax expenses of approximately \$5.0 million to \$10.0 million and cash outlays of approximately \$8.0 million to \$13.0 million for ongoing legal fees related to the Security Incident. Not included in these ranges are our previous settlements or current accruals for loss contingencies related to the matters discussed below. As of September 30, 2024, we have recorded approximately \$0.7 million in aggregate liabilities for loss contingencies based primarily on recent negotiations with certain customers related to the Security Incident that we believed we could reasonably Third Quarter 2024 Form 10-Q31Table of ContentsBlackbaud, Inc.(Unaudited)estimate in accordance with our loss contingency procedures described above and as more fully described in Note 9. It is reasonably possible that our estimated actual losses may change in the near term for those matters and be materially in excess of the amounts accrued, but we are unable at this time to reasonably estimate the possible additional loss.There are other Security Incident-related matters, including customer claims, customer constituent class actions and governmental investigations, for which we have not recorded a liability for a loss contingency as of September 30, 2024 because we are unable at this time to reasonably estimate the possible loss or range of loss. Each of these matters could, separately or in the aggregate, result in an adverse judgment, settlement, fine, penalty or other resolution, the amount, scope and timing of which we are currently unable to predict, but could have a material adverse impact on our results of operations, cash flows or financial condition.Results of OperationsComparison of the three and nine months ended September 30, 2024 and 2023Revenue and Cost of RevenueRecurringRevenue (\$M)Cost of revenue (\$M)Gross profit (\$M)and gross margin (%)YoY Growth (%)YoY Growth (%)Recurring revenue includes two components: contractual recurring and transactional recurring. Contractual recurring revenue is primarily comprised of fees for the use of our subscription-based software solutions, which includes providing access to cloud solutions, Impact-as-a-Service,a digital educational content, online training programs and subscription-based analytic services. Contractual recurring revenue also includes fees from maintenance services for our on-premises solutions.Transaction recurring revenue is comprised of transaction fees associated with the use of our solutions, including donation processing, tuition management, consumer giving and event-based usage.32Third Quarter 2024 Form 10-QTable of ContentsBlackbaud, Inc.(Unaudited)Cost of recurring revenue is primarily comprised of compensation costs for customer support and production IT personnel, hosting and data center costs, third-party contractor expenses, third-party royalty and data expenses, allocated depreciation, facilities and IT support costs, amortization of intangible assets from business combinations, amortization of software development costs, transaction-based costs related to payments services including remittances of amounts due to third-parties and other costs incurred in providing support and recurring services to our customers.Our customers continue to prefer cloud subscription offerings with integrated analytics, training and payment services. We intend to continue focusing on innovation, quality and integration of our cloud solutions, which we believe will drive future revenue growth.Recurring revenue increased by \$11.0 million, or 4.1%, and \$48.8 million, or 6.2%, during the three and nine months ended September 30, 2024, respectively, when compared to the same periods in 2023, driven primarily by the following:•Increases in contractual recurring revenue of \$5.6 million and \$31.2 million, respectively, related to the impact of our 3-year contract renewal initiative and pricing within the Social Sector as well as the performance of our cloud solutions; partially offset by decreases in revenue from EVERFI (as discussed above) and maintenance revenue;•Increases in transactional recurring revenue of \$5.4 million and \$17.6 million, respectively, primarily due to positive results related to pricing initiatives we have implemented in the past twelve months and increases in volume for our Blackbaud Tuition Management and JustGiving solutions; also contributing to the increases in transactional recurring revenue during the three and nine months ended September 30, 2024 were increases related to fluctuations in foreign currency exchange rates of \$0.7 million and \$1.6 million, respectively.Cost of recurring revenue increased by \$8.5 million, or 7.5%, and \$19.1 million, or 5.6%, during the three and nine months ended September 30, 2024, respectively, when compared to the same periods in 2023, driven primarily by the following:•Increases in hosting and data center costs of \$1.8 million and \$4.2 million, respectively, as we continue to migrate our cloud infrastructure to leading public cloud service providers and make investments in security; currently, we expect our cloud infrastructure migration efforts and increased level of cybersecurity investments to continue for the foreseeable future•Increases in amortization of intangible assets from business combinations of \$1.6 million and \$4.7 million, respectively, as most of the intangible assets we acquired with EVERFI in December 2021 are amortized on a curve that represents the expected period of economic benefit. •Increases in third-party software costs of \$1.4 million and \$1.1 million, respectively, primarily due to the number of licenses needed and also price increases for the software being used•Increases in third-party contractor costs of \$1.3 million and \$3.1 million, respectively, largely related to enhancements to our cybersecurity program•Increases in amortization of software development costs of \$0.9 million and \$2.0 million, respectively, due to our continued investments in the innovation and security of our solutions•Increases in transaction-based costs of \$0.6 million and \$3.3 million, respectively, related to the increase in the volume of transactions for which we process payments and, to a lesser extent, increases in vendor rates•Decreases in stock-based compensation costs of \$0.8 million and \$1.4 million, respectively, primarily due to estimated overall Company performance against 2024 goalsRecurring gross margin decreased by 140 basis points for the three months ended September 30, 2024, when compared to the same period in 2023, primarily due to the increases in cost of recurring revenue outpacing the increases in recurring revenue.Recurring gross margin was relatively consistent for the nine months ended September 30, 2024, when compared to the same period in 2023.Third Quarter 2024 Form 10-Q33Table of ContentsBlackbaud, Inc.(Unaudited)One-time services and otherRevenue (\$M)Cost of revenue (\$M)Gross profit (\$M)and gross margin (%)YoY Growth (%)YoY Growth (%)One-time services and other revenue is comprised of fees for one-time consulting, analytic and onsite training services, and fees for retained and managed services contracts that we do not expect to have a term consistent with our cloud solution contracts.Cost of one-time services and other is primarily comprised of compensation costs for professional services and onsite training personnel, other costs incurred in providing onsite customer training, third-party contractor expenses, data expense incurred to perform one-time analytic services, third-party software royalties, allocated depreciation, facilities and IT support costs and amortization of intangible assets from business combinations.One-time services and other revenue decreased by \$1.9 million, or 22.2%, and \$5.9 million, or 22.6%, during the three and nine months ended September 30, 2024, respectively, when compared to the same periods in 2023, driven primarily by the following:•Decreases in one-time consulting revenue of \$1.8 million and \$5.2 million, respectively, primarily due to decreases of \$2.7 million and \$5.2 million, respectively, resulting from our sale of EVERFI Limited as discussed in Note 3 to our unaudited, condensed consolidated financial statements in this report.Cost of one-time services and other decreased by \$2.8 million, or 36.2%, and \$7.0 million, or 29.5%, during the three and nine months ended September 30, 2024, respectively, when compared to the same periods in 2023, driven primarily by the following:•Decreases in compensation costs of \$1.6 million and \$4.3 million, respectively, primarily related to our sale of EVERFI Limited as discussed above and a continued shift in resources historically supporting one-time services and other towards recurring revenue•Decreases in direct costs of revenue of \$0.9 million and \$1.8 million, respectively, primarily due to our sale of EVERFI Limited as discussed above34Third Quarter 2024 Form 10-QTable of ContentsBlackbaud, Inc.(Unaudited)One-time services and other gross margin increased by 1,590 basis points and 810 basis points during the three and nine months ended September 30, 2024, respectively, when compared to the same periods in 2023, primarily due to the decrease in compensation costs discussed above outpacing the decrease of one-time services and other revenue.Operating ExpensesSales, marketing and customer successSales, marketing and customer success expense includes compensation costs, variable sales commissions, travel-related expenses, advertising and marketing materials, public relations costs, variable reseller commissions and allocated depreciation, facilities and IT support costs.We see a large market opportunity in the long-term and will continue to make investments to drive sales effectiveness. We have also implemented software tools to enhance our digital footprint and drive lead generation. The enhancements we are making in our go-to-market approach are expected to reduce our average customer acquisition cost per customer as well as the related payback period while increasing sales velocity.Third Quarter 2024 Form 10-Q35Table of ContentsBlackbaud, Inc.(Unaudited)Sales, marketing and customer success expense decreased by \$3.0 million, or 5.7%, and \$12.6 million or 7.9%, during the three and nine months ended September 30, 2024, respectively, when compared to the same periods in 2023. The decreases in dollars and as a percentage of total

revenue were primarily driven by the following:-Decreases in commissions expense of \$3.0 million and \$9.7 million, respectively, due to a prospective increase in the period of benefit over which we amortized costs of obtaining contracts with customers from 5 to 6 years beginning in the year ending December 31, 2024 and fewer sales headcount-Decreases in stock-based compensation costs of \$2.2 million and \$5.7 million, respectively, primarily due to estimated overall Company performance against 2024 goals-Decrease in severance costs of \$2.2 million, during the nine months ended September 30, 2024, related to our prior period targeted workforce reductions+Increases in advertising costs of \$0.8 million and \$3.7 million, respectively, primarily due to timing differences compared to 2023 (for example, bbcon as discussed above) and, to a lesser extent, increased digital marketing spend to drive fundraising page creation for JustGivingResearch and developmentResearch and development expense includes compensation costs for engineering and product management personnel, third-party contractor expenses, software development tools and other expenses related to developing new solutions or upgrading and enhancing existing solutions that do not qualify for capitalization, and allocated depreciation, facilities and IT support costs.We continue to make investments to delight our customers with innovative and secure cloud solutions. Research and development expenses increased by \$1.4 million, or 3.7%, and \$6.5 million or 5.7%, during the three and nine months ended September 30, 2024, respectively, when compared to the same periods in 2023, primarily driven by the following:-Increases in compensation costs other than stock-based compensation of \$1.9 million and \$5.5 million, respectively, primarily related to an increase in resources dedicated to the security-related compliance of our solutions+Increases in third-party contractor costs of \$1.3 million and \$2.6 million, respectively, largely related to enhancements to our cybersecurity program+Decrease in software development costs of \$0.9 million, during the nine months ended September 30, 2024, that were required to be capitalized under GAAP+Increases in allocated overhead costs of \$0.7 million and \$1.9 million, respectively, primarily related to increased headcount discussed above-Decreases in stock-based compensation of \$2.4 million and \$3.3 million, respectively, primarily due to estimated overall Company performance against 2024 goals-Decrease in employee severance costs of \$1.1 million, during the nine months ended September 30, 2024, primarily due to our prior period targeted workforce reductions discussed aboveNot included in research and development expense for the three months ended September 30, 2024 and 2023 were \$16.0 million and \$15.7 million, respectively, and for the nine months ended September 30, 2024 and 2023 were \$44.5 million and \$45.4 million, respectively, of qualifying costs associated with software and content development activities that are required to be capitalized under GAAP, such as those for our cloud solutions, as well as development costs associated with acquired companies. Qualifying capitalized development costs associated with our cloud solutions are subsequently amortized to cost of recurring revenue over the related assets' estimated useful life, which generally range from three to seven years. We expect that the amount of software and content development costs capitalized will be relatively consistent in the near-term as we continue making investments in innovation, quality, security and the integration of our solutions, which we believe will drive long-term revenue growth.General and administrativeGeneral and administrative expense consists primarily of compensation costs for general corporate functions, including senior management, finance, accounting, legal, human resources and corporate development, Security Incident-related expenses (including legal fees, settlements and loss contingency accruals), third-party professional fees, insurance, allocated depreciation, facilities and IT support costs, acquisition-related expenses and other administrative expenses.36Third Quarter 2024 Form 10-QTable of ContentsBlackbaud, Inc.(Unaudited)General and administrative expense decreased by \$17.0 million, or 39.8%, and \$47.7 million, or 30.9%, three and nine months ended September 30, 2024, respectively, when compared to the same periods in 2023. The decreases in dollars and as a percentage of total revenue were primarily driven by the following:-Decreases in stock-based compensation costs of \$7.9 million and \$8.0 million, respectively, primarily due to estimated overall Company performance against 2024 goals-Decreases in acquisition and disposition-related costs of \$6.8 million and \$2.0 million, respectively. For the three months ended period the decrease is primarily related to the initial noncash impairment charges against certain operating lease right-of-use assets and property and equipment assets resulting from the sublease of a portion of our Washington, DC office location during the third quarter of 2023 which did not reoccur in the third quarter of 2024. For the nine months ended period, the decrease related to the 2023 Washington, DC office impairment was partially offset by an additional impairment due to sublease, which occurred during the second quarter of 2024 and the disposition of EVERFI Limited; see Note 5 and Note 3 to our unaudited, condensed consolidated financial statements in this report for more information.-Decreases in Security Incident-related expenses of \$3.4 million and \$35.9 million, respectively, largely related to decreases in loss contingency accruals. See "Security Incident update" on page 31-Decreases in rent expense and allocated costs of \$1.9 million and \$4.5 million, respectively-Decrease in corporate costs of \$1.8 million, during the nine months ended September 30, 2024, primarily related to a decrease in bad debt expense and the release of certain accrued tax liabilities due to favorable state sales tax rulings+Increases in compensation costs other than stock-based compensation of \$1.3 million and \$3.9 million, respectively, primarily due to an increase in resources dedicated to our cybersecurity programInterest ExpenseInterest expense (\$M)Percentages indicate expenses as a percentage of total revenue 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100 101 102 103 104 105 106 107 108 109 110 111 112 113 114 115 116 117 118 119 120 121 122 123 124 125 126 127 128 129 130 131 132 133 134 135 136 137 138 139 140 141 142 143 144 145 146 147 148 149 150 151 152 153 154 155 156 157 158 159 160 161 162 163 164 165 166 167 168 169 170 171 172 173 174 175 176 177 178 179 180 181 182 183 184 185 186 187 188 189 190 191 192 193 194 195 196 197 198 199 200 201 202 203 204 205 206 207 208 209 210 211 212 213 214 215 216 217 218 219 220 221 222 223 224 225 226 227 228 229 230 231 232 233 234 235 236 237 238 239 240 241 242 243 244 245 246 247 248 249 250 251 252 253 254 255 256 257 258 259 260 261 262 263 264 265 266 267 268 269 270 271 272 273 274 275 276 277 278 279 280 281 282 283 284 285 286 287 288 289 290 291 292 293 294 295 296 297 298 299 300 301 302 303 304 305 306 307 308 309 310 311 312 313 314 315 316 317 318 319 320 321 322 323 324 325 326 327 328 329 330 331 332 333 334 335 336 337 338 339 340 341 342 343 344 345 346 347 348 349 350 351 352 353 354 355 356 357 358 359 360 361 362 363 364 365 366 367 368 369 370 371 372 373 374 375 376 377 378 379 380 381 382 383 384 385 386 387 388 389 390 391 392 393 394 395 396 397 398 399 400 401 402 403 404 405 406 407 408 409 410 411 412 413 414 415 416 417 418 419 420 421 422 423 424 425 426 427 428 429 430 431 432 433 434 435 436 437 438 439 440 441 442 443 444 445 446 447 448 449 450 451 452 453 454 455 456 457 458 459 460 461 462 463 464 465 466 467 468 469 470 471 472 473 474 475 476 477 478 479 480 481 482 483 484 485 486 487 488 489 490 491 492 493 494 495 496 497 498 499 500 501 502 503 504 505 506 507 508 509 510 511 512 513 514 515 516 517 518 519 520 521 522 523 524 525 526 527 528 529 530 531 532 533 534 535 536 537 538 539 540 541 542 543 544 545 546 547 548 549 550 551 552 553 554 555 556 557 558 559 560 561 562 563 564 565 566 567 568 569 570 571 572 573 574 575 576 577 578 579 580 581 582 583 584 585 586 587 588 589 590 591 592 593 594 595 596 597 598 599 600 601 602 603 604 605 606 607 608 609 610 611 612 613 614 615 616 617 618 619 620 621 622 623 624 625 626 627 628 629 630 631 632 633 634 635 636 637 638 639 640 641 642 643 644 645 646 647 648 649 650 651 652 653 654 655 656 657 658 659 660 661 662 663 664 665 666 667 668 669 670 671 672 673 674 675 676 677 678 679 680 681 682 683 684 685 686 687 688 689 690 691 692 693 694 695 696 697 698 699 700 701 702 703 704 705 706 707 708 709 710 711 712 713 714 715 716 717 718 719 720 721 722 723 724 725 726 727 728 729 730 731 732 733 734 735 736 737 738 739 740 741 742 743 744 745 746 747 748 749 750 751 752 753 754 755 756 757 758 759 760 761 762 763 764 765 766 767 768 769 770 771 772 773 774 775 776 777 778 779 780 781 782 783 784 785 786 787 788 789 790 791 792 793 794 795 796 797 798 799 800 801 802 803 804 805 806 807 808 809 810 811 812 813 814 815 816 817 818 819 820 821 822 823 824 825 826 827 828 829 830 831 832 833 834 835 836 837 838 839 840 841 842 843 844 845 846 847 848 849 850 851 852 853 854 855 856 857 858 859 860 861 862 863 864 865 866 867 868 869 870 871 872 873 874 875 876 877 878 879 880 881 882 883 884 885 886 887 888 889 890 891 892 893 894 895 896 897 898 899 900 901 902 903 904 905 906 907 908 909 910 911 912 913 914 915 916 917 918 919 920 921 922 923 924 925 926 927 928 929 930 931 932 933 934 935 936 937 938 939 940 941 942 943 944 945 946 947 948 949 950 951 952 953 954 955 956 957 958 959 960 961 962 963 964 965 966 967 968 969 970 971 972 973 974 975 976 977 978 979 980 981 982 983 984 985 986 987 988 989 990 991 992 993 994 995 996 997 998 999 1000

combinations; amortization of software and content development costs; stock-based compensation; employee severance; acquisition and disposition-related costs; restructuring and other real estate activities; Security Incident-related costs; and impairment of capitalized software development costs. Three months ended September 30, Nine months ended September 30, (dollars in millions) 2024 2023 2024 2023 GAAP net income (loss) \$20.5A \$9.0A \$47.6A \$(3.6) Non-GAAP adjustments: Add: Interest, net 11.0A 6.6A 32.2A 24.9A Add: GAAP income tax provision (benefit) 12.1A 9.1A 18.6A (5.0) Add: Depreciation 3.3A 3.3A 9.6A 9.9A Add: Amortization of intangibles from business combinations 15.6A 13.9A 46.7A 41.7A Add: Amortization of software and content development costs (1) 13.2A 11.6A 37.9A 33.1A Subtotal (2) 55.2A 44.5A 144.9A 104.6A Non-GAAP EBITDA (2) \$75.8A \$53.5A \$192.5A \$101.0A Non-GAAP EBITDA margin (3) 26.4A % 22.6A % Non-GAAP adjustments: Add: Stock-based compensation expenses \$18.6A \$32.4A \$76.4A \$95.7A Add: Employee severance \$6A \$0.1A \$6A \$5.1A Add: Acquisition and disposition-related costs 0.2A 7.0A 4.9A 6.8A Add: Security Incident-related costs (4) 0.6A 4.1A 12.8A 48.6A Subtotal (2) 19.5A 43.6A 94.1A 156.2A Non-GAAP adjusted EBITDA (2) \$95.2A \$97.1A \$286.6A \$257.2A Non-GAAP adjusted EBITDA margin (5) 33.2A % 33.6A % Rule of 40 (6) 37.5A % 39.6A % Non-GAAP adjusted EBITDA \$95.2A \$97.1A \$286.6A \$257.2A Foreign currency impact on Non-GAAP adjusted EBITDA (7) (0.6) (1.2) (1.1) 1.0A Non-GAAP adjusted EBITDA on constant currency basis (7) \$94.7A \$95.9A \$285.6A \$257.9A Non-GAAP adjusted EBITDA margin on constant currency basis 33.1A % 33.6A % Rule of 40 on constant currency basis (8) 37.0A % 39.3A % (1) Includes amortization expense related to software and content development costs and amortization expense from capitalized cloud computing implementation costs. (2) The individual amounts for each year may not sum to subtotal, non-GAAP EBITDA, non-GAAP adjusted EBITDA or non-GAAP adjusted EBITDA on a constant currency basis due to rounding. (3) Measured by GAAP revenue divided by non-GAAP EBITDA. (4) See additional details in the reconciliation of GAAP to Non-GAAP operating income above. (5) Measured by non-GAAP organic revenue divided by non-GAAP adjusted EBITDA. (6) Measured by non-GAAP organic revenue growth plus non-GAAP adjusted EBITDA margin. See Non-GAAP organic revenue growth table above. (7) To determine non-GAAP adjusted EBITDA on a constant currency basis, non-GAAP adjusted EBITDA from entities reporting in foreign currencies were translated to U.S. Dollars using the comparable prior period's quarterly weighted average foreign currency exchange rates. The primary foreign currencies creating the impact are the Australian Dollar, British Pound, Canadian Dollar and Euro. (8) Measured by non-GAAP organic revenue growth on constant currency basis plus non-GAAP adjusted EBITDA margin on constant currency basis. See Non-GAAP organic revenue growth table above. 42 Third Quarter 2024 Form 10-Q Table of Contents Blackbaud, Inc. (Unaudited) Non-GAAP free cash flow and non-GAAP adjusted free cash flow Non-GAAP free cash flow is defined as operating cash flow less capital expenditures, including costs required to be capitalized for software and content development, and capital expenditures for property and equipment. Non-GAAP adjusted free cash flow is defined as operating cash flow less capital expenditures, including costs required to be capitalized for software and content development and capital expenditures for property and equipment, plus cash outflows related to the Security Incident. We believe non-GAAP free cash flow and non-GAAP adjusted free cash flow provides useful measures of the Company's operating performance. Non-GAAP adjusted free cash flow is not intended to represent and should not be viewed as the amount of residual cash flow available for discretionary expenditures. Nine months ended September 30, (dollars in millions) 2024 2023 GAAP net cash provided by operating activities \$222.4A \$203.0A GAAP operating cash flow margin 26.1A % 25.0A % Non-GAAP adjustments: Less: purchase of property and equipment (7.2) (4.2) Less: capitalized software and content development costs (42.9) (44.7) Non-GAAP free cash flow (1) \$172.3A \$154.1A Non-GAAP free cash flow margin 20.2A % 19.0A % Non-GAAP adjustments: Add: Security Incident-related cash flows 15.1A 23.1A Non-GAAP adjusted free cash flow (1) \$187.4A \$177.2A Non-GAAP adjusted free cash flow margin 22.0A % 21.9A % (1) The individual amounts for each year may not sum to non-GAAP free cash flow or non-GAAP adjusted free cash flow due to rounding. Seasonality Our revenues normally fluctuate as a result of certain seasonal variations in our business. Our first quarter has historically been the seasonal low for bookings, with the second and fourth quarters historically being seasonally higher, and our bookings tend to be back-end loaded within individual quarters given our quarterly quota plans. Transactional revenue is non-contractual and less predictable given the susceptibility to certain drivers such as timing and number of events and marketing campaigns, as well as fluctuations in donation volumes and tuition payments. Our transactional revenue has historically been at its lowest in the first quarter due to the timing of customer fundraising initiatives and events. We have historically experienced seasonal highs during the fourth quarter due to year-end giving campaigns and during the second quarter when a large number of events are held. Our revenue from professional services has historically been lower in the first quarter when many of those services commence and in the fourth quarter due to the holiday season. As a result of these and other factors, our total revenue has historically been lower in the first quarter than in the remainder of our fiscal year, with the fourth quarter historically achieving the highest total revenue. Our expenses, other than transaction-based costs related to our payments services, do not vary significantly as a result of these factors, but do fluctuate on a quarterly basis due to varying timing of expenditures. Our cash flow from operations normally fluctuates quarterly due to the combination of the timing of customer contract renewals, delivery of professional services and occurrence of customer events, as well as merit-based salary increases, among other factors. Historically, due to lower revenues in our first quarter, combined with the payment of certain annual vendor contracts, our cash flow from operations has been lowest in our first quarter. Due to the timing of customer contract renewals and student enrollments, many of which take place at or near the beginning of our third quarter, our cash flow from operations has generally been lower in our second quarter as compared to our third and fourth quarters. Partially offsetting these favorable drivers of cash flow from operations in our third and fourth quarters are base salary merit increases, which occur in July. In addition, deferred revenues can vary on a seasonal basis due to the timing of customer contract renewals and student enrollments or significant acquisitions. Our cash flow from financing is negatively impacted in our first quarter when Third Quarter 2024 Form 10-Q 43 Table of Contents Blackbaud, Inc. (Unaudited) most of our equity awards vest, as we pay taxes on behalf of our employees related to the settlement or exercise of equity awards. These patterns may change as a result of the continued shift to online giving, growth in volume of transactions for which we process payments, large dollar customer bookings and contract renewals, fluctuations in the timing of vendor payments, or as a result of acquisitions, new market opportunities, new solution introductions or other factors. Liquidity and Capital Resources The following table presents selected financial information about our financial position: (dollars in millions) September 30, 2024 December 31, 2023 Change Cash and cash equivalents \$34.6A \$31.3A 10.8A % Property and equipment, net 95.1A 98.7A (3.7) % Software and content development costs, net 169.5A 160.2A 5.8A % Total carrying value of debt 1,000.8A 779.7A 28.4A % Working capital (306.6) (267.4) (14.7) % The following table presents selected financial information about our cash flows: Nine months ended September 30, (dollars in millions) 2024 2023 Change Net cash provided by operating activities \$222.4A \$203.0A 9.6A % Net cash used in investing activities (56.3) (49.2) 14.6A % Net cash used in financing activities (435.1) (496.7) (12.4) % Our principal sources of liquidity are our operating cash flow, funds available under the 2024 Credit Facilities and cash on hand. Our operating cash flow depends on continued customer renewal of our subscription and maintenance arrangements, market acceptance of our solutions and services, the volume and size of transactions for which we process payments and our customers' ability to pay. Based on current estimates of revenue and expenses, we believe that the currently available sources of funds and anticipated cash flows from operations will be adequate for at least the next twelve months to finance our operations, fund anticipated capital expenditures and meet our debt obligations. We also believe that we will be able to continue to meet our long-term cash requirements due to our anticipated cash flow from operations, solid financial position and ability to access capital from financial markets. To the extent we undertake future material acquisitions or investments or unanticipated capital or operating expenditures, including in connection with the Security Incident, we may require additional capital. In that context, we regularly evaluate opportunities to enhance our capital structure, including through potential debt or equity issuances. As a well-known seasoned issuer, we filed an automatic shelf registration statement for an undetermined amount of debt and equity securities with the SEC on January 14, 2022. Under this universal shelf registration statement we may offer and sell, from time to time, debt securities, common stock, preferred stock, depository shares, warrants, stock purchase contracts and stock purchase units. Subject to certain conditions and pursuant to applicable SEC regulations, this registration statement is effective for three years from its date of filing with the SEC, or through January 13, 2025. In order to maintain uninterrupted access to the capital markets, we intend to file a replacement universal shelf registration statement with the SEC before the existing shelf registration statement expires. In that event, the existing shelf registration statement would terminate upon the filing of the replacement shelf registration statement, which would, subject to certain conditions, expire three years from such date of filing. At September 30, 2024, our total cash and cash equivalents balance included approximately \$15.1 million of cash that was held by operations outside the U.S. While these funds may not be needed to fund our U.S. operations for at least the next twelve months, if we need these funds, we may be required to accrue and pay taxes to repatriate the funds. We currently do not intend nor anticipate a need to repatriate our cash held outside the U.S. 44 Third Quarter 2024 Form 10-Q Table of Contents Blackbaud, Inc. (Unaudited) Operating Cash Flow Our cash flows from operations are derived principally from: (i) A) our earnings from on-going operations prior to non-cash expenses such as depreciation, amortization, stock-based compensation, deferred taxes, amortization of deferred financing costs and debt discount and adjustments to our provision for credit losses and sales returns; and (ii) A) changes in our working capital. Working capital changes are composed of changes in accounts receivable, prepaid expenses and other assets, trade accounts payable, accrued expenses and other liabilities, and deferred revenue. Net cash provided by operating activities increased by \$19.4 million during the nine months ended September 30, 2024, when compared to the same period in 2023, primarily due to a \$47.5 million increase in net income adjusted for non-cash expenses, partially offset by a \$28.1 million decrease in cash flow from operations associated with working capital. The decrease in cash flow from operations associated with working capital during the nine months ended September 30, 2024, when compared to the same period in 2023, was primarily due to: A) a decrease in accrued expenses related to the Security Incident; B) an increase in prepaid commissions and other expenses; C) a decrease in deferred revenue largely driven by a drag on billings growth due to EVERFI; and D) a decrease in taxes payable, partially offset by E) fluctuations in the timing of vendor payments. Security Incident update As discussed in Note 9 to our unaudited, condensed consolidated financial statements in this report, total costs related to the Security Incident exceeded the limit of our insurance coverage in the first quarter of 2022. Accordingly, the Security Incident has negatively impacted, and we expect it to continue for the foreseeable future to negatively impact, our GAAP profitability and GAAP cash flow (see discussion regarding non-GAAP free cash flow and non-GAAP adjusted free cash flow on page 43). For full year 2024, we currently expect pre-tax expenses of approximately \$5 million to \$10 million and cash outlays of approximately \$8 million to \$13 million for ongoing legal fees related to the Security Incident. In line with our policy, legal fees are expensed as incurred. Not included in these ranges are our previous settlements or current accruals for loss contingencies related to the matters discussed below. As of September 30, 2024, we have recorded approximately \$0.7 million in aggregate liabilities for loss contingencies based primarily on recent negotiations with certain customers related to the Security Incident that we believed we could reasonably estimate in accordance with our loss contingency procedures described above and as more fully described in Note 9. It is reasonably possible that our estimated actual losses may change in the near term for those matters and be materially in excess of the amounts accrued, but we are unable at this time to reasonably estimate the possible additional loss. There are other Security Incident-related matters, including customer claims, customer constituent class actions and governmental investigations, for which we have not recorded a liability for a loss contingency as of September 30, 2024 because we are unable at this time to reasonably estimate the possible loss or range of loss. Each of these matters could, separately or in the aggregate, result in an adverse judgment, settlement, fine, penalty or other resolution, the amount, scope and timing of which we are currently unable to predict, but could have a material adverse impact on our results of operations, cash flows or financial condition. Investing Cash Flow Net cash used in investing activities of \$56.3 million increased by \$7.2 million during the nine months ended September 30, 2024, when compared to the same period in 2023. During the nine months ended September 30, 2024, we used \$42.9 million for software and content development costs, which was down \$1.8 million from cash spent during the same period in 2023. We also spent \$7.2 million of cash for purchases of property and equipment during the nine months ended September 30, 2024, which was an increase of \$3.0 million. Third Quarter 2024 Form 10-Q 45 Table of Contents Blackbaud, Inc. (Unaudited) million when compared to the same period in 2023. In addition, we used net cash of \$1.2 million in the disposition of a business and \$5.0 million for a minority investment in a business during the nine months ended September 30, 2024. Financing Cash Flow During the nine months ended September 30, 2024, we had a net increase in borrowings of \$223.2 million, primarily due to our share repurchase program, including our ASR Transaction (as defined below) in March 2024. We also paid \$6.5 million in debt issuance costs in conjunction with our April 2024 refinancing. We paid \$56.0 million to satisfy tax obligations of employees upon settlement of equity awards during the nine months ended September 30, 2024 compared to \$35.6 million during the same period in 2023. The amount of taxes paid by us on behalf of employees related to the settlement of equity awards varies from period to period based upon the timing of grants and vesting, as well as the market price for shares of our common stock at the time of settlement. Most of our equity awards currently vest in our first quarter. During the nine months ended September 30, 2024, cash flow from financing activities associated with changes in restricted cash due to customers decreased \$263.7 million, compared to a decrease of \$339.7 million during the same period in 2023. This line in the statement of cash flows represents the change in the amount of restricted cash held and payable by us to customers from one period to the next. Stock repurchase program On January 17, 2024, our Board of Directors reauthorized, expanded and replenished our stock repurchase program by raising the total capacity under the program from \$250.0 million to \$500.0 million available for repurchases. The program does not have an expiration date. Under the stock repurchase program, we are authorized to repurchase shares from time to time in accordance with applicable laws both on the open market, including under trading plans established pursuant to Rule 10b5-1 under the Securities Exchange Act of 1934, as amended, and in privately negotiated transactions. The timing and amount of repurchases depends on several factors, including market and business conditions, the trading price of our common stock and the nature of other investment opportunities. The repurchase program may be limited, suspended or discontinued at any time without prior notice. In March 2024, we announced that we intend to repurchase during 2024 between 7% and 10% of our outstanding common stock as of December 31, 2023 under our repurchase program. Consistent with that commitment, in March 2024, we entered into the ASR Transaction to repurchase an aggregate \$200 million of shares of our common stock. Pursuant to the terms of the ASR Transaction, we provided the financial institution with a prepayment of \$200 million and received an initial delivery of 2.1 million shares of our common stock, representing approximately 70% of the total shares then expected to be repurchased under the ASR Transaction. The final number of shares of common stock delivered to us under the ASR Transaction will be based on the average of the daily volume-weighted average prices of the common stock during the term of the ASR Transaction, less a discount and subject to customary adjustments upon events affecting the common stock (e.g., dilutive or concentrative events, mergers and acquisitions, and market disruptions). See Note 13 to these unaudited, condensed consolidated financial statements for additional information about the final settlement of the ASR Transaction which occurred in October 2024. The difference of \$52.2 million between the prepayment of \$200 million and the value of the shares repurchased on the ASR Transaction date represents an unsettled prepaid forward contract indexed to our common stock and met all of the applicable criteria for equity classification; therefore, it was not accounted for as a derivative instrument as of September 30, 2024. Because of our ability to settle in shares, the \$52.2 million prepaid forward contract was classified as a reduction to additional paid-in capital within our unaudited, condensed consolidated statement of stockholders' equity in this report. We funded the ASR Transaction prepayment with borrowings pursuant to a revolving credit loan under the 2024 Credit Facilities. On July 16, 2024, our Board of Directors reauthorized, expanded and replenished our stock repurchase program by expanding the total capacity under the program from \$500.0 million to \$800.0 million available for repurchases. 46 Third Quarter 2024 Form 10-Q Table of Contents Blackbaud, Inc. (Unaudited) During the three months ended September 30, 2024, we repurchased 807,774 shares for \$62.8 million. During the nine months ended September 30, 2024, we repurchased 3,761,985 shares for \$325.4 million, including the initial delivery of shares repurchased pursuant to the ASR Transaction and representing approximately 7.0% of the Company's common stock outstanding as of December 31, 2023. These share repurchases do not include the final settlement of the ASR Transaction, as discussed above. The remaining amount available to purchase stock under the stock repurchase program was \$737.2 million as of September 30, 2024. On October 29, 2024, we settled the previously announced ASR Transaction. In connection with the settlement of the ASR Transaction, we received approximately 490,000 shares of our common stock, in addition to the 2.1 million shares received in March 2024. No cash was exchanged as part of the settlement of the ASR Transaction. We plan to continue to be aggressive in the fourth quarter of 2024 repurchasing our stock with our goal of repurchasing up to 10% of our outstanding common stock this year. After 2024, we plan to repurchase shares to at least offset the dilution from our annual stock-based compensation and possibly beyond that amount as market conditions and our strategic plans permit. 2024 Credit Facilities Historically, we have drawn on our credit facility from time to time to help us meet financial needs, primarily due to the seasonality of our cash flows from operations and financing for business acquisitions. At September 30, 2024, our available borrowing capacity under the 2024 Credit Facilities was \$547.6 million. The 2024 Credit Facilities mature in April 2029. At September 30, 2024, the carrying amount of our debt under the 2024 Credit Facilities was \$943.0 million. Our average daily borrowings during the three and nine months ended September 30, 2024 were \$939.9 million and \$913.7 million, respectively. The following is

a summary of the financial covenants under the 2024 Credit Facilities:Financial covenantRequirementRatio as of September 30, 2024Net leverage ratio1) 3.75 to 1.002) 4.25 to 1.00Interest coverage ratio3) 2.50 to 1.008.37 to 1.00(1)Under the terms of the 2024 Credit Facilities, the Net Leverage Ratio requirement may be increased by up to 0.50 provided we satisfy certain requirements, including a permitted business acquisition, and provided that the maximum Net Leverage Ratio shall not exceed 4.25 to 1.00.Under the 2024 Credit Facilities, we also have restrictions on our ability to declare and pay dividends and our ability to repurchase shares of our common stock. In order to pay any cash dividends and/or repurchase shares of stock: (i) no default or event of default shall have occurred and be continuing under the 2024 Credit Facilities, and (ii) our pro forma net leverage ratio, as set forth in the 2024 Credit Facilities, must be 0.25 less than the net leverage ratio requirement at the time of dividend declaration or share repurchase. At September 30, 2024, we were in compliance with our debt covenants under the 2024 Credit Facilities. See Note 7 to our unaudited, condensed consolidated financial statements in this report for additional information regarding the 2024 Credit Facilities.Third Quarter 2024 Form 10-Q47Table of ContentsBlackbaud, Inc.(Unaudited)Commitments and ContingenciesPayments due by period(in millions)Less than 1 yearMore than 1 yearTotal(1)Recorded contractual obligations:Debt\$23.8A \$980.5A \$1,004.3A Operating leases6.4A 40.7A 47.0A Interest payment on debt0.6A 6.3A 6.9A Unrecorded contractual obligations:Purchase obligations85.7A 121.1A 206.8A Interest payments on debt58.2A 220.0A 278.2A Total contractual obligations(1)\$174.7A \$1,368.6A \$1,543.3A (1)The individual amounts may not sum to the total due to rounding.DebtAs of September 30, 2024, we had total remaining principal payments of \$1.0 billion. These payments represent principal payments only, under the following assumptions: (i) that the amounts outstanding under the 2024 Credit Facilities, our real estate loans and our other debt at September 30, 2024 will remain outstanding until maturity, with minimum payments occurring as currently scheduled, and (ii) that there are no assumed future borrowings on the revolving credit loans under the 2024 Credit Facilities for the purposes of determining minimum commitment amounts. See Note 7 to our unaudited, condensed consolidated financial statements in this report for more information.Interest payments on debtIn addition to principal payments, as of September 30, 2024, we expect to pay interest expense over the life of our debt obligations of approximately \$285.1 million. These payments represent our estimated future interest payments on debt using our debt balances and the related weighted average effective interest rates as of September 30, 2024, which includes the effect of interest rate swap agreements. The actual interest expense recognized in our unaudited, condensed consolidated statements of comprehensive income will depend on the amount of debt, the length of time the debt is outstanding and the interest rate, which could be different from our assumptions on our remaining principal payments described above.Operating leasesAs of September 30, 2024, we had remaining operating lease payments of \$47.0 million. These payments have not been reduced by sublease income, incentive payments, reimbursement of leasehold improvements or the amount representing imputed interest of \$7.1 million. Our operating leases are generally for corporate offices, subleased offices and certain equipment and furniture. Given our remote-first workforce strategy and real estate footprint optimization efforts, as discussed above, we do not anticipate entering any new, material operating leases for offices for the foreseeable future. See Note 9 to our unaudited, condensed consolidated financial statements in this report for more information.Purchase obligationsAs of September 30, 2024, we had remaining purchase obligations of \$206.8 million. These purchase obligations are for third-party technology used in our solutions and for other services we purchase as part of our normal operations. In certain cases, these arrangements require a minimum annual purchase commitment by us. Our purchase obligations are not recorded as liabilities on our unaudited, condensed consolidated balance sheets as of September 30, 2024, as we had not received the related services. See Note 9 to our unaudited, condensed consolidated financial statements in this report for more information.The total liability for uncertain tax positions as of September 30, 2024 was \$5.8 million. Our accrued interest and penalties related to tax positions taken on our tax returns was insignificant as of September 30, 2024.48Third Quarter 2024 Form 10-QTable of ContentsBlackbaud, Inc.(Unaudited)In connection with the settlement of the multi-state Attorneys General investigation, the California Attorney General investigation and the FTC investigation relating to the Security Incident, as discussed in Note 11 to our audited consolidated financial statements contained in our Annual Report on Form 10-K filed with the SEC on February 21, 2024, we have agreed to implement and improve certain of our cybersecurity programs and tools through May 2044. The currently anticipated costs in connection with these efforts are primarily expected to be expensed as incurred.Foreign Currency Exchange RatesApproximately 16% of our total revenue for the nine months ended September 30, 2024 was generated from operations outside the U.S. We do not have significant operations in countries in which the economy is considered to be highly inflationary. Our consolidated financial statements are denominated in U.S. dollars and, accordingly, changes in the exchange rate between foreign currencies and the U.S. dollar will affect the translation of our subsidiaries' financial results into U.S. dollars for purposes of reporting our consolidated financial results. The accumulated currency translation adjustment, recorded within accumulated other comprehensive loss as a component of stockholders' equity, was a loss of \$4.2 million as of September 30, 2024 and a loss of \$9.8 million as of December 31, 2023. We have entered into foreign currency forward contracts to hedge a portion of the foreign currency exposure that arises on translation of our investments denominated in British Pounds into U.S. dollars.The vast majority of our contracts are entered into by our U.S. or U.K. entities. The contracts entered into by the U.S. entity are almost always denominated in U.S. dollars or Canadian dollars, and contracts entered into by our U.K., Australian and Irish subsidiaries are generally denominated in British Pounds, Australian dollars and Euros, respectively. Historically, as the U.S. dollar weakened, foreign currency translation resulted in an increase in our revenues and expenses denominated in non-U.S. currencies. Conversely, as the U.S. dollar strengthened, foreign currency translation resulted in a decrease in our revenue and expenses denominated in non-U.S. currencies. During the nine months ended September 30, 2024, foreign translation resulted in increases in our revenues and expenses denominated in non-U.S. currencies. Though we have exposure to fluctuations in currency exchange rates, primarily those between the U.S. dollar and both the British Pound and Canadian dollar, the impact has generally not been material to our consolidated results of operations or financial position. For the nine months ended September 30, 2024, the fluctuation in foreign currency exchange rates increased our total revenue and our income from operations by \$2.1 million and an insignificant amount, respectively. We have entered into foreign currency forward contracts to hedge revenues denominated in the Canadian dollar against changes in the exchange rate with the U.S. dollar. We will continue monitoring such exposure and take action as appropriate. To determine the impacts on revenue (or income from operations) from fluctuations in currency exchange rates, current period revenues (or income from operations) from entities reporting in foreign currencies were translated into U.S. dollars using the comparable prior year period's weighted average foreign currency exchange rates. These impacts are non-GAAP financial information and are not in accordance with, or an alternative to, information prepared in accordance with GAAP.Critical Accounting Policies and EstimatesThere have been no significant changes in our critical accounting policies and estimates during the nine months ended September 30, 2024 as compared to those disclosed in "Management's Discussion and Analysis of Financial Condition and Results of Operations" included in our Annual Report on Form 10-K for the fiscal year ended December 31, 2023.Recently Issued Accounting PronouncementsFor a discussion of the impact that recently issued accounting pronouncements are expected to have on our financial position and results of operations when adopted in the future, see Note 2 to our unaudited, condensed consolidated financial statements in this report.Third Quarter 2024 Form 10-Q49Table of ContentsBlackbaud, Inc.(Unaudited)ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISKWe have market rate sensitivity for interest rates and foreign currency exchange rates.Interest Rate RiskOur variable rate debt is our primary financial instrument with market risk exposure for changing interest rates. We manage our variable rate interest rate risk through a combination of short-term and long-term borrowings and the use of derivative instruments entered into for hedging purposes. Our interest rate exposure includes SOFR rates. Due to the nature of our debt, the materiality of the fair values of the derivative instruments and the highly liquid, short-term nature and level of our cash and cash equivalents as of September 30, 2024, we believe that the risk of exposure to changing interest rates for those positions is immaterial. There were no significant changes in how we manage interest rate risk between December 31, 2023 and September 30, 2024.Foreign Currency RiskFor a discussion of our exposure to foreign currency exchange rate fluctuations, see "Management's Discussion and Analysis of Financial Condition and Results of Operations" Foreign Currency Exchange Rates" included in this report.ITEM 4. CONTROLS AND PROCEDURESEvaluation of Disclosure Controls and ProceduresDisclosure controls and procedures (as defined in Securities Exchange Act Rule 13a-15(e) and 15d-15(e)) are designed only to provide reasonable assurance that they will meet their objectives. As of the end of the period covered by this report, we carried out an evaluation, under the supervision and with the participation of our management, including our Chief Executive Officer (principal executive officer) and Chief Financial Officer (principal financial and accounting officer), of the effectiveness of our disclosure controls and procedures (as defined in Rule 13a-15(e) and 15d-15(e)) pursuant to Securities Exchange Act Rule 13a-15(b). Based upon that evaluation, our Chief Executive Officer and Chief Financial Officer have concluded that our disclosure controls and procedures are effective to provide the reasonable assurance discussed above.Changes in Internal Control Over Financial ReportingNo changes in internal control over financial reporting occurred during the most recent fiscal quarter ended September 30, 2024 with respect to our operations, which have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.50Third Quarter 2024 Form 10-QTable of ContentsBlackbaud, Inc.PART II. OTHER INFORMATIONITEM 1. LEGAL PROCEEDINGSFor a discussion of our legal proceedings, see Note 9 to our unaudited, condensed consolidated financial statements in this report.ITEM 1A. RISK FACTORSWe are supplementing Item 1A. Risk Factors in our Annual Report on Form 10-K for the year ended December 31, 2023, as filed with the Securities and Exchange Commission on February 21, 2024 (the "Annual Report"). The following risk factor should be read in conjunction with the risk factors set forth in that Annual Report.Operational RisksThe Security Incident has had, and may continue to have, numerous adverse effects on our business, results of operations, financial condition and cash flows.As previously disclosed, on July 16, 2020, we contacted certain customers to inform them about the Security Incident, including that in May 2020 we discovered and stopped a ransomware attack. Prior to our successfully preventing the cybercriminal from blocking our system access and fully encrypting files, and ultimately expelling them from our system with no significant disruption to our operations, the cybercriminal removed a copy of a subset of data from our self-hosted environment that affected over 13,000 customers. Based on the nature of the incident, our research and third party (including law enforcement) investigation we believe that no data went beyond the cybercriminal, was or will be misused, or will be disseminated or otherwise made available publicly.To date, we have received approximately 260 specific requests from customers for reimbursement of expenses incurred by them related to the Security Incident, all of which have been fully resolved and closed or are inactive and are considered by us to have been abandoned by the customers. We have also received approximately 400 reservations of the right to seek expense recovery in the future from customers or their attorneys in the U.S., U.K. and Canada related to the Security Incident, none of which resulted in claims submitted to us and are considered by us to have been abandoned by the customers. We have also received notices of proposed claims on behalf of a number of U.K. data subjects, which we are reviewing. In addition, insurance companies representing various customers' interests through subrogation claims have contacted us, and certain insurance companies have filed subrogation claims in court, of which two cases remain active and unresolved. In addition, presently, we are a defendant in putative consumer class action cases in U.S. federal courts (most of which have been consolidated under multi district litigation to a single federal court) and in Canadian courts alleging harm from the Security Incident. The plaintiffs in these cases, who generally purport to represent various classes of individual constituents of our customers, generally claim to have been harmed by alleged actions and/or omissions by us in connection with the Security Incident and assert a variety of common law and statutory claims seeking monetary damages, injunctive relief, costs and attorneys' fees, and other related relief. On May 14, 2024, the Court issued a memorandum opinion and order (1) denying the multi district litigation plaintiffs' motion for class certification because of the plaintiffs' failure to meet their burden of proof as to ascertainability, (2) granting our motion to exclude the multi district litigation plaintiffs' expert on the issue of ascertainability, and (3) denying the multi district litigation plaintiffs' motion to exclude our expert on the issue of ascertainability. Further, the Court denied as moot all other pending motions. On May 28, 2024, the plaintiffs filed a petition for permission to appeal under Rule 23(f) of the Federal Rules of Civil Procedure with the Fourth Circuit Court of Appeals (the "Fourth Circuit"), and we subsequently filed an opposition to such petition. On July 30, 2024, the Fourth Circuit denied the plaintiffs' petition. This litigation remains ongoing. We are subject to pending governmental actions or investigations by the U.S. Department of Health and Human Services, the Office of the Australian Information Commissioner and the Office of the Privacy Commissioner of Canada. (See Note 9 to our unaudited, condensed consolidated financial statements included in this report for a more detailed description of the Security Incident and related matters.) On March 9, 2023, the Company reached a settlement with the SEC in connection with the Security Incident that fully resolved the previously disclosed SEC investigation of the Security Incident.Third Quarter 2024 Form 10-Q51Table of ContentsBlackbaud, Inc.On October 5, 2023, the Company entered into separate, substantially similar Administrative Orders with each of 49 state Attorneys General and the District of Columbia in connection with the Security Incident which fully resolved the previously disclosed multi-state Civil Investigative Demand and the separate Civil Investigative Demand from the Office of the Indiana Attorney General relating to the Security Incident.On May 20, 2024, the U.S. Federal Trade Commission (the "FTC") finalized an Order (the "FTC Order") evidencing its settlement with us in connection with the Security Incident. As part of the FTC Order, we were not fined and were not otherwise required to make any payment. Furthermore, we agreed to the FTC Order without admitting or denying any of the FTC's allegations, except as expressly stated otherwise in the FTC Order. The settlement described in the FTC Order fully resolved the FTC investigation. For more information, see the form of proposed order that was furnished as Exhibit 99.2 to our Current Report on Form 8-K filed with the SEC on February 2, 2024 and is identical in substance to the final FTC Order, and in Note 11 to our audited consolidated financial statements contained in our Annual Report on Form 10-K filed with the SEC on February 21, 2024.On June 13, 2024, we agreed to a Final Judgment and Permanent Injunction with the Attorney General of the State of California (the "California Judgment") relating to the Security Incident. This settlement fully resolved the last remaining U.S. state attorney general investigation into the Security Incident. Under the terms of the settlement, we agreed to comply with applicable laws; not to make misleading statements related to our data protection, privacy, security, confidentiality, integrity, breach notification requirements, and similar matters; and to implement and improve certain cybersecurity programs and tools. The terms of the settlement with California are generally consistent with those to which we agreed in settling with the other 49 state Attorneys General and the District of Columbia on October 5, 2023, as discussed below. As part of the settlement, we also agreed to pay a total of \$6.8 million to the State of California. This amount was fully accrued as a contingent liability in the Company's financial statements as of March 31, 2024 and June 30, 2024, and subsequently paid in the third quarter of 2024. Nothing contained in the California Judgment is intended to be, and shall not in any event be construed or deemed to be, an admission or concession or evidence of any liability or wrongdoing whatsoever on the part of Blackbaud or any fact or violation of law, rule, or regulation. For more information, see the Final Judgment and Permanent Injunction of the State of California, County of San Diego that was furnished as Exhibit 99.1 to our Current Report on Form 8-K filed with the SEC on June 14, 2024.As noted above, the terms of the California Judgment, FTC Order, the Attorneys General Administrative Orders and our settlement with the SEC require that we implement and maintain certain processes and programs and comply with certain legal requirements related to cybersecurity and data protection. Any future regulatory investigation or litigation settlements may also contain such requirements. Effectively implementing, monitoring and updating these requirements has been, and is expected to be over an extended period of time, expensive and time-consuming. Our failure to do so in accordance with the terms of our agreements with FTC, the Attorneys General and with the SEC, and possibly others, could expose us to additional material liability under the terms of the Administrative Orders, the SEC settlement, or otherwise.See Note 9 to our unaudited, condensed consolidated financial statements in this report for a more detailed description of the Security Incident and related matters.We may be named as a party in additional lawsuits, other claims may be asserted by or on behalf of our customers or their constituents, and we may be subject to additional governmental inquiries, requests or investigations. Responding to and resolving these current and any future lawsuits, claims and/or investigations could result in material remedial and other expenses that will not be covered by insurance. It is reasonably possible that our estimated or actual losses may change in the near term for those matters and be materially in excess of the amounts accrued. Certain governmental authorities have imposed, and others may in the future impose, undertakings, injunctive relief, consent decrees, or other civil or criminal penalties, which have materially increased our data security costs or otherwise required us to alter how we operate our business, and could further do so in the future. Although we intend to defend ourselves vigorously against the claims asserted against us, we cannot predict the potential outcomes, cost and expenses associated with current and any future claims, lawsuits, inquiries and investigations.In addition, any legislative or regulatory changes adopted in reaction to the Security Incident or other companies' data breaches could require us to make modifications to the operation of our business that could have an adverse effect and/or increase or accelerate our compliance costs.Significant management time and Company resources have been, and are expected to continue to be, devoted to the Security Incident. For example, for the nine months ended September 30, 2024, we incurred net pre-tax expenses of \$12.8 million related to the Security Incident, which included \$6.0 million for ongoing legal fees and additional accruals for loss 52Third Quarter 2024 Form 10-QTable of ContentsBlackbaud, Inc.contingencies of \$6.8 million. During the nine months ended September 30, 2024, we had cash outlays of \$15.1 million related to the Security Incident for ongoing legal fees and the \$6.8

million paid during the third quarter of 2024 related to our settlement with the Attorney General of the State of California. For full year 2023, we currently expect pre-tax expenses of approximately \$5.0 million to \$10.0 million and cash outlays of approximately \$8.0 million to \$13.0 million for ongoing legal fees related to the Security Incident. Although we carry insurance against certain losses related to the Security Incident, we exceeded the limit of that insurance coverage in the first quarter of 2022. As a result, we will be responsible for all expenses or other losses (including penalties, fines or other judgments) or all types of claims that may arise in connection with the Security Incident, which could materially and adversely affect our liquidity and results of operations. (See Note 9 to our unaudited, condensed consolidated financial statements in this report.) If any such fines, penalties or judgments were great enough that we could not pay them through funds generated from operating activities and/or cause a default under the 2024 Credit Facilities, we may be forced to renegotiate or obtain a waiver under the 2024 Credit Facilities and/or seek additional debt or equity financing. Such renegotiation or financing may not be available on acceptable terms, or at all. In these circumstances, if we were unable to obtain sufficient financing, we may not be able to meet our obligations as they come due. In addition, publicity or developments related to the Security Incident could in the future have a range of other adverse effects on our business or prospects, including causing or contributing to loss of customer confidence, reduced customer demand, reduced customer retention, strategic growth opportunities, and associated retention and recruiting difficulties, some or all of which could be material.

ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

Issuer Purchases of Equity Securities The following table provides information about shares of common stock acquired or repurchased during the three months ended September 30, 2024 under the stock repurchase program then in effect, as well as common stock withheld by us to satisfy the minimum tax obligations of employees due upon vesting of restricted stock awards and units.

Period	Total number of shares purchased	(1) Average price paid per share	Total number of shares purchased as part of publicly announced plans	Approximate dollar value of shares that may yet be purchased under the plans	(2) Beginning balance, July 1, 2024	2024	2024
August 1, 2024 through August 31, 2024	87,171	\$77.71	87,171	\$6,752,116	\$5,985,116	\$757,000	\$0
September 1, 2024 through September 30, 2024	179,172	\$73.18	179,172	\$13,087,774	\$13,087,774	\$0	\$0

In July 2024, our Board of Directors authorized, expanded and replenished our stock repurchase program by raising the total capacity under the program from \$500.0 million to \$800.0 million available for repurchases. The program does not have an expiration date.

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Blackbaud, Inc. ITEM 5. OTHER INFORMATION

Trading Arrangements Adopted or Terminated The following table provides information about trading arrangements adopted or terminated by certain of our officers and directors during the three months ended September 30, 2024.

Trading arrangement	(1) Aggregate number of securities to be sold under plan	Name and Title	Action Date	Plan effective date	Plan end date	Plan duration (months)	Rule 10b5-1/Non-Rule 10b5-1
Michael P. Giani	Chief Executive Officer, President and Vice Chairman of the Board	Adoption	8/14/2024	8/14/2024	11/18/2025	12	Non-Rule 10b5-1
Anthony W. Boor	Executive Vice President and Chief Financial Officer	Adoption	8/21/2024	10/24/2024	2/3/2025	3	Non-Rule 10b5-1

An SEC "Rule 10b5-1(c) trading arrangement" is a trading arrangement made by a person through entering into a binding contract, verbal instruction or adoption of a written plan prior to becoming aware of material non-public information. The contract, instruction or written plan must specify the amount, price and date of securities to be sold; include the means for determining the amount, price and date of the sale or sales; and not permit the person to have subsequent influence over the sale or sales. The compliant plan must be entered into and operated in good faith, include a specified cooling off period, be certified by an authorized officer and is restricted from having multiple or overlapping plans. A non-compliant trading arrangement, or a "non-Rule 10b5-1 trading arrangement," is a trading arrangement that has similar requirements to a Rule 10b5-1(c) trading arrangement except that it must be in written form and does not require a cooling off period or certification of an authorized officer and there is no restriction from having multiple or overlapping plans. None of our officers or directors adopted or terminated a non-Rule 10b5-1 trading arrangement during the three months ended September 30, 2024.

Table of Contents Blackbaud, Inc. ITEM 6. EXHIBITS

The exhibits listed below are filed or incorporated by reference as part of this Quarterly Report on Form 10-Q. Filed:

Exhibit Number	Description of Document	Filed Herewith	Form	Exhibit Number	Filing Date
31.1	Certification by the Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002	X	31.1	302	2024.09.30
31.2	Certification by the Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002	X	31.2	302	2024.09.30
31.3	Certification by the Chief Executive Officer pursuant to Section 303 of the Sarbanes-Oxley Act of 2002	X	31.3	303	2024.09.30
31.4	Certification by the Chief Financial Officer pursuant to Section 303 of the Sarbanes-Oxley Act of 2002	X	31.4	303	2024.09.30
31.5	Certification by the Chief Executive Officer pursuant to Section 305 of the Sarbanes-Oxley Act of 2002	X	31.5	305	2024.09.30
31.6	Certification by the Chief Financial Officer pursuant to Section 305 of the Sarbanes-Oxley Act of 2002	X	31.6	305	2024.09.30
31.7	Certification by the Chief Executive Officer pursuant to Section 307 of the Sarbanes-Oxley Act of 2002	X	31.7	307	2024.09.30
31.8	Certification by the Chief Financial Officer pursuant to Section 307 of the Sarbanes-Oxley Act of 2002	X	31.8	307	2024.09.30
31.9	Certification by the Chief Executive Officer pursuant to Section 309 of the Sarbanes-Oxley Act of 2002	X	31.9	309	2024.09.30
31.10	Certification by the Chief Financial Officer pursuant to Section 309 of the Sarbanes-Oxley Act of 2002	X	31.10	309	2024.09.30
31.11	Certification by the Chief Executive Officer pursuant to Section 310 of the Sarbanes-Oxley Act of 2002	X	31.11	310	2024.09.30
31.12	Certification by the Chief Financial Officer pursuant to Section 310 of the Sarbanes-Oxley Act of 2002	X	31.12	310	2024.09.30
31.13	Certification by the Chief Executive Officer pursuant to Section 311 of the Sarbanes-Oxley Act of 2002	X	31.13	311	2024.09.30
31.14	Certification by the Chief Financial Officer pursuant to Section 311 of the Sarbanes-Oxley Act of 2002	X	31.14	311	2024.09.30
31.15	Certification by the Chief Executive Officer pursuant to Section 312 of the Sarbanes-Oxley Act of 2002	X	31.15	312	2024.09.30
31.16	Certification by the Chief Financial Officer pursuant to Section 312 of the Sarbanes-Oxley Act of 2002	X	31.16	312	2024.09.30
31.17	Certification by the Chief Executive Officer pursuant to Section 313 of the Sarbanes-Oxley Act of 2002	X	31.17	313	2024.09.30
31.18	Certification by the Chief Financial Officer pursuant to Section 313 of the Sarbanes-Oxley Act of 2002	X	31.18	313	2024.09.30
31.19	Certification by the Chief Executive Officer pursuant to Section 314 of the Sarbanes-Oxley Act of 2002	X	31.19	314	2024.09.30
31.20	Certification by the Chief Financial Officer pursuant to Section 314 of the Sarbanes-Oxley Act of 2002	X	31.20	314	2024.09.30
31.21	Certification by the Chief Executive Officer pursuant to Section 315 of the Sarbanes-Oxley Act of 2002	X	31.21	315	2024.09.30
31.22	Certification by the Chief Financial Officer pursuant to Section 315 of the Sarbanes-Oxley Act of 2002	X	31.22	315	2024.09.30
31.23	Certification by the Chief Executive Officer pursuant to Section 316 of the Sarbanes-Oxley Act of 2002	X	31.23	316	2024.09.30
31.24	Certification by the Chief Financial Officer pursuant to Section 316 of the Sarbanes-Oxley Act of 2002	X	31.24	316	2024.09.30
31.25	Certification by the Chief Executive Officer pursuant to Section 317 of the Sarbanes-Oxley Act of 2002	X	31.25	317	2024.09.30
31.26	Certification by the Chief Financial Officer pursuant to Section 317 of the Sarbanes-Oxley Act of 2002	X	31.26	317	2024.09.30
31.27	Certification by the Chief Executive Officer pursuant to Section 318 of the Sarbanes-Oxley Act of 2002	X	31.27	318	2024.09.30
31.28	Certification by the Chief Financial Officer pursuant to Section 318 of the Sarbanes-Oxley Act of 2002	X	31.28	318	2024.09.30
31.29	Certification by the Chief Executive Officer pursuant to Section 319 of the Sarbanes-Oxley Act of 2002	X	31.29	3	

link:presentationLink link:calculationLink link:definitionLink 9954495 - Disclosure - Derivative Instruments (Fair Value of Derivative Instruments) (Details) link:presentationLink link:calculationLink link:definitionLink 9954496 - Disclosure - Derivative Instruments (Effects of Derivative Instruments in Cash Flow Hedging Relationships) (Details) link:presentationLink link:calculationLink link:definitionLink 9954497 - Disclosure - Commitments and Contingencies (Details) link:presentationLink link:calculationLink link:definitionLink 9954498 - Disclosure - Commitments and Contingencies (Components of Lease Expense) (Details) link:presentationLink link:calculationLink link:definitionLink 9954499 - Disclosure - Commitments and Contingencies (Schedule of Maturities of Operating Lease Liabilities) (Details) link:presentationLink link:calculationLink link:definitionLink 9954500 - Disclosure - Commitments and Contingencies (Schedule of Security Incident Expense and Probable Insurance Recoveries) (Details) link:presentationLink link:calculationLink link:definitionLink 9954501 - Disclosure - Income Taxes (Schedule of Effective Income Tax Rates) (Details) link:presentationLink link:calculationLink link:definitionLink 9954502 - Disclosure - Stockholders' Equity (Details) link:presentationLink link:calculationLink link:definitionLink 9954503 - Disclosure - Stockholders' Equity (Changes in Accumulated Other Comprehensive Loss by Component) (Details) link:presentationLink link:calculationLink link:definitionLink 9954504 - Disclosure - Revenue Recognition (Details) link:presentationLink link:calculationLink link:definitionLink 9954505 - Disclosure - Revenue Recognition (Contract Balances) (Details) link:presentationLink link:calculationLink link:definitionLink 9954506 - Disclosure - Revenue Recognition (Disaggregation of Revenue by Geography) (Details) link:presentationLink link:calculationLink link:definitionLink 9954507 - Disclosure - Revenue Recognition (Disaggregation of Revenue by Market Group) (Details) link:presentationLink link:calculationLink link:definitionLink 9954508 - Disclosure - Revenue Recognition (Disaggregation of Recurring Revenue by Type) (Details) link:presentationLink link:calculationLink link:definitionLink 9954509 - Disclosure - Subsequent Events (Details) link:presentationLink link:calculationLink link:definitionLink EX-101.CAL 7 blkb-20240930 cal.xml XBRL TAXONOMY EXTENSION CALCULATION LINKBASE DOCUMENT EX-101.DEF 8 blkb-20240930 def.xml XBRL TAXONOMY EXTENSION DEFINITION LINKBASE DOCUMENT EX-101.LAB 9 blkb-20240930 lab.xml XBRL TAXONOMY EXTENSION LABEL LINKBASE DOCUMENT Derivative asset, interest rate swaps, long-term Derivative Asset, Noncurrent Fed funds effective rate overnight index swap rate [Member] Fed Funds Effective Rate Overnight Index Swap Rate [Member] Security incident, number of state Attorneys General Security incident, number of state Attorneys General Security incident, number of state Attorneys General EVERFI Limited EVERFI Limited [Member] EVERFI Limited Adjustments to reconcile net income (loss) to net cash provided by operating activities: Adjustments to Reconcile Net Income (Loss) to Cash Provided by (Used in) Operating Activities [Abstract] Statistical Measurement [Domain] Statistical Measurement [Domain] Stock repurchase program, remaining authorized repurchase amount Share Repurchase Program, Remaining Authorized, Amount Components of Lease Expense Lease, Cost [Table Text Block] Derivatives, Fair Value [Line Items] Derivatives, Fair Value [Line Items] Cover [Abstract] Cover [Abstract] Net decrease in cash, cash equivalents and restricted cash Cash, Cash Equivalents, Restricted Cash, and Restricted Cash Equivalents, Period Increase (Decrease), Including Exchange Rate Effect Current portion of costs of obtaining contracts Capitalized Contract Cost, Net, Current Schedule of Maturities of Operating Lease Liabilities Lessee, Operating Lease, Liability, to be Paid, Maturity [Table Text Block] Components of Prepaid Expenses and Other Assets Schedule Of Prepaid Expenses And Other Assets Current [Table Text Block] Tabular disclosure of components of prepaid expenses and other current assets. Corporate Sector Corporate Sector [Member] Corporate Sector Trading symbol Trading Symbol All Trading Arrangements All Trading Arrangements [Member] Line of credit facility, available increase capacity, amount Line of Credit Facility, Available Increase Capacity, Amount Maximum allowable increase amount provided in credit facility to increase revolving credit commitments and/or request additional term loans. Compensation Actually Paid vs. Net Income Compensation Actually Paid vs. Net Income [Text Block] Security Incident, offsetting probable insurance recoveries Security Incident, Accrued Insurance Recoveries Security Incident, Accrued Insurance Recoveries Non-NEOs Non-NEOs [Member] Computation of Basic and Diluted Earnings Per Share Schedule of Earnings Per Share, Basic and Diluted [Table Text Block] Rule 10b5-1 Arrangement Adopted Rule 10b5-1 Arrangement Adopted [Flag] Long-term debt [Member] Long-Term Debt [Member] Awards Close in Time to MNPI Disclosures Awards Close in Time to MNPI Disclosures [Table] Derivative [Line Items] Derivative [Line Items] Accounts receivable, allowance Accounts Receivable, Allowance for Credit Loss, Current Equity method investments Equity Method Investments Disposal Group Name [Domain] Disposal Group Name [Domain] Change in due to customers Increase (Decrease) in Due to Customers Represents the amount of net increase (decrease) in funds due to customers during the period. Pay vs Performance Disclosure [Line Items] Line of Credit Facility [Table] Line of Credit Facility [Table] Peer Group Total Shareholder Return Amount Peer Group Total Shareholder Return Amount Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction, Start Date [Axis] Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction, Start Date [Axis] Accounts receivable Increase (Decrease) in Accounts Receivable Derivative [Table] Derivative [Table] Other countries [Member] Other countries [Member] Countries excluding separately disclosed countries. Organization Organization, Consolidation and Presentation of Financial Statements Disclosure [Text Block] Security incident, subrogation claims, number Security incident, subrogation claims, number Security incident, subrogation claims, number Non-Rule 10b5-1 Arrangement Adopted Non-Rule 10b5-1 Arrangement Adopted [Flag] Hedging Relationship [Domain] Hedging Relationship [Domain] Fair Values of Derivative Instruments Schedule of Derivative Instruments in Statement of Financial Position, Fair Value [Table Text Block] Derivative liabilities, fair value Derivative Liability, Subject to Master Netting Arrangement, before Offset of Collateral Award Timing Disclosures [Line Items] Net investment hedging [Member] Net Investment Hedging [Member] Other Performance Measure, Amount Other Performance Measure, Amount Common stock, shares, outstanding Common Stock, Shares, Outstanding Operating lease cost Operating Lease, Cost Security Incident, net cash outlays Security Incident, Net Cash Outlays Security Incident, Net Cash Outlays Operating lease liabilities, net of current portion Operating Lease, Liability, Noncurrent Pending claims, number Loss Contingency, Pending Claims, Number Cash flow hedging [Member] Gains and losses on cash flow hedges [Member] Cash Flow Hedging [Member] Reportable segment Segment Reporting, Policy [Policy Text Block] Revenue from Contract with Customer [Abstract] Revenue from Contract with Customer [Abstract] Deferred revenue, current portion Contract with Customer, Liability, Current United States [Member] UNITED STATES Loans payable [Member] Loans Payable [Member] Other assets Less: Long-term portion Other Assets, Noncurrent Entity tax identification number Entity Tax Identification Number Summary of Debt Schedule of Long-Term Debt Instruments [Table Text Block] Treasury Stock, Shares, Acquired Purchase of treasury shares under stock repurchase program (in shares) Treasury Stock, Shares, Acquired Net cash provided by operating activities Net Cash Provided by (Used in) Operating Activities Treasury stock, common [Member] Treasury Stock, Common [Member] Cash flows from operating activities Net Cash Provided by (Used in) Operating Activities [Abstract] Changes in Accumulated Other Comprehensive Income (Loss) by Component Schedule of Accumulated Other Comprehensive Income (Loss) [Table Text Block] Term loans [Member] Secured Debt [Member] Statement, Equity Components [Axis] Equity Components [Axis] Loss contingency accrual, period increase (decrease) Loss Contingency Accrual, Period Increase (Decrease) Award Timing Method Award Timing Method [Text Block] Transactional recurring [Member] Transactional Recurring [Member] Transactional Recurring Trading Arrangements, by Individual Trading Arrangements, by Individual [Table] Accrued vacation costs Accrued Vacation Measurement Frequency [Axis] Measurement Frequency [Axis] Q12024ASRSettlement Q12024ASRSettlement [Member] Q12024ASRSettlement Entity common stock, shares outstanding Entity Common Stock, Shares Outstanding Insider Trading Policies and Procedures [Line Items] Use of estimates Use of Estimates, Policy [Policy Text Block] Supplier Finance Program, Obligation, Statement of Financial Position [Extensible Enumeration] Supplier Finance Program, Obligation, Statement of Financial Position [Extensible Enumeration] Adjustment to Compensation, Amount Adjustment to Compensation Amount Designated Currency Rate [Member] Designated Currency Rate [Member] Variable rate based on Designated Currency of the loan Additional paid-in capital Additional Paid in Capital, Common Stock Compensation Amount Outstanding Recovery Compensation Amount Aggregate Change in Present Value of Accumulated Benefit for All Pension Plans Reported in Summary Compensation Table Aggregate Change in Present Value of Accumulated Benefit for All Pension Plans Reported in Summary Compensation Table [Member] Entity small business Entity Small Business Company Selected Measure Amount Company Selected Measure Amount Geographical [Axis] Geographical [Axis] Capitalized financing costs to be amortized over term of facility Payments of Debt Issuance Costs Tabular List, Table Tabular List [Table Text Block] Level 3 [Member] Fair Value, Inputs, Level 3 [Member] Loss on disposition of business Gain (Loss) on Disposition of Business Aggregate Grant Date Fair Value of Equity Award Amounts Reported in Summary Compensation Table Aggregate Grant Date Fair Value of Equity Award Amounts Reported in Summary Compensation Table [Member] Foreign currency forward contracts, derivative assets Foreign Currency Contract, Asset, Fair Value Disclosure Loss contingency accrual Loss Contingency Accrual Anti-dilutive shares excluded from calculations of diluted earnings (loss) per share Antidilutive Securities Excluded from Computation of Earnings Per Share, Amount Prepaid software maintenance and subscriptions, current and long-term Prepaid Software Maintenance, Current and Long-term Carrying amount as of the balance sheet date of amounts paid for software maintenance in advance of when the expense is to be recognized. Includes current and non-current portions. Derivative Asset, Noncurrent, Statement of Financial Position [Extensible Enumeration] Derivative Asset, Noncurrent, Statement of Financial Position [Extensible Enumeration] Credit Facility [Domain] Credit Facility [Domain] Total cash, cash equivalents and restricted cash in the statement of cash flows Cash, Cash Equivalents, Restricted Cash, and Restricted Cash Equivalents Liability insurance, amount, deductible Liability Insurance, Amount, Deductible Liability Insurance, Amount, Deductible Current assets: Assets, Current [Abstract] Goodwill Goodwill Employee taxes paid for withheld shares upon equity award settlement Payment, Tax Withholding, Share-Based Payment Arrangement Other comprehensive loss Other Comprehensive Income (Loss), Net of Tax [Abstract] Stock repurchase program, authorized amount Share Repurchase Program, Authorized, Amount Long-term Commitment [Excluding Unconditional Purchase Obligation] [Abstract] Long-Term Commitment [Excluding Unconditional Purchase Obligation] [Abstract] Treasury stock, shares Treasury Stock, Common, Shares Treasury Stock, Common, Shares Treasury Stock, Common, Shares Forgone Recovery due to Disqualification of Tax Benefits, Amount Forgone Recovery due to Disqualification of Tax Benefits, Amount Product and Service [Domain] Product and Service [Domain] Employee Stock Option Share-Based Payment Arrangement, Option [Member] Line of credit facility variable interest rate Line Of Credit Facility Variable Interest Rate Line Of Credit Facility Variable Interest Rate Foreign currency forward contracts [Member] Foreign Exchange Forward [Member] Fair Value Disclosures [Abstract] Fair Value Disclosures [Abstract] 2025A Lessee, Operating Lease, Liability, to be Paid, Year One Comprehensive income (loss) Comprehensive Income (Loss), Net of Tax, Attributable to Parent Preferred stock, shares outstanding Preferred Stock, Shares Outstanding Ineffective portion of interest rate swap(s) Gain (Loss) on Cash Flow Hedge Ineffectiveness, Net Repayments of lines of credit Repayments of Lines of Credit Derivative Liability, Current, Statement of Financial Position [Extensible Enumeration] Derivative Liability, Current, Statement of Financial Position [Extensible Enumeration] December 2021 Stock Repurchase Program December 2021 Stock Repurchase Program [Member] December 2021 Stock Repurchase Program Security exchange name Security Exchange Name Debt instrument, basis spread on variable rate Debt Instrument, Basis Spread on Variable Rate Award Type Award Type [Axis] Security incident, penalty Security Incident, penalty Security Incident, penalty Property and equipment, net Property, Plant and Equipment, Net Taxes, prepaid and receivable Taxes, Prepaid And Receivable, Current and Long-term Carrying amount as of the balance sheet date of payments made in advance for income and other taxes. Includes current and non-current portions. Payments on debt Repayments of Debt Total liabilities Liabilities Foreign currency forward contracts, derivative liabilities Foreign Currency Contracts, Liability, Fair Value Disclosure Prepaid software maintenance and subscriptions, current Prepaid Software Maintenance and Subscriptions, Current Amount of asset related to consideration paid in advance for software maintenance and subscriptions that provides economic benefits within a future period of one year or the normal operating cycle, if longer. Common stock, par value Common Stock, Par or Stated Value Per Share Forgone Recovery, Explanation of Impracticability Forgone Recovery, Explanation of Impracticability [Text Block] Research and development Research and Development Expense Revolving credit loans [Member] Revolving Credit Facility [Member] Expiration Date Trading Arrangement Expiration Date Cash flows from investing activities Net Cash Provided by (Used in) Investing Activities [Abstract] Operating lease liabilities, current portion Operating Lease, Liability, Current Total Shareholder Return Amount Total Shareholder Return Amount Common stock, shares issued Common Stock, Shares, Issued Equity Awards Adjustments, Footnote Equity Awards Adjustments, Footnote [Text Block] Credit facility, maximum borrowing capacity Line of Credit Facility, Maximum Borrowing Capacity Contractual recurring [Member] Contractual Recurring [Member] Contractual Recurring Interest rate swaps, derivative liabilities Derivative Liability Long-term Purchase Commitment, Category of Item Purchased [Domain] Long-Term Purchase Commitment, Category of Item Purchased [Domain] Insider Trading Policies and Procedures Adopted Insider Trading Policies and Procedures Adopted [Flag] Subsequent Event [Line Items] Subsequent Event [Line Items] Debt Instrument [Line Items] Debt Instrument [Line Items] Named Executive Officers, Footnote Named Executive Officers, Footnote [Text Block] Other assets Other Assets Common stock, shares authorized Common Stock, Shares Authorized Purchase of net assets of acquired companies, net of cash and restricted cash acquired Payments to Acquire Businesses, Net of Cash Acquired Unaudited interim consolidated financial statements Basis of Accounting, Policy [Policy Text Block] Diluted weighted average shares outstanding Weighted average common shares assuming dilution Weighted Average Number of Shares Outstanding, Diluted Components of Restricted Cash Schedule Of Restricted Cash [Table Text Block] Schedule Of Restricted Cash MNPI Disclosure Timed for Compensation Value MNPI Disclosure Timed for Compensation Value [Flag] Long-term Debt, Type [Axis] Long-Term Debt, Type [Axis] Total stockholders' equity Balance Balance Equity, Attributable to Parent Proceeds from issuance of debt Proceeds from Issuance of Debt Business Combinations [Abstract] Business Combinations [Abstract] Hedging Designation [Domain] Hedging Designation [Domain] Deferred taxes Deferred Income Tax Expense (Benefit) Derivative asset, foreign currency forward contracts, current Derivative Asset, Current Category of Item Purchased [Axis] Category of Item Purchased [Axis] Total other comprehensive loss Net current-period other comprehensive (loss) income Other Comprehensive Income (Loss), Net of Tax, Portion Attributable to Parent Fair value measurements, recurring [Member] Fair Value, Recurring [Member] Accounts receivable, net of allowance of \$6,307 and \$6,907 at SeptemberA 30, 2024 and DecemberA 31, 2023, respectively Accounts Receivable, after Allowance for Credit Loss, Current Implementation costs for cloud computing arrangements, amortization Hosting Arrangement, Service Contract, Implementation Cost, Expense, Amortization Tax expense included in provision for income taxes Other Comprehensive Income (Loss), Cash Flow Hedge, Gain (Loss), before Reclassification, Tax Long-term Debt Long-Term Debt Pension Adjustments Prior Service Cost Pension Adjustments Prior Service Cost [Member] Document fiscal period focus Document Fiscal Period Focus Supplier Finance Program, Obligation, Addition Supplier Finance Program, Obligation, Addition 2028A Long-Term Debt, Maturity, Year Four All Executive Categories All Executive Categories [Member] Thereafter Long-Term Debt, Maturity, after Year Five Restricted stock and units Incremental Common Shares Attributable to Dilutive Effect of Share-Based Payment Arrangements Changed Peer Group, Footnote Changed Peer Group, Footnote [Text Block] Assets Assets [Abstract] Other comprehensive income Other Comprehensive Income (Loss), Net of Tax Document type Document Type Derivative Contract [Domain] Derivative Contract [Domain] Weighted average effective interest rate Debt Instrument, Interest Rate, Effective Percentage Derivative instruments Derivative Assets, Current and Long-term Carrying amount as of the balance sheet date of derivative assets. Includes current and non-current portions. (Loss) gain recognized in accumulated other comprehensive loss as of Gain (Loss) on Derivative Instruments, Net, Pretax Restricted stock grants Stock Issued During Period, Value, Restricted Stock Award, Gross Pension Benefits Adjustments, Footnote Pension Benefits Adjustments, Footnote [Text Block] Total Shareholder Return Vs Peer Group Total Shareholder Return Vs Peer Group [Text Block] Restricted stock grants (in shares) Stock Issued During Period, Shares, Restricted Stock Award, Gross Security Incident, expected cost Security incident, expected cost Net pre-tax expenses currently expected relating to the Security Incident. Cash, cash equivalents and restricted cash, beginning of period Cash, cash equivalents and restricted cash, end of period Cash, Cash Equivalents, Restricted Cash, and Restricted Cash Equivalents, Including Disposal Group and Discontinued Operations Other Comprehensive Income Location [Domain] Other Comprehensive Income Location [Domain] Implementation costs for cloud computing arrangements, accumulated amortization Hosting Arrangement, Service Contract, Implementation Cost, Capitalized, Accumulated Amortization Contract Balances Contract with Customer, Contract Asset, Contract Liability, and Receivable [Table Text Block] Secured Overnight Financing Rate (SOFR) Overnight Index Swap Rate [Member] Secured Overnight Financing Rate (SOFR) Overnight Index Swap Rate [Member] Subsequent Event [Table] Subsequent Event [Table] Maximum [Member] Maximum [Member] Amortization Amortization of Intangible Assets Total deferred revenue Contract with Customer, Liability Equity Valuation Assumption Difference, Footnote Equity Valuation Assumption Difference, Footnote [Text Block] Debt issuance costs Payment of financing costs Payments of Financing Costs Schedule of Security Incident Expense and Probable Insurance Recoveries Schedule of Liability for Unpaid Claims and Claims Adjustment Expense [Table Text Block] Accounting Policies [Abstract] Accounting Policies [Abstract] Revenue Revenues [Abstract] Business Combinations and Dispositions Business Combination Disclosure [Text Block] Current fiscal year end date Current Fiscal Year End Date Less: Amount representing interest Lessee, Operating Lease, Liability, Undiscounted Excess Amount Net lease cost Lease, Cost Statistical Measurement [Axis] Statistical Measurement [Axis] PEO Name PEO Name Other debt Balance at December 31, 2023 Balance at September 30, 2024 Supplier Finance Program, Obligation Non-Rule 10b5-1 Arrangement Terminated Non-Rule 10b5-1

Arrangement Terminated [Flag] Income (loss) before provision (benefit) for income taxes Income (Loss) from Continuing Operations before Income Taxes, Noncontrolling Interest Non-PEO NEO Average Total Compensation Amount Non-PEO NEO Average Total Compensation Amount All Award Types Award Type [Domain] Name Outstanding Recovery, Individual Name Disaggregation of Revenue [Line Items] Disaggregation of Revenue [Line Items] Other comprehensive (loss) income before reclassifications, net of tax effects of \$3,315, \$(2,873), \$(625) and \$(3,545) Other Comprehensive Income (Loss) before Reclassifications, Tax Variable lease cost Variable Lease, Cost Summary of Currently Effective Supplier Financing Agreements Schedule Of Debt Instruments, Other [Table Text Block] Schedule Of Debt Instruments, Other Compensation Actually Paid vs. Company Selected Measure Compensation Actually Paid vs. Company Selected Measure [Text Block] Non-PEO NEO Non-PEO NEO [Member] Total accrued expenses and other liabilities Accrued Liabilities and Other Liabilities Other comprehensive income (loss) before reclassifications, net of tax effects OCI, before Reclassifications, Net of Tax, Attributable to Parent Additional paid-in capital [Member] Additional Paid-in Capital [Member] Derivative Instruments, Gain (Loss) by Hedging Relationship [Axis] Hedging Relationship [Axis] Components of Accrued Expenses and Other Liabilities Accrued Expenses And Other Liabilities [Text Block] The disclosure describes the Company's accrued expenses and other liabilities. Award Timing Predetermined Award Timing Predetermined [Flag] Subsequent Event Type [Domain] Subsequent Event Type [Domain] Diluted earnings per share Earnings Per Share, Diluted Class of Stock [Axis] Class of Stock [Axis] Name Measure Name Entity interactive data current Entity Interactive Data Current Restatement does not require Recovery Restatement Does Not Require Recovery [Text Block] Other income, net Other income, net Nonoperating Income (Expense), Excluding Interest Expense The aggregate amount of income or expense, excluding interest expense, from ancillary business-related activities (that is to say, excluding major activities considered part of the normal operations of the business). Line of credit facility, available increase capacity, percent of EBITDA Line of Credit Facility, Available Increase Capacity, Percent of EBITDA Maximum allowable increase based on percentage of EBITDA provided in credit facility to increase revolving credit commitments and/or request additional term loans. Currency revaluation (losses) gains Gain (Loss), Foreign Currency Transaction, before Tax Assets and Liabilities Measured at Fair Value on a Recurring Basis Schedule of Fair Value, Assets and Liabilities Measured on Recurring Basis [Table Text Block] Disaggregation of Revenue [Table] Disaggregation of Revenue [Table] Statement of Financial Position [Abstract] Statement of Financial Position [Abstract] Third-party technology [Member] Third-party Technology [Member] Technology developed by a third-party used in conjunction with entity's products and services. Stock-based compensation expense Share-Based Payment Arrangement, Noncash Expense Sales, marketing and customer success Selling and Marketing Expense Global HQ [Member] Global HQ [Member] Global HQ [Member] Vesting of restricted stock units (in shares) Exercise Of Stock Options And Stock Appreciation Rights Shares Number of shares issued during the period as a result of the exercise of stock options and stock appreciation rights. Loss on disposal Disposal Group, Not Discontinued Operation, Gain (Loss) on Disposal July 2024 Stock Repurchase Program July 2024 Stock Repurchase Program [Member] July 2024 Stock Repurchase Program Income tax provision (benefit) Income Tax Expense (Benefit) Derivative, notional amount Derivative, Notional Amount Interest rate swaps, derivative assets Derivative Asset Anthony W. Boor [Member] Anthony W. Boor Security Incident, cumulative net expense Security Incident Cumulative Net Expense Security Incident Cumulative Net Expense Retirements of common stock Adjustments to Additional Paid in Capital, Stock Issued, Retirements Amount of decrease in additional paid in capital (APIC) resulting from retirement of shares intended for acquisition shareholders who were paid in cash rather than shares. Revenue Revenue from Contract with Customer, Excluding Assessed Tax Statement of Comprehensive Income [Abstract] Statement of Comprehensive Income [Abstract] Effective income tax rate Effective Income Tax Rate Reconciliation, Percent Net cash used in investing activities Net Cash Provided by (Used in) Investing Activities Income from operations Operating Income (Loss) Interest expense Interest Expense, Operating and Nonoperating Business Acquisition [Line Items] Business Acquisition [Line Items] Variable Rate [Domain] Variable Rate [Domain] Total liabilities and stockholders' equity Liabilities and Equity Subsequent Events Subsequent Events [Text Block] Rule 10b5-1 Arrangement Terminated Rule 10b5-1 Arrangement Terminated [Flag] All Adjustments to Compensation All Adjustments to Compensation [Member] Fair Value Hierarchy [Axis] Fair Value Hierarchy and NAV [Axis] Prepaid expenses and other assets Increase (Decrease) in Prepaid Expense and Other Assets Hedging Designation [Axis] Hedging Designation [Axis] Remaining aggregate minimum purchase commitment Long-term Purchase Commitment, Remaining Minimum Amount Committed Minimum amount to be expended to satisfy the terms of long-term purchase arrangements in which the entity has agreed to expend funds to procure goods or services. Derivative liability, foreign currency forward contracts, current Derivative Liability, Current Operating lease right-of-use assets, impairments Operating Lease, Impairment Loss Derivative Instruments, Gain (Loss) by Hedging Relationship, by Income Statement Location, by Derivative Instrument Risk [Table] Derivative Instruments, Gain (Loss) [Table] Commitments and Contingencies Disclosure [Abstract] Commitments and Contingencies Disclosure [Abstract] Interest income Investment Income, Interest Derivative Instrument, Gain (Loss) Reclassified from AOCI into Income, Effective Portion, Statement of Income or Comprehensive Income [Extensible Enumeration] Derivative Instrument, Gain (Loss) Reclassified from AOCI into Income, Effective Portion, Statement of Income or Comprehensive Income [Extensible Enumeration] Customer credit balances Accrued Customer Credit Balances, Current and Long-term Carrying value as of the balance sheet date of obligations to customers for credit balances generated by customer overpayments. Includes current and non-current portions. Annual Maturities Related to Credit Facility, Real Estate Loans and Other Debt Schedule of Maturities of Long-Term Debt [Table Text Block] Underlying Security Market Price Change Underlying Security Market Price Change, Percent Individual: Individual [Axis] Employee taxes paid for withheld shares upon equity award settlement Share-Based Payment Arrangement, Decrease for Tax Withholding Obligation Accumulated other comprehensive income (loss) [Member] AOCI Attributable to Parent [Member] Name of Property [Domain] Name of Property [Domain] Revenue, remaining performance obligation, expected timing of satisfaction Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction, Period Restricted cash due to customers Restricted Cash Long-term Debt, Type [Domain] Long-Term Debt, Type [Domain] Product and Service [Axis] Product and Service [Axis] Entity address, state Entity Address, State or Province Statement [Line Items] Statement [Line Items] Gain reclassified from accumulated other comprehensive loss into income (loss) Derivative Instruments, Gain (Loss) Reclassified from Accumulated OCI into Income, Effective Portion, Net Derivative Instruments and Hedging Activities Disclosure [Abstract] Derivative Instruments and Hedging Activities Disclosure [Abstract] Erroneous Compensation Analysis Erroneous Compensation Analysis [Text Block] Trade accounts payable Accounts Payable, Trade, Current Operating expenses Operating Expenses [Abstract] Compensation Actually Paid vs. Total Shareholder Return Compensation Actually Paid vs. Total Shareholder Return [Text Block] Sublease income Sublease Income Liabilities and stockholders' equity Liabilities and Equity [Abstract] Other Comprehensive Income Location [Axis] Other Comprehensive Income Location [Axis] Derivatives Instruments Derivatives and Fair Value [Text Block] Aggregate financing costs related to debt discount and debt issuance costs Less: Unamortized discount and debt issuance costs Debt Instrument, Unamortized Discount (Premium) and Debt Issuance Costs, Net Plaintiffs, number Loss Contingency, Number of Plaintiffs Minimum [Member] Minimum [Member] Change in customer funds receivable Change In Customer Funds Receivable Change In Customer Funds Receivable Restatement Determination Date Restatement Determination Date Derivative assets, fair value Derivative Asset, Subject to Master Netting Arrangement, before Offset of Collateral Adoption Date Trading Arrangement Adoption Date Pay vs Performance Disclosure Pay vs Performance Disclosure [Table] Deferred revenue, net of current portion Contract with Customer, Liability, Noncurrent United Kingdom [Member] UNITED KINGDOM Operating lease right-of-use assets Operating Lease, Right-of-Use Asset Erroneously Awarded Compensation Recovery Erroneously Awarded Compensation Recovery [Table] Derivative Instruments, Gain (Loss) [Line Items] Derivative Instruments, Gain (Loss) [Line Items] Provision for doubtful accounts and sales returns Accounts Receivable, Credit Loss Expense (Reversal) September2024 Swap2 September2024 Swap2 [Member] September2024 Swap2 Segments [Axis] Segments [Axis] Recurring [Member] Recurring [Member] Recurring [Member] Change in Fair Value as of Vesting Date of Prior Year Equity Awards Vested in Covered Year Change in Fair Value as of Vesting Date of Prior Year Equity Awards Vested in Covered Year [Member] Derivative Instrument [Axis] Derivative Instrument [Axis] Debt, gross Long-Term Debt, Gross Exercise Price Award Exercise Price Michael P. Gianoni [Member] Michael P. Gianoni Consolidated Financial Statement Details Additional Financial Information Disclosure [Text Block] Earnings Per Share Earnings Per Share [Text Block] Arrangement Duration Trading Arrangement Duration Effects of Derivative Instruments in Cash Flow Hedging Relationships Schedule of Cash Flow Hedges Included in Accumulated Other Comprehensive Income (Loss) [Table Text Block] Subsequent event [Member] Subsequent Event [Member] Total restricted cash Total restricted cash Restricted Cash and Cash Equivalents, Current Stockholders' equity: Equity, Attributable to Parent [Abstract] Name of Property [Axis] Name of Property [Axis] Peer Group Issuers, Footnote Peer Group Issuers, Footnote [Text Block] Segments [Domain] Segments [Domain] Disaggregation Of Revenue, Recurring Disaggregation Of Revenue, Recurring [Table Text Block] Disaggregation Of Revenue, Recurring Material Terms of Trading Arrangement Material Terms of Trading Arrangement [Text Block] Trade accounts payable Increase (Decrease) in Accounts Payable, Trade Net cash used in disposition of business Cash Used in Divestiture of Businesses The cash outflow associated with the loss from the sale of a portion of the company's business, for example a segment, division, branch or other business, during the period. All Individuals All Individuals [Member] Proceeds from lines of credit Proceeds from Lines of Credit Accrued expenses and other liabilities Increase Decrease Accrued Expenses And Other Liabilities The net change during the reporting period in accrued expenses and other liabilities. PEO PEO [Member] Settlements Supplier Finance Program, Obligation, Settlement Variable Rate [Axis] Variable Rate [Axis] Income Tax Disclosure [Abstract] Income Tax Disclosure [Abstract] Name Trading Arrangement, Individual Name Other income, net Other Nonoperating Income (Expense) Statement of Stockholders' Equity [Abstract] Statement of Stockholders' Equity [Abstract] Intangible assets, net Intangible Assets, Net (Excluding Goodwill) Fair Values Derivatives, Balance Sheet Location, by Derivative Contract Type [Table] Fair Values Derivatives, Balance Sheet Location, by Derivative Contract Type [Table] Disposal Group Name [Axis] Disposal Group Name [Axis] Treasury stock, at cost; 20,086,722 and 15,562,864 shares at SeptemberA 30, 2024 and DecemberA 31, 2023, respectively Treasury Stock, Common, Value Capitalized software and content development costs Payments to Develop Software 2024 - remaining Long-Term Debt, Maturity, Remainder of Fiscal Year Line of credit facility, unused capacity, commitment fee percentage Line of Credit Facility, Unused Capacity, Commitment Fee Percentage Customer funds receivable Other Restricted Assets, Current Awards Close in Time to MNPI Disclosures, Table Awards Close in Time to MNPI Disclosures [Table Text Block] Prior Year End Fair Value of Equity Awards Granted in Any Prior Year that Fail to Meet Applicable Vesting Conditions During Covered Year Prior Year End Fair Value of Equity Awards Granted in Any Prior Year that Fail to Meet Applicable Vesting Conditions During Covered Year [Member] Accumulated Other Comprehensive Income (Roll Forward) Accumulated Other Comprehensive Income (Roll Forward) Accumulated Other Comprehensive Income (Roll Forward) Aggregate Erroneous Compensation Amount Aggregate Erroneous Compensation Amount Long-term Purchase Commitment [Line Items] Long-Term Purchase Commitment [Line Items] Local phone number Local Phone Number Accelerated share repurchases, settlement (payment) or receipt Accelerated Share Repurchases, Settlement (Payment) or Receipt Aggregate Erroneous Compensation Not Yet Determined Aggregate Erroneous Compensation Not Yet Determined [Text Block] Mortgages [Member] Mortgages [Member] Foreign line of credit [Member] Foreign Line of Credit [Member] Total operating expenses Operating Expenses Deferred tax liability Deferred Income Tax Liabilities, Net Total deferred financing costs included in other assets Debt Issuance Costs, Line of Credit Arrangements, Net One-time services and other [Member] Technology Service [Member] Security Incident, gross expense Security Incident, Expense Security Incident, Expense Changes in operating assets and liabilities, net of acquisition and disposal of businesses: Increase (Decrease) in Operating Capital [Abstract] January 2024 Stock Repurchase Program January 2024 Stock Repurchase Program [Member] January 2024 Stock Repurchase Program PEO Total Compensation Amount PEO Total Compensation Amount Restricted stock cancellations (in shares) Stock Issued During Period, Shares, Restricted Stock Award, Forfeited Share Repurchase Program [Domain] Share Repurchase Program [Domain] Commitments and Contingencies Commitments and Contingencies Disclosure [Text Block] Accrued legal costs Accrued Professional Fees Debt Disclosure [Abstract] Debt Disclosure [Abstract] Common stock [Member] Common Stock [Member] Measure: Measure [Axis] Preferred stock, shares authorized Preferred Stock, Shares Authorized Forgone Recovery due to Expense of Enforcement, Amount Forgone Recovery due to Expense of Enforcement, Amount Entity emerging growth company Entity Emerging Growth Company Total financial liabilities Liabilities, Fair Value Disclosure Share-Based Payment Arrangement, Shares Withheld for Tax Withholding Obligation Share-Based Payment Arrangement, Shares Withheld for Tax Withholding Obligation Entity central index key Entity Central Index Key Security Incident, cumulative gross expense Security Incident, Cumulative Expense Security Incident Cumulative Expense Non-GAAP Measure Description Non-GAAP Measure Description [Text Block] Foreign currency translation adjustment [Member] Accumulated Foreign Currency Adjustment Attributable to Parent [Member] Vesting of restricted stock units Exercise Of Stock Options And Stock Appreciation Rights Value Value stock issued during the period as a result of the exercise of stock options and stock appreciation rights. Non-PEO NEO Average Compensation Actually Paid Amount Non-PEO NEO Average Compensation Actually Paid Amount Non-PEO NEO Average Compensation Actually Paid Amount Amounts reclassified from accumulated other comprehensive (loss) income Reclassification from Accumulated Other Comprehensive Income, Current Period, before Tax Prepaid Insurance Prepaid Insurance Current and Long term Amount of asset related to consideration paid in advance for insurance. Includes current and non-current portions. Stockholders' Equity Equity [Text Block] Award Timing, How MNPI Considered Award Timing, How MNPI Considered [Text Block] Equity Component [Domain] Equity Component [Domain] Debt, current portion Less: Debt, current portion Long-Term Debt, Current Maturities Liability insurance, amount, total Liability Insurance, Amount, Total Liability Insurance, Amount, Total Cash, Cash Equivalents, Restricted Cash and Restricted Cash Equivalents [Abstract] Cash, Cash Equivalents, Restricted Cash, and Restricted Cash Equivalents [Abstract] Accelerated share repurchases, initial delivery percentage of shares Accelerated Share Repurchases Initial Delivery Percentage of Shares Accelerated Share Repurchases Initial Delivery Percentage of Shares Additional 402(v) Disclosure Additional 402(v) Disclosure [Text Block] Accelerated share repurchases, cash or stock settlement Accelerated Share Repurchases, Cash or Stock Settlement Stock-based compensation APIC, Share-Based Payment Arrangement, Increase for Cost Recognition Entity shell company Entity Shell Company Entity incorporation, state or country code Entity Incorporation, State or Country Code Security Incident, net pre-tax expense Security Incident, Net Pre-tax Expense Security Incident, Net Pre-tax Expense Costs of obtaining contracts Capitalized Contract Cost, Net Title Trading Arrangement, Individual Title Accrued transaction-based costs related to payments services Accrued transaction-based costs related to payments services Carrying value as of the balance sheet date of obligations incurred through that date and payable for transaction-based costs related to payments services. Standby letters of credit [Member] Standby Letters of Credit [Member] Statement [Table] Statement [Table] Taxes payable Taxes Payable Measurement Frequency [Domain] Measurement Frequency [Domain] City area code City Area Code Accelerated share repurchases, adjustment to recorded amount Accelerated Share Repurchases, Adjustment to Recorded Amount Current liabilities: Liabilities, Current [Abstract] Due to customers Due To Customers Current Carrying value as of the balance sheet date of donations collected by the entity on behalf of its customers and payable to its customers. Also includes amounts classified as customer funds receivable. Used to reflect the current portion of the liabilities (due within one year or within the normal operating cycle if longer). Contingent consideration obligations Business Combination, Contingent Consideration, Liability Derivative Asset, Current, Statement of Financial Position [Extensible Enumeration] Derivative Asset, Current, Statement of Financial Position [Extensible Enumeration] Social Sector Social Sector [Member] Social Sector Insider Trading Policies and Procedures Not Adopted Insider Trading Policies and Procedures Not Adopted [Text Block] Level 1 [Member] Fair Value, Inputs, Level 1 [Member] Foreign currency translation adjustment Translation adjustment Other Comprehensive Income (Loss), Foreign Currency Transaction and Translation Adjustment, Net of Tax Total current assets Assets, Current Statement of Cash Flows [Abstract] Statement of Cash Flows [Abstract] Purchase of treasury stock Payments for Repurchase of Common Stock Security Incident, net expense Security Incident Net Expense Security Incident Net Expense 2027A Long-Term Debt, Maturity, Year Three Document Information [Line Items] Document Information [Line Items] Schedule of Long-term Debt Instruments [Table] Schedule of Long-Term Debt Instruments [Table] Debt, net of current portion Long-Term Debt, Excluding Current Maturities Subsequent Event Type [Axis] Subsequent Event Type [Axis] Revenue, remaining performance obligation, percentage to be recognized Revenue, Remaining Performance Obligation, Percentage Income Taxes Income Tax Disclosure [Text Block] Basis of Presentation Organization, Consolidation and Presentation of Financial Statements Disclosure and Significant Accounting Policies [Text Block] 2028A Lessee, Operating Lease, Liability, to be Paid, Year Four Security Incident, ongoing legal fees Security Incident Ongoing Legal Fees Security Incident Ongoing Legal Fees Earnings (loss) per share Earnings Per Share [Abstract] Earnings Per Share [Abstract] Equity [Abstract] Equity [Abstract] Retained earnings Retained Earnings (Accumulated Deficit) Class of Stock [Domain] Class of Stock [Domain] Accumulated other comprehensive loss expected to be reclassified into earnings within next 12 months Cash Flow Hedge Gain (Loss) to be Reclassified within 12 Months Changes in Supplier Financing Obligations Supplier Finance Program [Table Text Block] General and administrative General and Administrative Expense 2026A Long-Term Debt, Maturity, Year Two Organization, Consolidation and Presentation of Financial Statements [Abstract] Organization, Consolidation and Presentation of Financial Statements [Abstract] Aggregate Available Trading Arrangement, Securities Aggregate Available Amount Swingline loans Swingline loans [Member] Swingline loans [Member] Equity Awards Adjustments Equity Awards Adjustments [Member] Present value of future payments Operating Lease, Liability Net cash used in financing activities Net Cash Provided by (Used in) Financing Activities Underlying Securities Award Underlying Securities Amount

edit Facility [Axis] Credit Facility [Axis] Amend non flag Amendment Flag Entity registrant name Entity Registrant Name Adjustment to Non-PEO NEO Compensation Footnote Adjustment to Non-PEO NEO Compensation Footnote [Text Block] Stock Appreciation Rights (SARs) Stock Appreciation Rights (SARs) [Member] Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction [Table] Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction [Table] Gross profit Gross Profit Accrued health care costs Accrued Insurance Schedule of Effective Income Tax Rates Schedule Of Effective Income Tax Rate [Table Text Block] Schedule Of Effective Income Tax Rate [Table Text Block] Fair Value as of Grant Date Award Grant Date Fair Value Subsequent Events [Abstract] Subsequent Events [Abstract] Components of Other Income and Expense Other Income and Other Expense Disclosure [Text Block] Level 2 [Member] Fair Value, Inputs, Level 2 [Member] Debt Debt Disclosure [Text Block] Fair Value Hierarchy and NAV [Domain] Fair Value Hierarchy and NAV [Domain] Geographical [Domain] Geographical [Domain] Amortization expense from costs of obtaining contracts Capitalized Contract Cost, Amortization Recovery of Erroneously Awarded Compensation Disclosure [Line Items] Debt, face amount Original Loan Value Debt Instrument, Face Amount Disaggregation of Revenue Disaggregation of Revenue [Table Text Block] Derivative liability, interest rate swaps, long-term Derivative Liability, Noncurrent Accrued commissions and salaries Accrued Commissions And Salaries, Current and Long-term Carrying value as of the balance sheet date of obligations incurred and payable for salaries and sales commissions earned by employees. Includes current and non-current portions. Total prepaid expenses and other assets Prepaid Expense and Other Assets Unbilled accounts receivable Unbilled Contracts Receivable Entity address, postal zip code Entity Address, Postal Zip Code Basis of consolidation Consolidation, Policy [Policy Text Block] Interest rate swap [Member] Interest Rate Swap [Member] Restatement Determination Date: Restatement Determination Date [Axis] Title of 12(b) security Title of 12(b) Security Long-term Purchase Commitment [Table] Long-Term Purchase Commitment [Table] Common stock, \$0.001 par value; 180,000,000 shares authorized, 70,955,940 and 69,188,304 shares issued at SeptemberA 30, 2024 and DecemberA 31, 2023, respectively; 50,869,218 and 53,625,440 shares outstanding at SeptemberA 30, 2024 and DecemberA 31, 2023, respectively Common Stock, Value, Issued Cash and cash equivalents Cash and Cash Equivalents, at Carrying Value Other investing activities Payments for (Proceeds from) Other Investing Activities Year-over-Year Change in Fair Value of Equity Awards Granted in Prior Years That are Outstanding and Unvested Year-over-Year Change in Fair Value of Equity Awards Granted in Prior Years That are Outstanding and Unvested [Member] Effect of exchange rate on cash, cash equivalents and restricted cash Effect of Exchange Rate on Cash, Cash Equivalents, Restricted Cash, and Restricted Cash Equivalents, Including Disposal Group and Discontinued Operations Cash flows from financing activities Net Cash Provided by (Used In) Financing Activities [Abstract] Year-end Fair Value of Equity Awards Granted in Covered Year that are Outstanding and Unvested Year-end Fair Value of Equity Awards Granted in Covered Year that are Outstanding and Unvested [Member] Preferred stock; 20,000,000 shares authorized, none outstanding Preferred Stock, Value, Issued Operating Lease, Liability, Current, Statement of Financial Position [Extensible Enumeration] Operating Lease, Liability, Current, Statement of Financial Position [Extensible Enumeration] Depreciation and amortization Depreciation, Depletion and Amortization, Nonproduction Basic earnings per share Earnings Per Share, Basic Adjustment To PEO Compensation, Footnote Adjustment To PEO Compensation, Footnote [Text Block] Award Timing MNPI Disclosure Award Timing MNPI Disclosure [Text Block] Aggregate Pension Adjustments Service Cost Aggregate Pension Adjustments Service Cost [Member] Designated as hedging instrument [Member] Designated as Hedging Instrument [Member] Compensation Actually Paid vs. Other Measure Compensation Actually Paid vs. Other Measure [Text Block] Total current liabilities Liabilities, Current Vesting Date Fair Value of Equity Awards Granted and Vested in Covered Year Fair Value of Equity Awards Granted and Vested in Covered Year [Member] Common shares and equivalents outstanding Weighted Average Number of Shares Outstanding, Diluted [Abstract] Share Repurchase Program [Axis] Share Repurchase Program [Axis] Total assets Assets Cost of revenue Cost of Goods and Services Sold Purchase of property and equipment Payments to Acquire Property, Plant, and Equipment Implementation costs for cloud computing arrangements Hosting Arrangement, Service Contract, Implementation Cost, Capitalized, after Accumulated Amortization Other liabilities Less: Long-term portion Other Liabilities, Noncurrent Forgone Recovery due to Violation of Home Country Law, Amount Forgone Recovery due to Violation of Home Country Law, Amount Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction [Line Items] Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction [Line Items] Derivative instruments Derivative Liabilities, Current and Long-term Carrying amount as of the balance sheet date of derivative liabilities. Includes current and non-current portions. Fair Value Measurements Fair Value Measurement and Measurement Inputs, Recurring and Nonrecurring [Text Block] Commitments and contingencies (see Note 9) Commitments and Contingencies Short-term debt [Member] Short-Term Debt [Member] Termination Date Trading Arrangement Termination Date Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items] Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items] 2026A Lessee, Operating Lease, Liability, to be Paid, Year Two 2025A Long-Term Debt, Maturity, Year One Derivative Liability, Noncurrent, Statement of Financial Position [Extensible Enumeration] Derivative Liability, Noncurrent, Statement of Financial Position [Extensible Enumeration] Other liabilities Other Liabilities Entity address, city Entity Address, City or Town Accrued expenses and other current liabilities Accrued Expenses And Other Current Liabilities, Carrying value as of the balance sheet date of obligations incurred, for which invoices have typically not been received that are payable to vendors for goods and services received that are used in an entity's business. Used to reflect the current portion of the liabilities (due within one year or within the normal operating cycle if longer). Includes aggregate carrying amount, as of the balance sheet date, of current obligations not separately disclosed in the balance sheet due to materiality considerations. Current liabilities are expected to be paid within one year (or the normal operating cycle, if longer). Net income (loss) Net income (loss) Net Income (Loss) Attributable to Parent Trading Arrangement: Trading Arrangement [Axis] Q12024ASR Q12024ASR [Member] Q12024ASR Pay vs Performance Disclosure, Table Pay vs Performance [Table Text Block] Loss Contingencies [Table] Loss Contingencies [Table] Equity Awards Adjustments, Excluding Value Reported in Compensation Table Equity Awards Adjustments, Excluding Value Reported in the Compensation Table [Member] Real estate escrow balances and other Escrow Deposit Dividends or Other Earnings Paid on Equity Awards not Otherwise Reflected in Total Compensation for Covered Year Dividends or Other Earnings Paid on Equity Awards not Otherwise Reflected in Total Compensation for Covered Year [Member] Entity file number Entity File Number Security Incident, cumulative offsetting insurance recoveries paid Insurance Recoveries Revenue Recognition Revenue from Contract with Customer [Text Block] Document fiscal year focus Document Fiscal Year Focus Income Statement [Abstract] Income Statement [Abstract] Entity address, address line one Entity Address, Address Line One Purchase of treasury shares under stock repurchase program, cost method Purchase of treasury shares under stock repurchase program, cost method, value Treasury Stock, Value, Acquired, Cost Method Total financial assets Assets, Fair Value Disclosure Name Forgone Recovery, Individual Name Security Incident, cumulative offsetting probable insurance recoveries Security Incident, Cumulative Accrued Insurance Recoveries Security Incident, Cumulative Accrued Insurance Recoveries 2024 - remaining Lessee, Operating Lease, Liability, to be Paid, Remainder of Fiscal Year Document period end date Document Period End Date Expected net cash outlays for ongoing legal fees Expected Net Cash Outlays for Ongoing Legal Fees Expected Net Cash Outlays for Ongoing Legal Fees Retirements of common stock (in shares) Retirements of Common Stock, Shares Number of shares retired from shares intended for acquisition shareholders who were paid in cash rather than shares. Other non-cash adjustments Other Nongain Income (Expense) Award Timing MNPI Considered Award Timing MNPI Considered [Flag] Base rate [Member] Base Rate [Member] Total lease payments Lessee, Operating Lease, Liability, to be Paid Deferred revenue Increase (Decrease) in Deferred Revenue Insider Trading Arrangements [Line Items] Line of Credit Facility [Line Items] Line of Credit Facility [Line Items] Outstanding Aggregate Erroneous Compensation Amount Outstanding Aggregate Erroneous Compensation Amount 2027A Lessee, Operating Lease, Liability, to be Paid, Year Three PEO Actually Paid Compensation Amount PEO Actually Paid Compensation Amount Revenue recognized that was included in deferred revenue at beginning of period Contract with Customer, Liability, Revenue Recognized Unrecognized tax benefit Unrecognized Tax Benefit, Current and Long-term Liability for uncertain tax positions as of the balance sheet date. Includes current and non-current portions. Adjustment to Compensation: Adjustment to Compensation [Axis] Prepaid expenses and other current assets Prepaid Expense and Other Assets, Current Thereafter Lessee, Operating Lease, Liability, to be Paid, after Year Four Amount of lessee's undiscounted obligation for lease payment for operating lease due after fourth fiscal year following current fiscal year. Excludes interim and annual periods when interim periods are reported from current statement of financial position date (rolling approach). Document transition report Document Transition Report Document quarterly report Document Quarterly Report Fair Value, Recurring and Nonrecurring [Table] Fair Value, Recurring and Nonrecurring [Table] Accumulated other comprehensive loss Accumulated other comprehensive (loss) income, beginning of period Accumulated other comprehensive income (loss), end of period Accumulated Other Comprehensive Income (Loss), Net of Tax Entity current reporting status Entity Current Reporting Status Retained earnings [Member] Retained Earnings [Member] Pension Adjustments Service Cost Pension Adjustments Service Cost [Member] Accelerated Share Repurchases, Date [Domain] Accelerated Share Repurchases, Date [Domain] Basic weighted average shares Weighted average common shares Weighted Average Number of Shares Outstanding, Basic Stock Price or TSR Estimation Method Stock Price or TSR Estimation Method [Text Block] Accelerated Share Repurchases, Date [Axis] Accelerated Share Repurchases, Date [Axis] Software and content development costs, net capitalized Computer Software, Net Document Information [Table] Document Information [Table] Amortization of deferred financing costs and discount Amortization of Debt Issuance Costs and Discounts Increase (Decrease) in Stockholders' Equity [Roll Forward] Increase (Decrease) in Stockholders' Equity [Roll Forward] Executive Category: Executive Category [Axis] September2024 Swap1 September2024 Swap1 [Member] September2024 Swap1 Name Awards Close in Time to MNPI Disclosures, Individual Name Entity filer category Entity Filer Category Total amounts reclassified from accumulated other comprehensive (loss) income Reclassification from AOCI, Current Period, Net of Tax, Attributable to Parent Balance (in shares) Balance (in shares) Shares, Issued Revenue, remaining performance obligation Revenue, Remaining Performance Obligation, Amount Cost of revenue Cost of Revenue [Abstract] Loss Contingencies [Line Items] Loss Contingencies [Line Items] Unrealized (loss) gain on derivative instruments, net of tax Other Comprehensive Income (Loss), Cash Flow Hedge, Gain (Loss), after Reclassification and Tax, Parent Company Selected Measure Name Company Selected Measure Name Net leverage ratio Net Leverage Ratio Net Leverage Ratio EX-101.PRE 10 blkb-20240930_pre.xml XBRL TAXONOMY EXTENSION PRESENTATION LINKBASE DOCUMENT GRAPHIC 11 blkb-20240930_g1.jpg begin 644 blkb-20240930_g1.jpg M JC X 02D9J)! @! %&'()*+,-./:;<=>?@AB CDEFGHIJKLMNOPQRSTUVWXYZ[\]^_`{|}~\"/>
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(SZ<[ZR\$V75CN=C9%GAJD=DAS-PJV MEU;J 2J :UZWKT;IG1[G9UK,[PR95-L0=7;G,W ?ZN IJ=S ",@I=0RZ MNI>=Z?D=-O#6Y,/F9LC,UQVLMJ?"S=(ZO3!)3M6>=Q&J89TJ[NW(RBW?)
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C27;$SSDQ+O,CA4RQ)=,DYA, <1$=>+2)8+8*7W+&K*OR5 M*+X-/T03LMAQL+K+P1,9JWBVZLSARFV+6C.5KA89551444H6*U3J+QOZTB MJBC-UZ,9H<_3*(E3XA?VOTCI%$.
[!N#88!<WOS%!PYIF:360T6U,8=8J1 M$G$O(D2I29L,CTP JDK89919XY/Y %98W*%*&=6V:K0MW2 F@!7GYAW?< MMK?V9RKZUHVW?)/sLH W-U?
OH8FR,MW9NPN=F(1XG%68P)1Y1F5ZV11K"610DZ,Y[L]#< &89 M1.N5(1T<+54>0T9*MA4P7+EOZ7?,.KH3JDSJ,ZGW,MNRN1,R=@JIM MBUV;U )R#]/>ZYSF)ZS6&8Y"?>D@Z8J>J5>O<
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Q13XUJ1<8=< G+<WJF>@<OUIV O M MXR5<IBX E.AK2J.RV<P+<M+<LXHQ9O/Q8ZQD9%$=<=O.P GJ OJ1MDM+<8+<BD MDX$S5YD4P$SD4R;
<=<OJ+US12,373071F,G@CJ);WNC;F.W$NO2;<2$SKW M)M>=<E1+<H;HY"R9O"OHLHX=<=<N8RD8VF$<=<LM9;OCJRFJ3+ MJ5(XKJ1ZJH-GF=1=SC<+B P %UJQ[.XVILE[<+<982Z M*
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Y/Z4S MCG#<=<[KN]Y5=<R$RO.8+<=<Y&UGR17S);LUAN[BJF6Q7?2YXJ]CV<+<9QV>T=<B M/6,D44H,90W?<F+<44%&SMLJ1MVFV/CW<+<KUC*1=MKN %M9%1V654;1?<M%G(AI.-=)
*:<=<@N011=19*2" C3"<3+<1S<+<3R>T<N<X<M:RXXE+M+<RG4MRH1QOMH$E.4AK3UPDHF28A)!!V=D<K"TZ0D99 13 MQK1U1>1>=<=<V"MP.RNX.W/MI. F*72?<T?HSUF543J)DYG8G?E
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(CQ<2R-7F) 3LU3P7=1JO(KP6 7?2<49<?<?<VJ]BD,M M7JW6P+<XG80-M+<L?<U1>=<[MW<+<C<M;6B4?<V7W6V7;GJ)2K4<+<O.U.B*U104)8J5X M72WV! 958*M%$>=<$/1X<0%PCV/R?
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(8WUFEFZ4UO&Q$&
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Z.7<-7CBL'M'23755S'<EOQE/1,2049Y. M-2.9+TDDU>84445N=84444?IU P:B'V|< G'& 9&=0 IVDU>8M?U2'&B M'V|< G'& 9&=0 IVDUYU? P#(N)I>A/I0.(IH)?
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CIB ZZ+ M.#I+1.3< X^O^NB P Z3Y^A- RBBB0./> BBB@ HHHH ****X.X.MO^M4=O@ P.#I+1-W.IU.OYI: H.*P#K; E'X/P'RS= Z:M6K^?6ONL@ P'1 M>O5GY^QE P
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$=W QZ2 1?21W0 P 1 0-1117YV?MX4444 %%% 1110 4444 %%% 11110!>= M>DO. $S'58=EW. >DO 7-OY5AUVH:X6>:COC044511?%% 11110 44 M44 %%% 11110
4444 %26G. I1Q2I=.% G4=26G. I1Q2I=.% G2>O4/C1N44 M45YAIP4444 %%% 11110!>9/ IUM.RCM\ /99M. IJ-6K5/K7I7. =>M2HIZI. &630:0 TU:M7^M2=9I.P
BI>K/R'C+ D=O. $****IH^5'BBB@ M.HHHH **** BBB@ HHHH **** OTZ.X-12^4A2C3 LC.H2^G:2. 60TZ. MX-12^4A2C3 LC.H2^G:2^>1=41V>?>?1W0.Q'U'U%'>
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V6:30 25IU?SZUIUD. (O7J$ MAXR P'IV \>****IH^5'BBB@ HHHH **** BBB@ HHHH **** OTZ.X-M-12^4A2C3 LC.H2^G:2. 60TZ.X-12^4A2C3 LC.H2^G:2^>1=41V>?>
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(U1I10X7.PIW^>?>OV^< LK.MG.&C AWO\<^<A M=>P#A97I^>Z44>?>?>O?2X M\>OV^< P#A97I^>Z44 M44 %%% 1110 4444 %%% 11110!>9/ IUM P HM?I. 99M. I35IU?SZUO 05 P=?H?I?I
V6:30 25IU?SZUIUD. (O7J$ MAXR P'IV \>****IH^5'BBB@ HHHH **** BBB@ HHHH **** OTZ.X-M-12^4A2C3 LC.H2^G:2. 60TZ.X-12^4A2C3 LC.H2^G:2^>1=41V>?>
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(U1I10X7.PIW^>?>OV^< LK.MG.&C AWO\<^<A M=>P#A97I^>Z44 M44 %%% 1110 4444 %%% 11110!>9/ IUM P HM?I. 99M. I35IU?SZUO 05 P=?H?I?I
V6:30 25IU?SZUIUD. (O7J$ MAXR P'IV \>****IH^5'BBB@ HHHH **** BBB@ HHHH **** OTZ.X-M-12^4A2C3 LC.H2^G:2. 60TZ.X-12^4A2C3 LC.H2^G:2^>1=41V>?>
M2A D=TA1 0-1117YV?MX4444 %%% 1110 4444 <990>9X0?>F66D^< M+14UJUC19VEFA:1=6DM&9BNTABGWACL^< X=I/ H?P?A X65S C7NE% MA2A PIW^>?I.T
OCO.PLKG.&C AWO\<^<A97I^>Z44>?>?>O?2X M\>OV^< P#PLKG IH.X^I<^&lt
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M99HJ6X9XV@E M4s%+%)&RO\$X#-.R.#AB.A/44D0 %S;#58=+F%<%GFXIXT%=%!=PA1 M110 4444 %%% 11110 4444 %%% 14EI OIQ?=> G4=26G 'W' UT7=-) M1%0-6Y1117F@U11110 4444 %%%P%5; P%5; X%5; \ #17IG;1 CY PIS A M- [6]9VY@V2V3 P #1, 90E@=:7=OY F 9YIV/LNW9M&2.SN&W\ /K B+R P" L M>W F6A IU5I5 P=;? \ *WP2 VEG.30 S: SU:M7^M25Y1EN"O6S52K"IN^K M \$9^<39JFV7YHZ\ J7\ %CV M P#P\ L\ WJK7Z13"O.L YL C+ #/G P#6S\ G\ LY+> \ /N@ XBVO^ ML>Z> \ J6.P15' \$7E UCY VRN IZJ %>'BC^Q.O.L YL C+ \ /L- P"2W DL M /D3H\I(0+ ~~~~~O12^99 P#051 O7Q?218IO ~~~~~+P\ PIZJ %>'BC^Q.O.L YL C+ \ /L- >W DL /D3H\A B+R ZOI? ^99 ^15' \$7E P18IO\ S+/- ZJ M %>'BC^Q.O.L YL C+ ## %LS P#Y ?A DL/)S: # B+R ZOI?^99 ^15' M I%Y?18IO L P#WJK\7Z?/ISRS)L C+ \ /L- P#<?W DL\A Y\$:# B+ MR ZOI?A F6? +U421>7 6; S+ \ WJK7Z?/ISRS GW M^OVP ULS)? M^2P ^1N@ XBVO^K M YEG .5J' \$7E UCY \ L\ /K7Z?/ISRS GW M^OVP ULS \ Y ?^2P ^1N@ P" (O+ K QM YEG IU5I P#1*+ @NK P\ : M%UKX?A #+7 @ IC^#+<C7 U2?>S W +3IRKNTM (AKI%MSIUIV:IOQY> M-IW9^X52 I U:P B \ Y & G9&O \ 1.VDUOYAE.7T.%J^FEJF\ ISTFXCSK M^YI2HU:MXR=FN6? \ 7JZ\I%U+ ~~~~~BBB@ HHHH ~~~~~BBB@ HHH HCN P^CTE ZYM ^L.MRI_XD?) KFWJPZL\+>QWOH***Z#A"N>~*WC M /7OAI\ X=U?X^?^FJ?>M12M4C6QV\ :TSWDLDBOIH:5E1%I<L< (BLW\ H.M.^/G7IA P#1: ^>^2O+<+P^> \ s\> \ U?>P- K>GVUIHWAV229+=+BW:8O MR3N?WJ\@+ \ JIJ6W8&5C\)=OVO?VE B _0O"/I+&L>"WAOX:Z="GU:Q7I M-O?W&LZM&@>:~+>+&MO A8^6^=SD.153IB3 DI^IJ3 _+ +1A TW&M#6 V M.2B1\BIXU^+>Z1-G16M^MX^T:QM?ZG6^FBZIX\@U2V@O F):R^1XOY+>#F# M:ESR3@ \&K5Y\ (D7IB:I\6 P1S\X W^B?QXK8MI%4^?251X=825V9R^X M+? 41(1PHB+>SML8 C@\$DCPMRV QW (^1^7 K#1:20+31^6\G (M9N&M M^7O:Y73 +>7 N\N:Y8Y<1C(PD:1A\48ZUX+ P2>3CPI^S^W\X\CI\XO>?>~(G6 M %7M=1Z? %6I^"T74:IGBQ?> %CCVZ?^1B^ HR ~*~MX18IXEG@D5T=0R.A MR&I ZS^N^?UQ?249G@7S\I0157C/V\ X L^?>7 W-/L?14^O:O=E:ZJ M%\$S6M= MUL2?KCEP2V? - ICIH160^GP&E?>5.SX30=>~.2AB P17T73 M?I?>V\N^/KP6D5I^#)\+ \ M+6M^D^1VR.B0<#^1J @ C:6NH?>S?W?I5A?26R303 MSZW\ #~#6970ZM> J0>~?~#K2? <9\1 V5 AOH O@T3J^I^F5 \$R:50^X@L%E9EMKB\8MXOO.J^I9^?15H\$1IM OC5XI (^* MB;QUX4NK>^X4\OIT7PI<^V#2^ (Q2CEQ=7\IL:9.H:9'G M4V0DD# JRR-@+C-?>M: \$35FE%%(5%:2V?>7 712YU 4EI OIQI?>1 %>G2>O M4/C1N4445YAI^P4444 %%% 11110!^9/ IUM P HI? ^99M\ \ 35JU?SZU M 05 P=:2AHI? \ V630 35JU? SZUIUD\ (O7J\$AXR P^1V \ #S****H M^5^BBB@ HHHH ~~~~~BBB@ HHHH ~~~~~OTZ X-1?^44A2C3 L.C.H?>2^ \ M . 60TZ X-1?^44A2C3 L.C.H?>2^ \ 2^1=4I#V>?^ D=T\A1_0- 1117YV? MMX4444 %%% 11110 4444 %%% 1110!:= P#1+ U2: ^58=E W Q2Z \ M7-OY5AU8V:X6>:COC04445T^"8/Q-@G@WXP^!>=O M?WQ TZ>I?75S1+VYMM M1GM<^ZRZ+B6W^>S^9%RLXP>~16110&OX1V\ @FC^Q\A+>J^J22 GPNU M^QUIROXK&V\CC69^T111SDNV27^&CA@IP105OXD^S\2V4\BUXWU^O\I\ M^:E=W.L7^W&LV4? BO4H:& F 4IY:6.X6)CA1D:0&I@Y>V44%/ UK)X-NK^&T70K)GM(DAA=B2/R&0QA&C0^1C:ITXK M-^~W^OP ^-?@S1?A\1^EY<^/X>^C2+2P0WIAY 6.1^"JK&I@C\,6I> MO->AT4^NT>12+I+3IJEWJ Q^WBXC& ^YVIT6IRDM-XIU.IA.S.CK(XS^57+33W.NT)G F MIR2L4\ ^%&^BY R<I510>?>YYX< 80 90I?2% (M835:C3+>) M19H0I+>OUOYPSF\IY3:05.&S; B1AOF\@P\KB@>E1W33G&5DE4XSLNW-9I.GUJ\ ^ P\I M^X62NOC\A\UFQC -9XA^>TON50>:UD0Q^HOR3D^K&5VPT :~^!OOQ:E60\ V6:30 35JU?SZU_05 P=:~? 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WP2 V630 \$U:M7^M2=9I R+ MUZL (>O^1V \OHHHKVCY4*** BBB@ HHHH ~~~~~BBB@ HHHH ~* 3K M (-1?^4A2C3 +>(S^I_VTFOS%K1.O\ @U% Y2^<-^L.C.H?>2^ \ 2^1=4I#V>?^ D=T\A1_0- 1117YV?MMX4444 %%% 11110 4444 %%% 1110!:= P#1+ U2: ^58=E W Q2Z \ M7-OY5AU8V:X6>:COC04445T^"8/Q-@G@WXP^!>=O M?WQ TZ>I?75S1+VYMM M1GM<^ZRZ+B6W^>S^9%RLXP>~16110&OX1V\ @FC^Q\A+>J^J22 GPNU M^QUIROXK&V\CC69^T111SDNV27^&CA@IP105OXD^S\2V4\BUXWU^O\I\ M^:E=W.L7^W&LV4? BO4H:& F 4IY:6.X6)CA1D:0&I@Y>V44%/ UK)X-NK^&T70K)GM(DAA=B2/R&0QA&C0^1C:ITXK M-^~W^OP ^-?@S1?A\1^EY<^/X>^C2+2P0WIAY 6.1^"JK&I@C\,6I> MO->AT4^NT>12+I+3IJEWJ Q^WBXC& ^YVIT6IRDM-XIU.IA.S.CK(XS^57+33W.NT)G F MIR2L4\ ^%&^BY R<I510>?>YYX< 80 90I?2% (M835:C3+>) M19H0I+>OUOYPSF\IY3:05.&S; B1AOF\@P\KB@>E1W33G&5DE4XSLNW-9I.GUJ\ ^ P\I M^X62NOC\A\UFQC -9XA^>TON50>:UD0Q^HOR3D^K&5VPT :~^!OOQ:E60\ V6:30 35JU?SZU_05 P=:~? 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WP2 V630 \$U:M7^M2=9I R+ MUZL (>O^1V \OHHHKVCY4*** BBB@ HHHH ~~~~~BBB@ HHHH ~* 3K M (-1?^4A2C3 +>(S^I_VTFOS%K1.O\ @U% Y2^<-^L.C.H?>2^ \ 2^1=4I#V>?^ D=T\A1_0- 1117YV?MMX4444 %%% 11110

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MZI P3Y Z.LI. P#@() !0!B| IUM RCM| ! 99M. P#35JU?SZU^WG ! MR=^V=^RW^T3^PMX6\$! +XV:U^*|A>W%CI7K,26ZZJ<|<2^*C@>)&)/ MPKQOZ^ZRH# D7KU9^0!9?CM X8A117M^RRH4444 %%%% 11110 4444 %%%% M 11110 5^G7. :B P#*00QI P!D9U# -VDU^8M?H7 P UWOQI^#GLWI< M? BWOKI:OBH!AO2KKX4?ME:WVHN522X4!D,6,8,Y^QRZ^:~.2^1=4!#>V M^?D1=TA1 1K1?7? .#TC @GS.T=9X5 1^/ B/^T^/ I/G HZSPK XS22 M 1%? G9^WGOE%>1/2^?/? :#9X5 1^/ (BC AZI P \$^2! HZSPK XS22 M 1%? OE%5!DU73! =TNYUQ2+M!12!MTGM9X NR1NH96!LQO2!Q00 4444 M%%%&XDI>#& &4\$5MXOI^:JL<+EH8J2L8YUC8C!^AP<^<5D?^! ^?7 1 M^?O A/6W O%=310!RW HSX?J!s!= P#A/6W 11 P^<^?7 1^?O! MX3UM P#5\$U-% +!&A0!L!C4! ^%ANW/^<^:WS&A6Z?52JRLSR! (Y M!P#G^*W+O (I)?2^:RRK^KSLW1W^?8@HHHKKH.***H>^*O6=^*# HW A5M MUNJ1@L1^U^2?7\$EO>3Z)IY MB=FN8!4!FX8.8^!\$SLL2WB.IN.IUZWKF8^&M+FU\$Q^K!KUE!&>O:ABHHM? M2 "SL0!R3U-2 1^& PR^?7L:WA732BWX! :#(MM=KIKU+6L!K!Q& MYC.1:PZ!>V.V(CCWML^OMY(I(POM J^UV?B)I8@3^R9=1AXV1= R:QXA@ M^*W6GZ!JM:WD^O+Y.2=IBD: 4KTU17Q5^5%6XB1 W! =A/P#! | ?JX4^+IKPIK/Q4!P?V AZQ:8#SINGD>=3P. #~L4^!I M^R000!^ B^M/5.8\$:&#O8B%6COKJA!X Q3R3CQX! WBOOQ<1#<3 MW4+VQI/9C%)%815P& P!D&6H71!A:9KFB:VURNC:O:W9LKIK!%K<+Y M\$Z@%HGVDI7 8\$J<\$9^-6I^9/AW>?1^> P^H^?CCX769!O2/BA/K/Q?2%.(MX14M)C8W&P=FDBIN1SW^ I^?F?6K11110^22P1=4029)=G>.. M.DJ-PRLI8\$S@&@&@&FJ2T X^XO! KHOI23V^A1^?7 "C/E T1WPX X3UM I M11 PHSX?J!s!=^ \$!\$? \$5U-%>8>1!G3:VICT MS3YK2STVU IJL!%S&G%7D:7A54^D06A10! =W!Q/M X1W2M #O4KX6 M.+2:0! "H?D P^P^?PEP!GXBMI33M^A&L!\$100>804^&2^M>F %\$M M=#^?2VP/1 Q=17:E9=4?0=2+T+O+!>4&K\$5:1?T\$X!L@&N^*#E J.ML1K M^?10B?X^<+6D7!0!JOCF:PDUA:F96B8<OVPMEXB4^*J!060!>+3P^?P?V? MV=2V/DI/VE:9>+X#? USPYXIT Q^X810^Q^T 8+ZUE#*OBWQ^8K(9(RN1)! .GJ14K&O.M?T S.>?/7!5?J\$ PK^?7 "I?M!M^TO6812XME12:5!06T4\$X M4L1C(RVQI9QD5X |!\$7!~X | V@2VD? AMX50. ^^^MZG8WW@RT&E2 M6T-V:2SD M^~M:8JK+&(^~NUINP^P^?T78IY86.HQ^#4+*= P8)-&8=#@ MJO4M,A22C8^/VP/BOHOOD^#P/ & (2Z)!J> %/!OQ!M!U!UF%=<7<:C.FEJ:QDU98^6R@D#(VYG=G: T\$XP?^X7 M!P#X 1/X: L\$>1XKTWP:X3UM M^?T^UE^H4-G V\$>2!U4>~(Y34&6&D M?7J!R+T0W6H>5&3 B 7!O C.MLO:~A!>SK^N!C112CMKGGBPUZK2C14+3 M8Q!2(73~8M?2V>#>+X!AM)NIG^RC:SZ73\$)IV^BBB^D^*DM/^N+ *Z+M_HZDM/^N+ *Z+M_DIBH&C?2P!J @ MG T-OCO ,+Y QKW2B@#PO (=I /_&WOW X65S (T2!J @G T-OCO M P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J MTHH+X=X|/H:?? (65S C1 P.L.J @G P!#X | /RN2!J ^O=** /M P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI M\$ H:?? A97!A C1 PIW^?2 OV^~. !LKG &O=** /" ^> P3 Z&WOW M.%E<X?2!J @G -#X|!+Y QKW2B@#PO AWOI\$ ^AM! =A97/^~. M|W^?2 \$-OCO!+Y P:JTHH |+ .> P \$ P#H:?? A97/^~. #O2M) !#X! P#^?RN2!J:JTHH |+ P^"> P3 P^AM! = ^%E<P^~. #O2X) !#X! M|W^?2 A97/^~. #O2X) C1 PIW^?2 T-OCO PLKG &O=** /" ^> P3 Z&WOW P#O6<X?2!J @O2X) !OV^~. P#PLKG !KW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW M.%E<X?2!J @G -#X|!+Y MOKW2B@#PO AWOI\$ ^AM! =A97/^~. !W^?2 \$-OCO!+Y P:JTHH |+ .> P \$ P#H:?? A97/^~. #O2X) !#X! P#^?RN2!J:JTHH |+ P^"> P3 P^AM! = ^%E<P^~. #O2X) X) !#X! | ^?RN2!J:JTHH |+X=X|/H:?? M?2!J X65S C1 PIW^?2 T-OCO PLKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @O2X) !OV^~. P#PLKG !KW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&WOW X65S C1 PIW^?2 OV^~. !PLKG &O=** /! AWOI\$ |H:?? A97!A C1 PIW^?2 OV^M. !LKG &O=** /" ^> P3 Z&WOW P#E<X?2!J @G T-OCO ,+Y QKW2B@#PO I X3 M| = ^%E<X?2!J @G T-OCO ,+Y QKW2B@#PO (=I M| /_&WOW X65S (T2!J @G T-OCO P+Y QKW2B@#PO AWOI\$ ^AM! = P#A97/^~. #O2X) P#OV^~. "RN2!J:JTHH |+X=X|/H:?? (65S C1 M.P.J @G P!#X | /RN2!J ^O=** /! P#AWOI A|Z&

Current assets:			
Cash and cash equivalents		\$ 34,633	\$ 31,251
Total restricted cash		428,095	697,006
Accounts receivable, net of allowance of \$6,307 and \$6,907 at September 30, 2024 and December 31, 2023, respectively		97,988	101,862
Customer funds receivable		7,343	353
Prepaid expenses and other current assets		87,499	99,285
Total current assets		655,558	929,757
Property and equipment, net		95,053	98,689
Operating lease right-of-use assets		27,522	36,927
Software and content development costs, net		169,507	160,194
Goodwill		1,056,882	1,053,738
Intangible assets, net		536,008	581,937
Other assets		60,444	51,037
Total assets		2,600,974	2,912,279
Current liabilities:			
Trade accounts payable		43,983	25,184
Accrued expenses and other current liabilities		48,745	64,322
Due to customers		434,093	695,842
Debt, current portion		23,830	19,259
Deferred revenue, current portion		411,554	392,530
Total current liabilities		962,205	1,197,137
Debt, net of current portion		977,019	760,405
Deferred tax liability		68,196	93,292
Deferred revenue, net of current portion		1,705	2,397
Operating lease liabilities, net of current portion		35,218	40,085
Other liabilities		12,304	10,258
Total liabilities		2,056,647	2,103,574
Commitments and contingencies (see Note 9)			
Stockholders' equity:			
Preferred stock, shares authorized		20,000,000	20,000,000
Preferred stock, shares outstanding		0	0
Preferred stock; 20,000,000 shares authorized, none outstanding		\$ 0	\$ 0
Common stock, par value		\$ 0.001	\$ 0.001
Common stock, shares authorized		180,000,000	180,000,000
Common stock, shares issued		70,955,940	69,188,304
Common stock, shares outstanding		50,869,218	53,625,440
Common stock, \$0.001 par value; 180,000,000 shares authorized, 70,955,940 and 69,188,304 shares issued at September 30, 2024 and December 31, 2023, respectively; 50,869,218 and 53,625,440 shares outstanding at September 30, 2024 and December 31, 2023, respectively		\$ 71	\$ 69
Additional paid-in capital		\$ 1,227,198	\$ 1,203,012
Treasury stock, shares		20,086,722	15,562,864
Treasury stock, at cost; 20,086,722 and 15,562,864 shares at September 30, 2024 and December 31, 2023, respectively		\$ (922,516)	\$ (591,557)
Accumulated other comprehensive loss		(6,887)	(1,688)
Retained earnings		246,461	198,869
Total stockholders' equity		544,327	808,705
Total liabilities and stockholders' equity		\$ 2,600,974	\$ 2,912,279

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Condensed Consolidated Balance Sheets		
(Parenthetical) - USD (\$)		Sep. 30, 2024 Dec. 31, 2023
\$ in Thousands		
<u>Statement of Financial Position [Abstract]</u>		
Accounts receivable, allowance	\$ 6,307	\$ 6,907

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Condensed Consolidated Statements of Comprehensive Income - USD (\$)				
\$ in Thousands				
		3 Months Ended	9 Months Ended	
		Sep. 30, 2024	Sep. 30, 2023	Sep. 30, 2024 Sep. 30, 2023
Revenue				
Revenue	\$ 286,727	\$ 277,626	\$ 853,263	\$ 810,421
Cost of revenue				
Cost of revenue	127,517	121,766	378,423	366,353
Gross profit	159,210	155,860	474,840	444,068
Operating expenses				
Sales, marketing and customer success	49,454	52,462	147,400	160,038
Research and development	39,368	37,965	121,238	114,702
General and administrative	25,645	42,596	106,842	154,582
Amortization	918	793	2,724	2,355
Total operating expenses	115,385	133,816	378,204	431,677
Income from operations	43,825	22,044	96,636	12,391
Interest expense	(14,140)	(9,620)	(40,131)	(31,449)
Other income, net	2,997	5,662	9,654	10,447
Income (loss) before provision (benefit) for income taxes	32,682	18,086	66,159	(8,611)
Income tax provision (benefit)	12,140	9,069	18,567	(5,032)
Net income (loss)	\$ 20,542	\$ 9,017	\$ 47,592	\$ (3,579)
Earnings (loss) per share				
Basic earnings per share	\$ 0.41	\$ 0.17	\$ 0.93	\$ (0.07)
Diluted earnings per share	\$ 0.40	\$ 0.17	\$ 0.91	\$ (0.07)
Common shares and equivalents outstanding				
Basic weighted average shares	50,409,292	52,704,974	51,067,255	52,495,556
Diluted weighted average shares outstanding	51,632,569	54,089,897	52,107,147	52,495,556
Other comprehensive loss				
Foreign currency translation adjustment	\$ 6,463	\$ (4,794)	\$ 5,617	\$ 419
Unrealized (loss) gain on derivative instruments, net of tax	(13,525)	4,093	(10,816)	(1,216)
Total other comprehensive loss	(7,062)	(701)	(5,199)	(797)
Comprehensive income (loss)	13,480	8,316	42,393	(4,376)
Recurring [Member]				
Revenue				
Revenue	280,018	269,001	832,912	784,139
Cost of revenue				
Cost of revenue	122,646	114,132	361,644	342,558
One-time services and other [Member]				
Revenue				
Revenue	6,709	8,625	20,351	26,282
Cost of revenue				
Cost of revenue	\$ 4,871	\$ 7,634	\$ 16,779	\$ 23,795

Condensed Consolidated Statements of Cash Flows \$ in Thousands	9 Months Ended	
	Sep. 30, 2024	Sep. 30, 2023
	USD (\$)	USD (\$)
Cash flows from operating activities		
Net income (loss)	\$ 47,592	\$ (3,579)
Adjustments to reconcile net income (loss) to net cash provided by operating activities:		
Depreciation and amortization	91,618	81,627
Provision for doubtful accounts and sales returns	1,721	4,815
Stock-based compensation expense	76,430	95,668
Deferred taxes	(21,776)	(31,163)
Amortization of deferred financing costs and discount	1,786	1,388
Loss on disposition of business	1,561	0
Other non-cash adjustments	2,462	5,106
Changes in operating assets and liabilities, net of acquisition and disposal of businesses:		
Accounts receivable	918	(4,757)
Prepaid expenses and other assets	(873)	14,488
Trade accounts payable	18,322	(3,362)
Accrued expenses and other liabilities	(16,373)	9,073
Deferred revenue	18,998	33,679
Net cash provided by operating activities	222,386	202,983
Cash flows from investing activities		
Purchase of property and equipment	(7,235)	(4,243)
Capitalized software and content development costs	(42,882)	(44,664)
Purchase of net assets of acquired companies, net of cash and restricted cash acquired	0	(13)
Net cash used in disposition of business	(1,179)	0
Other investing activities	(5,029)	(250)
Net cash used in investing activities	(56,325)	(49,170)
Cash flows from financing activities		
Proceeds from issuance of debt	1,303,400	175,800
Payments on debt	(1,080,192)	(293,957)
Debt issuance costs	(6,458)	0
Employee taxes paid for withheld shares upon equity award settlement	(55,950)	(35,568)
Change in due to customers	(263,732)	(339,735)
Change in customer funds receivable	(6,777)	(3,286)
Purchase of treasury stock	(325,408)	0
Net cash used in financing activities	(435,117)	(496,746)
Effect of exchange rate on cash, cash equivalents and restricted cash	3,527	(311)
Net decrease in cash, cash equivalents and restricted cash	(265,529)	(343,244)
Cash, cash equivalents and restricted cash, beginning of period	728,257	733,931
Cash, cash equivalents and restricted cash, end of period	462,728	\$ 390,687
Cash, Cash Equivalents, Restricted Cash and Restricted Cash Equivalents (Abstract)		
Cash and cash equivalents	34,633	
Total restricted cash	428,095	
Total cash, cash equivalents and restricted cash in the statement of cash flows	\$ 462,728	

Condensed Consolidated Statements of Stockholders' Equity - USD (\$)	Total	Common stock [Member]	Treasury stock, common [Member]	Additional paid-in capital [Member]	Accumulated other comprehensive income (loss) [Member]	Retained earnings [Member]
\$ in Thousands						
Balance (in shares) at Dec. 31, 2022		67,814,044				
Balance at Dec. 31, 2022	\$ 744,032	\$ 68	\$ (537,287)	\$ 1,075,264	\$ 8,938	\$ 197,049
Treasury Stock, Common, Shares at Dec. 31, 2022			(14,745,230)			
Increase (Decrease) in Stockholders' Equity						
Roll Forward						
Net income (loss)	(14,701)					(14,701)
Vesting of restricted stock units (in shares)		954,147				
Vesting of restricted stock units	0			0		
Share-Based Payment Arrangement, Shares Withheld for Tax Withholding Obligation			(533,597)			
Employee taxes paid for withheld shares upon equity award settlement	(30,990)		\$ (30,990)			
Stock-based compensation	29,925			29,925		0
Restricted stock grants (in shares)		427,941				
Restricted stock grants	1	\$ 1				
Restricted stock cancellations (in shares)		(41,269)				
Other comprehensive income	(8,534)				(8,534)	
Balance (in shares) at Mar. 31, 2023		69,154,863				
Balance at Mar. 31, 2023	719,733	\$ 69	\$ (568,277)	1,105,189	404	182,348
Treasury Stock, Common, Shares at Mar. 31, 2023			(15,278,827)			
Balance (in shares) at Dec. 31, 2022		67,814,044				
Balance at Dec. 31, 2022	744,032	\$ 68	\$ (537,287)	1,075,264	8,938	197,049
Treasury Stock, Common, Shares at Dec. 31, 2022			(14,745,230)			
Increase (Decrease) in Stockholders' Equity						
Roll Forward						
Net income (loss)	(3,579)					
Balance (in shares) at Sep. 30, 2023		69,187,767				
Balance at Sep. 30, 2023	800,171	\$ 69	\$ (572,428)	1,170,919	8,141	193,470
Treasury Stock, Common, Shares at Sep. 30, 2023			(15,337,077)			
Balance (in shares) at Mar. 31, 2023		69,154,863				
Balance at Mar. 31, 2023	719,733	\$ 69	\$ (568,277)	1,105,189	404	182,348
Treasury Stock, Common, Shares at Mar. 31, 2023			(15,278,827)			
Increase (Decrease) in Stockholders' Equity						
Roll Forward						
Net income (loss)	2,105					2,105
Vesting of restricted stock units (in shares)		23,550				
Vesting of restricted stock units	0			0		
Share-Based Payment Arrangement, Shares Withheld for Tax Withholding Obligation			(32,540)			
Employee taxes paid for withheld shares upon equity award settlement	(2,270)		\$ (2,270)			
Stock-based compensation	33,364			33,364		0
Restricted stock grants (in shares)		6,031				
Restricted stock grants	0	\$ 0				
Restricted stock cancellations (in shares)		(20,200)				
Other comprehensive income	8,438				8,438	

Balance (in shares) at Jun. 30, 2023		69,164,244				
Balance at Jun. 30, 2023	761,370	\$ 69		1,138,553	8,842	184,453
Treasury Stock, Common, Shares at Jun. 30, 2023			\$ (570,547)			
Increase (Decrease) in Stockholders' Equity			(15,311,367)			
[Roll Forward]						
Net income (loss)	9,017					9,017
Retirements of common stock (in shares)		(143)				
Retirements of common stock	(13)			(13)		
Vesting of restricted stock units (in shares)		26,662				
Vesting of restricted stock units	0			0		
Share-Based Payment Arrangement, Shares Withheld for Tax Withholding Obligation			(25,710)			
Employee taxes paid for withheld shares upon equity award settlement	(1,881)		\$ (1,881)			
Stock-based compensation	32,379			32,379		0
Restricted stock grants (in shares)		27,913				
Restricted stock grants	0	\$ 0				
Restricted stock cancellations (in shares)		(30,909)				
Other comprehensive income	(701)				(701)	
Balance (in shares) at Sep. 30, 2023		69,187,767				
Balance at Sep. 30, 2023	800,171	\$ 69	\$ (572,428)	1,170,919	8,141	193,470
Treasury Stock, Common, Shares at Sep. 30, 2023			(15,337,077)			
Balance (in shares) at Dec. 31, 2023		69,188,304				
Balance at Dec. 31, 2023	\$ 808,705	\$ 69	\$ (591,557)	1,203,012	(1,688)	198,869
Treasury Stock, Common, Shares at Dec. 31, 2023	(15,562,864)		(15,562,864)			
Increase (Decrease) in Stockholders' Equity						
[Roll Forward]						
Net income (loss)	\$ 5,246					5,246
Treasury Stock, Shares, Acquired			(2,954,211)			
Purchase of treasury shares under stock repurchase program, cost method	(263,656)		\$ (211,412)	(52,244)		
Vesting of restricted stock units (in shares)		1,357,125				
Vesting of restricted stock units	0			0		
Share-Based Payment Arrangement, Shares Withheld for Tax Withholding Obligation			(720,189)			
Employee taxes paid for withheld shares upon equity award settlement	(52,723)		\$ (52,723)			
Stock-based compensation	33,570			33,570		0
Restricted stock grants (in shares)		335,237				
Restricted stock grants	2	\$ 2				
Restricted stock cancellations (in shares)		(19,159)				
Other comprehensive income	2,910				2,910	
Balance (in shares) at Mar. 31, 2024		70,861,507				
Balance at Mar. 31, 2024	534,054	\$ 71	\$ (855,692)	1,184,338	1,222	204,115
Treasury Stock, Common, Shares at Mar. 31, 2024			(19,237,264)			
Balance (in shares) at Dec. 31, 2023		69,188,304				
Balance at Dec. 31, 2023	\$ 808,705	\$ 69	\$ (591,557)	1,203,012	(1,688)	198,869
Treasury Stock, Common, Shares at Dec. 31, 2023	(15,562,864)		(15,562,864)			
Increase (Decrease) in Stockholders' Equity						
[Roll Forward]						
Net income (loss)	\$ 47,592					
Balance (in shares) at Sep. 30, 2024		70,955,940				
Balance at Sep. 30, 2024	\$ 544,327	\$ 71	\$ (922,516)	1,227,198	(6,887)	246,461
Treasury Stock, Common, Shares at Sep. 30, 2024	(20,086,722)		(20,086,722)			
Balance (in shares) at Mar. 31, 2024		70,861,507				
Balance at Mar. 31, 2024	\$ 534,054	\$ 71	\$ (855,692)	1,184,338	1,222	204,115
Treasury Stock, Common, Shares at Mar. 31, 2024			(19,237,264)			
Increase (Decrease) in Stockholders' Equity						
[Roll Forward]						
Net income (loss)	21,804					21,804
Vesting of restricted stock units (in shares)		10,719				
Vesting of restricted stock units	0			0		
Share-Based Payment Arrangement, Shares Withheld for Tax Withholding Obligation			(22,273)			
Employee taxes paid for withheld shares upon equity award settlement	(1,760)		\$ (1,760)			
Stock-based compensation	24,286			24,286		0
Restricted stock grants (in shares)		21,164				
Restricted stock grants	0	\$ 0				
Restricted stock cancellations (in shares)		(9,902)				
Other comprehensive income	(1,047)				(1,047)	
Balance (in shares) at Jun. 30, 2024		70,883,488				
Balance at Jun. 30, 2024	577,337	\$ 71	\$ (857,452)	1,208,624	175	225,919
Treasury Stock, Common, Shares at Jun. 30, 2024			(19,259,537)			
Increase (Decrease) in Stockholders' Equity						
[Roll Forward]						
Net income (loss)	20,542					20,542
Treasury Stock, Shares, Acquired			(807,774)			
Purchase of treasury shares under stock repurchase program, cost method	(63,597)		\$ (63,597)	0		
Vesting of restricted stock units (in shares)		20,659				
Vesting of restricted stock units	0			0		
Share-Based Payment Arrangement, Shares Withheld for Tax Withholding Obligation			(19,411)			
Employee taxes paid for withheld shares upon equity award settlement	(1,467)		\$ (1,467)			
Stock-based compensation	18,574			18,574		0
Restricted stock grants (in shares)		62,998				
Restricted stock grants	0	\$ 0				
Restricted stock cancellations (in shares)		(11,205)				
Other comprehensive income	(7,062)				(7,062)	
Balance (in shares) at Sep. 30, 2024		70,955,940				
Balance at Sep. 30, 2024	\$ 544,327	\$ 71	\$ (922,516)	\$ 1,227,198	\$ (6,887)	\$ 246,461
Treasury Stock, Common, Shares at Sep. 30, 2024	(20,086,722)		(20,086,722)			

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1. Organization

We are the leading software provider exclusively dedicated to powering social impact. Serving the nonprofit and education sectors, companies committed to social responsibility and individual change makers, our essential software is built to accelerate impact in fundraising, nonprofit financial management, digital giving, grantmaking, corporate social responsibility and education management. A remote-first company, we have operations in the United States, Australia, Canada, Costa Rica, India and the United Kingdom, supporting users in 100+ countries.

[XML 51 R8.htm IDEA: XBRL DOCUMENT](#)

9 Months Ended
Sep. 30, 2024

Basis of Presentation

Accounting Policies

[\[Abstract\]](#)

[Basis of Presentation](#)

2. Basis of Presentation

Unaudited condensed consolidated interim financial statements

The accompanying condensed consolidated interim financial statements have been prepared pursuant to the rules and regulations of the United States Securities and Exchange Commission ("SEC") for interim financial reporting. These condensed consolidated statements are unaudited and, in the opinion of management, include all adjustments (consisting of normal recurring adjustments and accruals) necessary to state fairly the condensed consolidated balance sheets, condensed consolidated statements of comprehensive income, consolidated statements of cash flows and consolidated statements of stockholders' equity, for the periods presented in accordance with accounting principles generally accepted in the United States ("U.S.") ("GAAP"). The condensed consolidated balance sheet at December 31, 2023 has been derived from the audited consolidated financial statements at that date. Operating results and cash flows for the three and/or nine months ended September 30, 2024 are not necessarily indicative of the results that may be expected for the fiscal year ending December 31, 2024, or any other future period. Certain information and footnote disclosures normally included in annual financial statements prepared in accordance with GAAP have been omitted in accordance with the rules and regulations for interim reporting of the SEC. These unaudited, condensed consolidated interim financial statements should be read in conjunction with the consolidated financial statements and notes thereto included in our Annual Report on Form 10-K for the year ended December 31, 2023, and other forms filed with the SEC from time to time.

Basis of consolidation

The unaudited, condensed consolidated financial statements include the accounts of Blackbaud, Inc. and its wholly owned subsidiaries. All intercompany balances and transactions have been eliminated in consolidation.

Reportable segment

We report our operating results and financial information in one operating and reportable segment. Our chief operating decision maker uses consolidated financial information to make operating decisions, assess financial performance and allocate resources. Our chief operating decision maker is our chief executive officer.

Use of estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, as well as the reported amounts of revenues and expenses during the reporting periods. On an ongoing basis, we reconsider and evaluate our estimates and assumptions, including those that impact revenue recognition, long-lived and intangible assets, income taxes, business combinations, stock-based compensation, capitalization of software and content development costs, our allowances for credit losses and sales returns, costs of obtaining contracts, valuation of derivative instruments, loss contingencies and insurance recoveries, among others. Changes in the facts or circumstances underlying these estimates could result in material changes and actual results could materially differ from these estimates.

Recently issued accounting pronouncements

There are no recently issued accounting pronouncements that we expect to have a material impact on our consolidated financial statements when adopted in the future.

Summary of significant accounting policies

There have been no material changes to our significant accounting policies described in our Annual Report on Form 10-K for the year ended December 31, 2023, filed with the SEC on February 21, 2024.

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9 Months Ended
Sep. 30, 2024

Business Combinations

Business Combinations

[\[Abstract\]](#)

[Business Combinations and Dispositions](#)

3. Business Combinations and Dispositions

2024 disposition

On March 2, 2024, we completed a transaction to divest our U.K.-based creative services business EVERFI Limited, formerly a wholly-owned subsidiary of EVERFI, Inc. which is a wholly-owned subsidiary of Blackbaud, Inc. EVERFI Limited's total revenue during 2023 was \$8.4 million. We incurred an insignificant amount of legal costs associated with the disposition of this business. As a result of the disposition, we recorded a \$1.6 million loss, which was recorded in general and administrative expense in the unaudited, condensed consolidated statement of comprehensive income for the nine months ended September 30, 2024.

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9 Months Ended
Sep. 30, 2024

Earnings Per Share

Earnings Per Share

[\[Abstract\]](#)

[Earnings Per Share](#)

4. Earnings (Loss) Per Share

We compute basic earnings (loss) per share by dividing net income (loss) available to common stockholders by the weighted average number of common shares outstanding during the period. Diluted earnings (loss) per share is computed by dividing net income (loss) by the weighted average number of common shares and dilutive potential common shares outstanding during the period. Diluted earnings (loss) per share reflects the assumed exercise, settlement and vesting of all dilutive securities using the "treasury stock method," except when the effect is anti-dilutive. Potentially dilutive securities consist of shares issuable upon vesting of restricted stock awards and units. Diluted loss per share for the nine months ended September 30, 2023 was the same as basic loss per share as there was a net loss in the period and inclusion of potentially dilutive securities was anti-dilutive.

The following table sets forth the computation of basic and diluted earnings (loss) per share:

(dollars in thousands, except per share amounts)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Numerator:				
Net income (loss)	\$ 20,542	\$ 9,017	\$ 47,592	\$ (3,579)
Denominator:				
Weighted average common shares	50,409,292	52,704,974	51,067,255	52,495,556
Add effect of dilutive securities:				
Restricted stock and units	1,223,277	1,384,923	1,039,892	—
Weighted average common shares assuming dilution	51,632,569	54,089,897	52,107,147	52,495,556
Earnings (loss) per share				
Basic	\$ 0.41	\$ 0.17	\$ 0.93	\$ (0.07)
Diluted	\$ 0.40	\$ 0.17	\$ 0.91	\$ (0.07)
Anti-dilutive shares excluded from calculations of diluted earnings (loss) per share	47,210	21,660	380,392	474,150

[XML 54 R11.htm IDEA: XBRL DOCUMENT](#)

9 Months Ended
Sep. 30, 2024

Fair Value Measurements

Fair Value Disclosures

[\[Abstract\]](#)

[Fair Value Measurements](#)

5. Fair Value Measurements

We use a three-tier fair value hierarchy to measure fair value. This hierarchy prioritizes the inputs into three broad levels as follows:

- Level 1 - Quoted prices for identical assets or liabilities in active markets;
- Level 2 - Quoted prices for similar assets and liabilities in active markets, quoted prices for identical or similar assets in markets that are not active, and model-derived valuations in which all significant inputs and significant value drivers are observable in active markets; and
- Level 3 - Valuations derived from valuation techniques in which one or more significant inputs are unobservable.

Recurring fair value measurements

Financial assets and liabilities that are measured at fair value on a recurring basis consisted of the following, as of the dates indicated below:

	Fair value measurement using						
	Quoted Prices in Active Markets for Identical Assets and Liabilities (Level 1)		Significant Other Observable Inputs (Level 2)		Significant Unobservable Inputs (Level 3)		Total
(dollars in thousands)							
Fair value as of September 30, 2024							
Financial assets:							
Interest rate swaps	\$	—	\$	1,672	\$	—	1,672
Foreign currency forward contracts		—		81		—	81
Total financial assets	\$	—	\$	1,753	\$	—	1,753
Fair value as of September 30, 2024							
Financial liabilities:							
Interest rate swaps	\$	—	\$	5,490	\$	—	5,490
Foreign currency forward contracts		—		504		—	504
Total financial liabilities	\$	—	\$	5,994	\$	—	5,994
Fair value as of December 31, 2023							
Financial assets:							
Interest rate swaps	\$	—	\$	16,198	\$	—	16,198
Total financial assets	\$	—	\$	16,198	\$	—	16,198
Fair value as of December 31, 2023							
Financial liabilities:							
Interest rate swaps	\$	—	\$	5,004	\$	—	5,004
Foreign currency forward contracts		—		536		—	536
Contingent consideration obligations		—		—		1,403	1,403
Total financial liabilities	\$	—	\$	5,540	\$	1,403	6,943

Our derivative instruments within the scope of Accounting Standards Codification ("ASC") 815, *Derivatives and Hedging*, are required to be recorded at fair value. Our derivative instruments that are recorded at fair value include interest rate swaps and foreign currency forward contracts. See Note 8 to these unaudited, condensed consolidated financial statements for additional information about our derivative instruments.

The fair value of our interest rate swaps and foreign currency forward contracts are based on model-driven valuations using Secured Overnight Financing Rate ("SOFR") rates and foreign currency forward rates, respectively, which are observable at commonly quoted intervals. Accordingly, our interest rate swaps and foreign currency forward contracts are classified within Level 2 of the fair value hierarchy.

Contingent consideration obligations arise from business acquisitions. The fair values are based on discounted cash flow analyses reflecting a probability-weighted assessment approach derived from the likelihood of possible achievement of specified performance measures or events and captures the contractual nature of the contingencies, commercial risk, and the time value of money. As the fair value measurements for our contingent consideration obligations contain significant unobservable inputs, they are classified within Level 3 of the fair value hierarchy.

We believe the carrying amounts of our cash and cash equivalents, restricted cash, accounts receivable, trade accounts payable, accrued expenses and other current liabilities and due to customers approximate their fair values at September 30, 2024 and December 31, 2023, due to the immediate or short-term maturity of these instruments.

We believe the carrying amount of our debt approximates its fair value at September 30, 2024 and December 31, 2023, as the debt bears interest rates that approximate market value. As SOFR rates are observable at commonly quoted intervals, our debt under the 2024 Credit Facilities (as defined below) is classified within Level 2 of the fair value hierarchy. The fair value of our fixed rate debt does not exceed the carrying amount.

We did not transfer any assets or liabilities among the levels within the fair value hierarchy during the nine months ended September 30, 2024.

Non-recurring fair value measurements

Assets and liabilities that are measured at fair value on a non-recurring basis include long-lived assets, intangible assets, goodwill and operating lease right-of-use ("ROU") assets. These assets are recognized at fair value during the period in which an acquisition is completed or at lease commencement, from updated estimates and assumptions during the measurement period, or when they are considered to be impaired. These non-recurring fair value measurements, primarily for long-lived assets, intangible assets acquired and operating lease ROU assets, are based on Level 3 unobservable inputs. In the event of an impairment, we determine the fair value of these assets other than goodwill using a discounted cash flow approach, which contains significant unobservable inputs and, therefore, is considered a Level 3 fair value measurement. The unobservable inputs in the analysis generally include future cash flow projections and a discount rate. For goodwill impairment testing, we estimate fair value using market-based methods including the use of market capitalization and consideration of a control premium.

In June 2024, we entered into a sublease for an additional portion of our Washington, DC office location, which we previously closed for our own use in February 2023 to align with our remote-first workforce strategy. We considered our entry into the sublease an impairment indicator. As a result, during the nine months ended September 30, 2024, we recorded noncash impairment charges of \$3.1 million against certain operating lease ROU assets and noncash impairment charges against certain property and equipment assets which were insignificant. We present these impairment charges in general and administrative expense on our unaudited, condensed consolidated statements of comprehensive income (loss) and as other non-cash adjustments within operating activities on our unaudited condensed consolidated statements of cash flows.

There were no other significant non-recurring fair value adjustments to our long-lived assets, intangible assets, goodwill or operating lease ROU assets during the nine months ended September 30, 2024.

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Consolidated
Financial Statement
Details
[Organization, Consolidation and Presentation of Financial Statements \[Abstract\]](#)
[Consolidated Financial Statement Details](#)

9 Months Ended
Sep. 30, 2024

6. Consolidated Financial Statement Details

Restricted cash

(dollars in thousands)	September 30, 2024	December 31, 2023
Restricted cash due to customers	\$ 426,750	\$ 695,489
Real estate escrow balances and other	1,345	1,517
Total restricted cash	\$ 428,095	\$ 697,006

Prepaid expenses and other assets

(dollars in thousands)	September 30, 2024	December 31, 2023
Costs of obtaining contracts ⁽¹⁾⁽²⁾	\$ 60,251	\$ 62,377
Prepaid software maintenance and subscriptions ⁽³⁾	34,500	35,169
Implementation costs for cloud computing arrangements, net ⁽⁴⁾⁽⁵⁾	10,479	9,259
Taxes, prepaid and receivable	7,376	3,418
Unbilled accounts receivable	6,427	5,615
Investment in equity securities ⁽⁶⁾	5,284	—
Prepaid insurance	5,026	3,940
Derivative instruments	1,753	16,198
Other assets	16,847	14,346
Total prepaid expenses and other assets	147,943	150,322
Less: Long-term portion	60,444	51,037
Prepaid expenses and other current assets	\$ 87,499	\$ 99,285

- (1) Amortization expense from costs of obtaining contracts was \$5.1 million and \$14.8 million for the three and nine months ended September 30, 2024, respectively, and \$7.9 million and \$24.3 million for the three and nine months ended September 30, 2023, respectively.
(2) The current portion of costs of obtaining contracts as of September 30, 2024 and December 31, 2023 was \$19.8 million and \$25.3 million, respectively.
(3) The current portion of prepaid software maintenance and subscriptions as of September 30, 2024 and December 31, 2023 was \$31.8 million and \$32.4 million, respectively.
(4) These costs primarily relate to the multi-year implementations of our new global enterprise resource planning, customer relationship management systems and other cloud-based systems.
(5) Amortization expense from capitalized cloud computing implementation costs was \$0.8 million and insignificant for the three months ended September 30, 2024 and 2023, respectively, and \$2.1 million and \$1.8 million for the nine months ended September 30, 2024 and 2023, respectively. Accumulated amortization for these costs was \$9.8 million and \$7.7 million as of September 30, 2024 and December 31, 2023, respectively.
(6) Represents a strategic investment that did not result in Blackbaud having significant influence over the investee.

Accrued expenses and other liabilities

	September 30, 2024		December 31, 2023	
(dollars in thousands)				
Taxes payable	\$	14,168	\$	21,282
Customer credit balances		9,746		10,238
Unrecognized tax benefit		6,221		2,954
Derivative instruments		5,994		5,540
Operating lease liabilities, current portion		4,707		6,701
Accrued commissions and salaries		3,086		4,413
Accrued health care costs		3,029		3,865
Accrued vacation costs		2,810		2,452
Accrued transaction-based costs related to payments services		2,290		4,323
Accrued legal costs ⁽¹⁾		2,156		3,659
Contingent consideration liability		—		1,403
Other liabilities		6,842		7,750
Total accrued expenses and other liabilities		61,049		74,580
Less: Long-term portion		12,304		10,258
Accrued expenses and other current liabilities	\$	48,745	\$	64,322

(1) All accrued legal costs are classified as current. See Note 9 to these unaudited, condensed consolidated financial statements for additional information about our loss contingency accruals and other legal expenses.

Other income, net

	Three months ended September 30,		Nine months ended September 30,	
(dollars in thousands)	2024	2023	2024	2023
Interest income	\$ 3,118	\$ 3,012	\$ 7,981	\$ 6,556
Currency revaluation (losses) gains	(1,315)	1,674	(1,412)	894
Other income, net	1,194	976	3,085	2,997
Other income, net	\$ 2,997	\$ 5,662	\$ 9,654	\$ 10,447

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Debt

9 Months Ended
Sep. 30, 2024

[Debt Disclosure](#)
[\[Abstract\]](#)
[Debt](#)

7. Debt

The following table summarizes our debt balances and the related weighted average effective interest rates, which includes the effect of interest rate swap agreements.

(dollars in thousands)	Debt balance at		Weighted average effective interest rate at	
	September 30, 2024	December 31, 2023	September 30, 2024	December 31, 2023
Credit facility:				
Revolving credit loans	\$ 151,000	\$ 114,100	7.00 %	7.52 %
Term loans	795,000	607,500	4.28 %	3.51 %
Real estate loans	55,553	56,745	5.23 %	5.22 %
Other debt	2,782	2,800	8.77 %	8.42 %
Total debt	1,004,335	781,145	4.75 %	4.24 %
Less: Unamortized discount and debt issuance costs	3,486	1,481		
Less: Debt, current portion	23,830	19,259	6.86 %	7.02 %
Debt, net of current portion	\$ 977,019	\$ 760,405	4.70 %	4.17 %

2024 refinancing

On April 30, 2024, we entered into the Third Amendment to Credit Agreement (the "Amendment"), by and among us, the lenders party thereto and Bank of America N.A., as administrative agent (the "Agent"). The Amendment amends the Amended and Restated Credit Agreement, dated as of October 30, 2020 (as previously amended, the "2020 Credit Agreement" and the 2020 Credit Agreement as amended by the Amendment, the "2024 Credit Agreement"), by and among us, the lenders from time-to-time party thereto and the Agent.

The Amendment amends the 2020 Credit Agreement to, among other things, (a) refinance the existing \$1.1 billion credit facilities under the 2020 Credit Agreement to provide for new credit facilities in the aggregate principal amount of \$1.5 billion consisting of (i) a \$700.0 million revolving credit facility (the "2024 Revolving Facility") and (ii) a \$800.0 million term loan facility (the "2024 Term Facility" and together with the 2024 Revolving Facility, the "2024 Credit Facilities"), (b) extend the maturity date to April 30, 2029, (c) modify the definition of Applicable Margin (as defined below) and (iv) modify certain negative and financial covenants to provide additional operational flexibility. Upon closing, we borrowed \$800.0 million pursuant to the 2024 Term Facility and \$208.2 million pursuant to the 2024 Revolving Facility and used the proceeds to repay the outstanding principal balances of the term loans under the 2020 Credit Agreement (the "2020 Term Facilities"), and repay \$196.6 million of outstanding revolving credit loans under the 2020 Credit Agreement (the "2020 Revolving Facility").

Certain lenders of the 2024 Term Facility participated in the 2020 Term Facilities and the change in present value of our future cash flows to these lenders under the 2020 Term Facilities and under the 2024 Term Facility was less than 10%. Accordingly, we accounted for the refinancing event for these lenders as a debt modification. Certain lenders of the 2020 Term Facilities did not participate in the 2024 Term Facility. Accordingly, we accounted for the refinancing event for these lenders as a debt extinguishment. Certain lenders of the 2020 Revolving Facility participated in the 2024 Revolving Facility and provided increased borrowing capacities. Accordingly, we accounted for the refinancing event for these lenders as a debt modification. Certain lenders of the 2020 Revolving Facility did not participate in the 2024 Revolving Facility. Accordingly, we accounted for the refinancing event for these lenders as a debt extinguishment.

We recorded an insignificant loss on debt extinguishment related to the write-off of debt discount and deferred financing costs for the portions of the 2020 Credit Agreement considered to be extinguished. This loss was recognized in the consolidated statements of comprehensive income within other income, net.

In connection with our entry into the 2024 Credit Agreement, we paid \$6.5 million in financing costs, of which \$1.6 million were capitalized in other assets and, together with a portion of the unamortized deferred financing costs from the 2020 Credit Agreement and prior agreements, are being amortized into interest expense over the term of the new facility. As of September 30, 2024, deferred financing costs totaling \$1.8 million were included in other assets on our consolidated balance sheets. We recorded aggregate financing costs of \$3.6 million as a direct deduction from the carrying amount of our debt liability, which related to debt discount (fees paid to lenders) and debt issuance costs for the 2024 Term Facility.

Summary of the 2024 Credit Facilities

The 2024 Revolving Facility includes (i) a \$50.0 million letter of credit subfacility, (ii) a \$50.0 million swingline subfacility and (iii) a \$150.0 million sublimit available for multicurrency borrowings.

Under the 2024 Credit Facilities, dollar tranche revolving loans and term loans bear interest at a rate per annum equal to, at the option of the Company: (a) a base rate equal to the highest of (i) the Federal Funds Rate plus 0.50%, (ii) the prime rate announced by Bank of America, N.A., and (iii) Term SOFR plus 1.00% (the "Base Rate"), plus an applicable margin as specified in the 2024 Credit Agreement (the "Applicable Margin"); (b) Term SOFR plus the Applicable Margin; or (c) the Daily SOFR Rate plus the Applicable Margin. The Applicable Margin shall be adjusted quarterly, varies based on our net leverage ratio and varies based on whether the loan is a Base Rate Loan (0.375% to 1.500%), or a Term SOFR Loan/Daily SOFR Loan (1.375% to 2.500%). The 2024 Credit Agreement also provides for a commitment fee of between 0.250% and 0.500% of the unused commitment under the 2024 Revolving Facility depending on our net leverage ratio.

Under the 2024 Credit Facilities, designated currency tranche revolving loans bear interest at a rate per annum equal to, at the option of the Company: (a) the Designated Currency Daily Rate (as defined in the 2024 Credit Agreement) plus the Applicable Margin; or (b) the Designated Currency Term Rate (as defined in the 2024 Credit Agreement) plus the Applicable Margin. The Applicable Margin shall be adjusted quarterly and varies based on our net leverage ratio for both Designated Currency Daily Rate Loans and Designated Currency Term Rate Loans (1.375% to 2.500%).

We may prepay the 2024 Credit Agreement in whole or in part at any time without premium or penalty, other than customary breakage costs with respect to certain types of loans.

Under the terms of the 2024 Credit Agreement, we are entitled on one or more occasion, subject to the satisfaction of certain conditions, to request an increase in the commitments under the 2024 Revolving Facility and/or request additional incremental term loans in the aggregate principal amount of up to the sum of (i) the greater of (A) \$360.0 million and (B) 100% of EBITDA (as defined in the 2024 Credit Agreement), plus (ii) at our option, up to an amount such that the net leverage ratio shall be no greater than 3.50 to 1.00.

The 2024 Credit Agreement contains various representations, warranties and affirmative, negative and financial covenants customary for financings of this type. Financial covenants include a net leverage ratio and an interest coverage ratio. At September 30, 2024, we were in compliance with our debt covenants under the 2024 Credit Facilities.

Real estate loans

In August 2020, we completed the purchase of our global headquarters facility. As part of the purchase price, we assumed the seller's obligations under two senior secured notes with a then-aggregate outstanding principal amount of \$61.1 million (collectively, the "Real Estate Loans"). The Real Estate Loans require periodic principal payments and the balance of the Real Estate Loans are due upon maturity in April 2038. At September 30, 2024, we were in compliance with our debt covenants under the Real Estate Loans.

Other debt

From time to time, we enter into third-party financing agreements for purchases of software and related services for our internal use. Generally, the agreements are non-interest-bearing notes requiring annual payments. Interest associated with the notes is imputed at the rate we would incur for amounts borrowed under our then-existing credit facility at the inception of the notes.

The following table summarizes our currently effective supplier financing agreements as of September 30, 2024:

(dollars in thousands)	Term in Months	Number of Annual Payments	First Annual Payment Due	Original Loan Value
Effective dates of agreements ⁽¹⁾ :				
December 2022	39	3	January 2023 \$	1,710
January 2023	36	3	April 2023 \$	2,491
April 2024	36	3	May 2024 \$	2,073

(1) Represent noncash investing and financing transactions during the periods indicated as we purchased software and services by assuming directly related liabilities.

The changes in supplier financing obligations during the nine months ended September 30, 2024, consisted of the following:

(dollars in thousands)	Total
Balance at December 31, 2023	\$ 2,800
Additions	2,073
Settlements	(2,091)
Balance at September 30, 2024	\$ 2,782

As of September 30, 2024, the required annual maturities related to the 2024 Credit Facilities, the Real Estate Loans and our other debt were as follows:

Years ending December 31, (dollars in thousands)		Annual maturities
2024 - remaining	\$	5,417
2025		23,875
2026		22,660
2027		22,166
2028		22,375
Thereafter		907,842
Total required maturities	\$	1,004,335

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[Derivative
Instruments](#)

[Derivative
Instruments and
Hedging Activities
Disclosure \[Abstract\]
Derivatives Instruments](#)

9 Months Ended
Sep. 30, 2024

8. Derivative Instruments

We generally use derivative instruments to manage our interest rate and foreign currency exchange risk. We currently have derivatives classified as cash flow hedges and net investment hedges. We do not enter into any derivatives for trading or speculative purposes.

All of our derivative instruments are governed by International Swap Dealers Association, Inc. master agreements with our counterparties. As of September 30, 2024 and December 31, 2023, we have presented the fair value of our derivative instruments at the gross amounts in the condensed consolidated balance sheets as the gross fair values of our derivative instruments equaled their net fair values.

Cash flow hedges

We have entered into interest rate swap agreements, which effectively convert portions of our variable rate debt under the 2024 Credit Facilities to a fixed rate for the term of the swap agreements. We designated each of the interest rate swaps as cash flow hedges at the inception of the contracts. Our entry into the 2024 Credit Agreement in April 2024 did not affect our interest rate swap agreements, including their designation as cash flow hedges, as the 2024 Credit Agreement has substantially the same critical terms as the 2020 Credit Agreement.

In September 2024, we entered into two additional forward-starting interest rate swap agreements each with a notional value of \$100.0 million with effective dates beginning in March 2025 through September 2026 and March 2027 (the "September 2024 Swap Agreements"). We designated the September 2024 Swap Agreements as cash flow hedges at the inception of the contracts.

As of September 30, 2024 and December 31, 2023, the aggregate notional values of the interest rate swaps were \$1.1 billion and \$935.0 million, respectively. All of the contracts have maturities on or before October 2028. The aggregate notional value as of September 30, 2024 includes the two additional forward-starting interest rate swap agreements discussed above.

We have entered into foreign currency forward contracts to hedge revenues denominated in the Canadian Dollar ("CAD") against changes in the exchange rate with the United States Dollar ("USD"). We designated each of these foreign currency forward contracts as cash flow hedges at the inception of the contracts. As of September 30, 2024 and December 31, 2023, the aggregate notional values of the foreign currency forward contracts designated as cash flow hedges that we held to buy USD in exchange for Canadian Dollars were \$32.5 million CAD and \$29.9 million CAD, respectively. All of the contracts have maturities of 12 months or less.

Net investment hedges

We have entered into foreign currency forward contracts to hedge a portion of the foreign currency exposure that arises on translation of our investments denominated in British Pounds ("GBP") into USD. We designated each of these foreign currency forward contracts as net investment hedges at the inception of the contracts. As of September 30, 2024 and December 31, 2023, the aggregate notional values of the foreign currency forward contracts designated as net investment hedges to reduce the volatility of the U.S. dollar value of a portion of our GBP-denominated investments was £10.5 million and £13.2 million, respectively.

The fair values of our derivative instruments were as follows as of:

(dollars in thousands)	Balance sheet location	Asset derivatives		Balance sheet location	Liability derivatives	
		September 30, 2024	December 31, 2023		September 30, 2024	December 31, 2023
Derivative instruments designated as hedging instruments:						
Interest rate swaps, current portion	Prepaid expenses and other current assets	\$ 1,672	\$ 16,198	Accrued expenses and other current liabilities	\$ —	\$ —
Foreign currency forward contracts, current portion	Prepaid expenses and other current assets	81	—	Accrued expenses and other current liabilities	504	536
Interest rate swaps, long-term	Other assets	—	—	Other liabilities	5,490	5,004
Total derivative instruments designated as hedging instruments		\$ 1,753	\$ 16,198		\$ 5,994	\$ 5,540

The effects of derivative instruments in cash flow and net investment hedging relationships were as follows:

(dollars in thousands)	(Loss) gain recognized in accumulated other comprehensive loss as of		Location of (loss) gain reclassified from accumulated other comprehensive loss into income (loss)	Gain reclassified from accumulated other comprehensive loss into income (loss)	
	September 30, 2024			Three months ended September 30, 2024	Nine months ended September 30, 2024
Cash Flow Hedges					
Interest rate swaps	\$	(3,818)	Interest expense \$	5,653	\$ 16,582
Foreign currency forward contracts	\$	21	Revenue \$	87	\$ 250
Net Investment Hedges					
Foreign currency forward contracts	\$	(444)	\$	—	\$ —
		September 30, 2023		Three months ended September 30, 2023	Nine months ended September 30, 2023
Cash Flow Hedges					
Interest rate swaps	\$	30,359	Interest expense \$	5,374	\$ 14,956
Foreign currency forward contracts	\$	182	Revenue \$	82	\$ 316
Net Investment Hedges					
Foreign currency forward contracts	\$	251	\$	—	\$ —

Our policy requires that derivatives used for hedging purposes be designated and effective as a hedge of the identified risk exposure at the inception of the contract. Accumulated other comprehensive income (loss) includes unrealized gains or losses from the change in fair value measurement of our derivative instruments each reporting period and the related income tax expense or benefit. Excluding net investment hedges, changes in the fair value measurements of the derivative instruments and the related income tax expense or benefit are reflected as adjustments to accumulated other comprehensive income (loss) until the actual hedged expense is incurred or until the hedge is terminated at which point the unrealized gain (loss) and related tax effects are reclassified from accumulated other comprehensive income (loss) to current earnings. For net investment hedges, changes in the fair value measurements of the derivative instruments and the related income tax expense or benefit are reflected as adjustments to translation adjustment, a component of accumulated other comprehensive income (loss), and recognized in earnings only when the hedged GBP investment is liquidated. The estimated accumulated other comprehensive income as of September 30, 2024 that is expected to be reclassified into earnings within the next twelve months is \$2.7 million. There were no ineffective portions of our interest rate swap or foreign currency forward derivatives during the nine months ended September 30, 2024 and 2023. See Note 11 to these unaudited, condensed consolidated financial statements for a summary of the changes in accumulated other comprehensive income (loss) by component. We classify cash flows related to derivative instruments as operating activities in the condensed consolidated statements of cash flows.

[XML 58 R15.htm IDEA: XBRL DOCUMENT](#)

[Commitments and
Contingencies](#)

[Commitments and
Contingencies
Disclosure \[Abstract\]
Commitments and
Contingencies](#)

9 Months Ended
Sep. 30, 2024

9. Commitments and Contingencies

Leases

We have operating leases for corporate offices, subleased offices and certain equipment and furniture. As of September 30, 2024, we did not have any operating leases that had not yet commenced.

The following table summarizes the components of our lease expense:

(dollars in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Operating lease cost ⁽¹⁾	\$ 1,417	\$ 2,216	\$ 5,028	\$ 6,905
Variable lease cost	271	357	883	1,184
Sublease income	(914)	(833)	(2,518)	(2,498)
Net lease cost	\$ 774	\$ 1,740	\$ 3,393	\$ 5,591

(1) Includes short-term lease costs, which were immaterial.

Maturities of our operating lease liabilities as of September 30, 2024 were as follows:

Years ending December 31, (dollars in thousands)	Operating leases
2024 - remaining	\$ 1,657
2025	6,277
2026	6,109
2027	6,207
2028	6,101
Thereafter	20,689
Total lease payments	47,040
Less: Amount representing interest	7,115
Present value of future payments	\$ 39,925

Other commitments

The term loans under the 2024 Credit Facilities require periodic principal payments. The balance of the term loans and any amounts drawn on the revolving credit loans are due upon maturity of the 2024 Credit Facilities in April 2029. The Real Estate Loans also require periodic principal payments and the balance of the Real Estate Loans are due upon maturity in April 2038.

We have contractual obligations for third-party technology used in our solutions and for other services we purchase as part of our normal operations. In certain cases, these arrangements require a minimum annual purchase commitment by us. As of September 30, 2024, the remaining aggregate minimum purchase commitment under these arrangements was approximately \$206.8 million through 2029.

Solution and service indemnifications

In the ordinary course of business, we provide certain indemnifications of varying scope to customers against claims of intellectual property infringement made by third parties arising from the use of our solutions or services. We have not identified any losses that might be covered by these indemnifications.

Legal proceedings

We are subject to legal proceedings and claims that arise in the ordinary course of business, as well as certain other non-ordinary course proceedings, claims and investigations, as described below. We make a provision for a loss contingency when it is both probable that a material liability has been incurred and the amount of the loss can be reasonably estimated. If only a range of estimated losses can be determined, we accrue an amount within the range that, in our judgment, reflects the most likely outcome; if none of the estimates within that range is a better estimate than any other amount, we accrue the low end of the range. For proceedings in which an unfavorable outcome is reasonably possible but not probable and an estimate of the loss or range of losses arising from the proceeding can be made, we disclose such an estimate, if material. If such a loss or range of losses is not reasonably estimable, we disclose that fact. We review any such loss contingency provisions at least quarterly and adjust them to reflect the impacts of negotiations, settlements, rulings, advice of legal counsel and other information and events pertaining to a particular case. We recognize insurance recoveries, if any, when they are probable of receipt. All associated costs due to third-party service providers and consultants, including legal fees, are expensed as incurred.

Legal proceedings are inherently unpredictable. However, we believe that we have valid defenses with respect to the legal matters pending or threatened against us and intend to defend ourselves vigorously against all claims asserted. It is possible that our consolidated financial position, results of operations or cash flows could be materially negatively affected in any particular period by an unfavorable resolution of one or more of such legal proceedings.

Security incident

As previously disclosed, we are subject to risks and uncertainties as a result of a ransomware attack against us in May 2020 in which a cybercriminal removed a copy of a subset of data from our self-hosted environment (the "Security Incident"). Based on the nature of the Security Incident, our research and third party (including law enforcement) investigation, we do not believe that any data went beyond the cybercriminal, has been misused, or has been disseminated or otherwise made available publicly.

As a result of the Security Incident, we are currently subject to certain legal proceedings, claims and investigations, as discussed below, and could be the subject of additional legal proceedings, claims, inquiries and investigations in the future that might result in adverse judgments, settlements, fines, penalties or other resolution. To limit our exposure to losses related to claims against us, including data breaches such as the Security Incident, we maintain \$50 million of insurance above a \$250 thousand deductible payable by us. As noted below, this coverage reduced our financial exposure related to the Security Incident in prior years.

We recorded expenses and offsetting insurance recoveries related to the Security Incident as follows:

(dollars in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Gross expense	\$ 637	\$ 4,086	\$ 12,782	\$ 48,646
Offsetting insurance recoveries	—	—	—	—
Net expense	\$ 637	\$ 4,086	\$ 12,782	\$ 48,646

The following summarizes our cumulative expenses, insurance recoveries recognized and insurance recoveries paid as of:

(dollars in thousands)	September 30, 2024	December 31, 2023
Cumulative gross expense	\$ 174,213	\$ 161,431
Cumulative offsetting insurance recoveries recognized	(50,000)	(50,000)
Cumulative net expense	\$ 124,213	\$ 111,431
Cumulative offsetting insurance recoveries paid	\$ (50,000)	(50,000)

Recorded expenses have consisted primarily of payments to third-party service providers and consultants, including legal fees, settlement of the previously disclosed SEC investigation, multi-state Attorneys General investigation, and Attorney General of the State of California investigation (discussed below), settlements of customer claims and accruals for certain loss contingencies. Not included in the expenses discussed above were costs associated with enhancements to our cybersecurity program. We present expenses and insurance recoveries related to the Security Incident in general and administrative expense on our unaudited, condensed consolidated statements of comprehensive income (loss) and as operating activities on our unaudited, condensed consolidated statements of cash flows. Total costs related to the Security Incident exceeded the limit of our insurance coverage during the first quarter of 2022. We expect to continue to experience significant expenses related to our response to the Security Incident, resolution of legal proceedings, claims and investigations, including those discussed below, and our efforts to further enhance our cybersecurity measures. For the three months ended September 30, 2024, we incurred net pre-tax expenses which were insignificant. For the nine months ended September 30, 2024, we incurred net pre-tax expenses of \$12.8 million related to the Security Incident, which included \$6.0 million for ongoing legal fees and a settlement of loss contingencies of \$6.8 million. During the nine months ended September 30, 2024, we had net cash outlays of \$15.1 million related to the Security Incident for ongoing legal fees and the \$6.8 million paid during the third quarter of 2024 related to our settlement with the Attorney General of the State of California. In line with our policy, legal fees are expensed as incurred. For full year 2024, we currently expect pre-tax expenses of approximately \$5.0 million to \$10.0 million and cash outlays of approximately \$8.0 million to \$13.0 million for ongoing legal fees related to the Security Incident. Not included in these ranges are our previous settlements or current accruals for loss contingencies related to the matters discussed below.

As of September 30, 2024, we have recorded approximately \$0.7 million in aggregate liabilities for loss contingencies based primarily on recent negotiations with certain customers related to the Security Incident that we believed we could reasonably estimate in accordance with our loss contingency procedures described above. Our liabilities for loss contingencies are recorded in accrued expenses and other current liabilities on our unaudited, condensed consolidated balance sheets. It is reasonably possible that our estimated actual losses may change in the near term for those matters and be materially in excess of the amounts accrued, but we are unable at this time to reasonably estimate the possible additional loss.

There are other Security Incident-related matters, including customer claims, customer constituent class actions and governmental investigations, for which we have not recorded a liability for a loss contingency as of September 30, 2024 because we are unable at this time to reasonably estimate the possible loss or range of loss. Each of these matters could, separately or in the aggregate, result in an adverse judgment, settlement, fine, penalty or other resolution, the amount, scope and timing of which we are currently unable to predict, but could have a material adverse impact on our results of operations, cash flows or financial condition.

Customer claims. To date, we have received approximately 260 specific requests from customers for reimbursement of expenses incurred by them related to the Security Incident, all of which have been fully resolved and closed or are inactive and are considered by us to have been abandoned by the customers. We have also received approximately 400 reservations of the right to seek expense recovery in the future from customers or their attorneys in the U.S., U.K. and Canada related to the Security Incident, none of which resulted in claims submitted to us and are considered by us to have been abandoned by the customers. We have also received notices of proposed claims on behalf of a number of U.K. data subjects, which we are reviewing. In addition, insurance companies representing various customers' interests through subrogation claims have contacted us, and certain insurance companies have filed subrogation claims in court, of which two cases remain active and unresolved.

Customer constituent class actions. Presently, we are a defendant in putative consumer class action cases in U.S. federal courts (which have been consolidated under multi district litigation to a single federal court) and in Canadian courts alleging harm from the Security Incident. The plaintiffs in these cases, who purport to represent various classes of individual constituents of our customers, generally claim to have been harmed by alleged actions and/or omissions by us in connection with the Security Incident and assert a variety of common law and statutory claims seeking monetary damages, injunctive relief, costs and attorneys' fees and other related relief.

Lawsuits that are putative class actions require a plaintiff to satisfy a number of procedural requirements before proceeding to trial. These requirements include, among others, demonstration to a court that the law proscribes in some manner our activities, the making of factual allegations sufficient to suggest that our activities exceeded the limits of the law and a determination by the court—known as class certification—that the law permits a group of individuals to pursue the case together as a class. If these procedural requirements are not met, the lawsuit cannot proceed as a class action and the plaintiff may lose the financial incentive to proceed with the case. We are currently engaged in court proceedings to

determine whether this will proceed as a class action, as described below. Frequently, a court's determination as to these procedural requirements is subject to appeal to a higher court. As a result of these uncertainties, we may be unable to determine the probability of loss until, or after, a court has finally determined that a plaintiff has satisfied the applicable class action procedural requirements.

Furthermore, for putative class actions, it is often not possible to reasonably estimate the possible loss or a range of loss amounts, even where we have determined that a loss is reasonably possible. Generally, class actions involve a large number of people and raise complex legal and factual issues that result in uncertainty as to their outcome and, ultimately, making it difficult for us to estimate the amount of damages that a plaintiff might successfully prove. This analysis is further complicated by the fact that the plaintiffs lack contractual privity with us.

On May 14, 2024, the United States District Court for the District of South Carolina (the "Court") issued a memorandum opinion and order (1) denying the multi district litigation plaintiffs' motion for class certification because of the plaintiffs' failure to meet their burden of proof as to ascertainability, (2) granting our motion to exclude the multi district litigation plaintiffs' expert on the issue of ascertainability, and (3) denying the multi district litigation plaintiffs' motion to exclude our expert on the issue of ascertainability. Further, the Court denied as moot all other pending motions. On May 28, 2024, the plaintiffs filed a petition for permission to appeal under Rule 23(f) of the Federal Rules of Civil Procedure with the Fourth Circuit Court of Appeals (the "Fourth Circuit"), and we subsequently filed an opposition to such petition. On July 30, 2024, the Fourth Circuit denied the plaintiffs' petition. This litigation remains ongoing.

Governmental investigations. As previously disclosed, we are subject to an ongoing investigation by the U.S. Department of Health and Human Services. We also responded to inquiries from the Office of the Australian Information Commissioner in September 2020 and the Office of the Privacy Commissioner of Canada in October 2020.

On June 13, 2024, we agreed to a Final Judgment and Permanent Injunction with the Attorney General of the State of California (the "Final Judgment") relating to the Security Incident. This settlement fully resolved the last remaining U.S. state attorney general investigation into the Security Incident. Under the terms of the settlement, we agreed to comply with applicable laws; not to make misleading statements related to our data protection, privacy, security, confidentiality, integrity, breach notification requirements, and similar matters; and to implement and improve certain cybersecurity programs and tools. The terms of the settlement with California are generally consistent with those to which we agreed in settling with the other 49 state Attorneys General and the District of Columbia on October 5, 2023, as discussed below. As part of the settlement, we also agreed to pay a total of \$6.8 million to the State of California. This amount was fully accrued as a contingent liability in the Company's financial statements as of March 31, 2024 and June 30, 2024, and subsequently paid in the third quarter of 2024. Nothing contained in the Final Judgment is intended to be, and shall not in any event be construed or deemed to be, an admission or concession or evidence of any liability or wrongdoing whatsoever on the part of Blackbaud or any fact or violation of law, rule, or regulation. For more information, see the Final Judgment and Permanent Injunction of the State of California, County of San Diego that was furnished as Exhibit 99.1 to our Current Report on Form 8-K filed with the SEC on June 14, 2024.

On May 20, 2024, the U.S. Federal Trade Commission (the "FTC") finalized an Order (the "FTC Order") evidencing its settlement with us in connection with the Security Incident. As part of the FTC Order, we were not fined and were not otherwise required to make any payment. Furthermore, we agreed to the FTC Order without admitting or denying any of the FTC's allegations, except as expressly stated otherwise in the FTC Order. The settlement described in the FTC Order fully resolved the FTC investigation. For more information, see the form of proposed order that was furnished as Exhibit 99.2 to our Current Report on Form 8-K filed with the SEC on February 2, 2024 and is identical in substance to the final FTC Order, and in Note 11 to our audited consolidated financial statements contained in our Annual Report on Form 10-K filed with the SEC on February 21, 2024.

On October 5, 2023, we entered into separate, substantially similar Administrative Orders with each of 49 state Attorneys General and the District of Columbia relating to the Security Incident which fully resolved the previously disclosed multi-state Civil Investigative Demand and the separate Civil Investigative Demand from the Office of the Indiana Attorney General relating to the Security Incident.

On March 9, 2023, we reached a settlement with the SEC in connection with the Security Incident that fully resolved the previously disclosed SEC investigation of the Security Incident.

On September 28, 2021, the Information Commissioner’s Office in the United Kingdom under the U.K. Data Protection Act 2018 notified us that it has closed its investigation of the Security Incident. On September 24, 2021, we received notice from the Spanish Data Protection Authority that it has concluded its investigation of the Security Incident.

On January 15, 2021, we were notified by the Data Protection Commission of Ireland that it has concluded its investigation of the Security Incident.

For more information about these completed government investigations and related actions, see Note 11 to our audited consolidated financial statements contained in our Annual Report on Form 10-K filed with the SEC on February 21, 2024.

We continue to cooperate with all ongoing investigations, which include various requests for documents, policies, narratives and communications, as well as requests to interview or depose various Company-related personnel. As noted above, each of these separate governmental investigations could result in adverse judgments, settlements, fines, penalties or other resolution, the amount, scope and timing of which we are currently unable to predict, but could have a material adverse impact on our results of operations, cash flows or financial condition.

[XML 59 R16.htm IDEA: XBRL DOCUMENT](#)

Income Taxes

[Income Tax Disclosure \[Abstract\]](#)
[Income Taxes](#)

9 Months Ended
Sep. 30, 2024

10. Income Taxes

Our income tax provision (benefit) and effective income tax rates, including the effects of period-specific events, were:

(dollars in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Income tax provision (benefit)	\$ 12,140	\$ 9,069	\$ 18,567	\$ (5,032)
Effective income tax rate	37.1 %	50.1 %	28.1 %	58.4 %

The changes in our effective income tax rates for the three and nine months ended September 30, 2024, when compared to the same periods in 2023 were primarily attributable the negative impact in 2023 of non-deductible accruals related to the Security Incident that did not recur in 2024 to the same extent. Additionally, there were favorable impacts of benefits attributable to stock-based compensation. Partially offsetting these items were unfavorable impacts of our United Kingdom liability for uncertain tax positions.

[XML 60 R17.htm IDEA: XBRL DOCUMENT](#)

Stockholders' Equity

[Equity \[Abstract\]](#)
[Stockholders' Equity](#)

9 Months Ended
Sep. 30, 2024

11. Stockholders' Equity

Stock repurchase program

Under our stock repurchase program, we are authorized to repurchase shares from time to time in accordance with applicable laws both on the open market, including under trading plans established pursuant to Rule 10b5-1 under the Securities Exchange Act of 1934, as amended, and in privately negotiated transactions. The timing and amount of repurchases depends on several factors, including market and business conditions, the trading price of our common stock and the nature of other investment opportunities. The repurchase program does not have an expiration date and may be limited, suspended or discontinued at any time without prior notice. Under the 2024 Credit Agreement, we have restrictions on our ability to repurchase shares of our common stock, which are summarized on page 47 in this report.

We account for purchases of treasury stock under the cost method. On January 17, 2024, our Board of Directors reauthorized, expanded and replenished our stock repurchase program by expanding the total capacity under the program from \$250.0 million to \$500.0 million available for repurchases.

In March 2024, we entered into an issuer forward repurchase transaction with a large financial institution to repurchase an aggregate \$200 million of shares of our common stock (the "ASR Transaction"). Pursuant to the terms of the ASR Transaction, we provided the financial institution with a prepayment of \$200 million and received an initial delivery of 2.1 million shares of our common stock, representing approximately 70% of the total shares then-expected to be repurchased under the ASR Transaction. The final number of shares of common stock delivered to us under the ASR Transaction will be based on the average of the daily volume-weighted average prices of the common stock during the term of the ASR Transaction, less a discount and subject to customary adjustments upon events affecting the common stock (e.g., dilutive or concentrative events, mergers and acquisitions, and market disruptions). At settlement, the financial institution may be required to deliver additional shares of our common stock to us or, under certain circumstances, we may be required to deliver a cash payment

or shares of our common stock to the financial institution, with the method of settlement at our election. See Note 13 to these unaudited, condensed consolidated financial statements for additional information about the final settlement of the ASR Transaction which occurred in October 2024.

The difference of \$52.2 million between the prepayment of \$200 million and the value of the shares repurchased on the ASR Transaction date represents an unsettled prepaid forward contract indexed to our common stock and met all of the applicable criteria for equity classification; therefore, it was not accounted for as a derivative instrument as of September 30, 2024. Because of our ability to settle in shares, the \$52.2 million prepaid forward contract was classified as a reduction to additional paid-in capital within our unaudited, condensed consolidated statement of stockholders' equity. We funded the ASR Transaction prepayment with borrowings pursuant to a revolving credit loan under the 2020 Credit Agreement.

On July 16, 2024, our Board of Directors reauthorized, expanded and replenished our stock repurchase program by expanding the total capacity under the program from \$500.0 million to \$800.0 million available for repurchases.

During the three months ended September 30, 2024, we repurchased 807,774 shares for \$62.8 million. During the nine months ended September 30, 2024, we repurchased an aggregate of 3,761,985 shares for \$325.4 million, including the initial delivery of shares repurchased pursuant to the ASR Transaction. The remaining amount available to purchase stock under the approved stock repurchase program was \$737.2 million as of September 30, 2024.

Changes in accumulated other comprehensive income (loss) by component

The changes in accumulated other comprehensive income (loss) by component, consisted of the following:

(in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Accumulated other comprehensive income (loss), beginning of period	\$ 175	\$ 8,842	\$ (1,688)	\$ 8,938
By component:				
Gains and losses on cash flow hedges:				
Accumulated other comprehensive income balance, beginning of period	\$ 10,867	\$ 18,524	\$ 8,158	\$ 23,833
Other comprehensive (loss) income before reclassifications, net of tax effects of \$3,315, \$(2,873), \$(625) and \$(3,545)	(9,294)	8,124	1,558	10,066
Amounts reclassified from accumulated other comprehensive (loss) income	(5,740)	(5,456)	(16,832)	(15,272)
Tax expense included in provision for income taxes	1,509	1,425	4,458	3,990
Total amounts reclassified from accumulated other comprehensive (loss) income	(4,231)	(4,031)	(12,374)	(11,282)
Net current-period other comprehensive (loss) income	(13,525)	4,093	(10,816)	(1,216)
Accumulated other comprehensive (loss) income balance, end of period	\$ (2,658)	\$ 22,617	\$ (2,658)	\$ 22,617
Foreign currency translation adjustment:				
Accumulated other comprehensive loss balance, beginning of period	\$ (10,692)	\$ (9,682)	\$ (9,846)	\$ (14,895)
Translation adjustment	6,463	(4,794)	5,617	419
Accumulated other comprehensive loss balance, end of period	(4,229)	(14,476)	(4,229)	(14,476)
Accumulated other comprehensive (loss) income, end of period	\$ (6,887)	\$ 8,141	\$ (6,887)	\$ 8,141

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Revenue Recognition

[Revenue from Contract with Customer \[Abstract\]](#)
[Revenue Recognition](#)

9 Months Ended
Sep. 30, 2024

12. Revenue Recognition

Transaction price allocated to the remaining performance obligations

As of September 30, 2024, approximately \$1.2 billion of revenue under contract is expected to be recognized from remaining performance obligations. We expect to recognize revenue on approximately 55% of these remaining performance obligations over the next 12 months, with the remainder recognized thereafter.

We applied the practical expedient in ASC 606-10-50-14 and have excluded the value of unsatisfied performance obligations for contracts for which we recognize revenue at the amount to which we have the right to invoice for services performed (transactional revenue).

Contract balances

Our contract assets as of September 30, 2024 and December 31, 2023 were insignificant. Our closing balances of deferred revenue were as follows:

(in thousands)	September 30, 2024	December 31, 2023
Total deferred revenue	\$ 413,259	\$ 394,927

The increase in deferred revenue during the nine months ended September 30, 2024 was primarily due to the impact of our contract pricing initiatives within the Social Sector, as well as a seasonal increase in customer contract billings and renewals. Historically, due to the timing of customer budget cycles, we have an increase in customer contract renewals at or near the beginning of our third quarter. Generally, our lowest balance of deferred revenue during the year is at the end of our first quarter. The amount of revenue recognized during the nine months ended September 30, 2024 that was included in the deferred revenue balance at the beginning of the period was approximately \$321 million. The amount of revenue recognized during the nine months ended September 30, 2024 from performance obligations satisfied in prior periods was insignificant.

Disaggregation of revenue

We sell our cloud solutions and related services in three primary geographical markets: to customers in the United States, to customers in the United Kingdom and to customers located in other countries. The following table presents our revenue by geographic area based on the address of our customers:

(dollars in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
United States	\$ 238,661	\$ 237,877	\$ 718,601	\$ 688,290
United Kingdom	29,846	25,694	85,955	79,976
Other countries	18,220	14,055	48,707	42,155
Total revenue	\$ 286,727	\$ 277,626	\$ 853,263	\$ 810,421

The Social Sector and Corporate Sector market groups comprised our go-to-market organizations as of September 30, 2024. The following is a description of each market group as of that date:

- The Social Sector market group focuses on sales to customers and prospects in the social sector, such as nonprofits, foundations, education institutions, healthcare organizations and other not-for-profit entities globally, and includes JustGiving; and
- The Corporate Sector market group focuses on sales to customers and prospects in the corporate sector globally, and includes EVERFI and YourCause.

The following table presents our revenue by market group:

(dollars in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Social Sector	\$ 255,210	\$ 239,512	\$ 751,818	\$ 696,790
Corporate Sector	31,517	38,114	101,445	113,631
Total revenue	\$ 286,727	\$ 277,626	\$ 853,263	\$ 810,421

The following table presents our recurring revenue by type:

(dollars in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Contractual recurring	\$ 194,798	\$ 189,174	\$ 579,195	\$ 548,012
Transactional recurring	85,220	79,827	253,717	236,127
Total recurring revenue	\$ 280,018	\$ 269,001	\$ 832,912	\$ 784,139

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Subsequent Events

[Subsequent Events](#)
[\[Abstract\]](#)
[Subsequent Events](#)

9 Months Ended
Sep. 30, 2024

13. Subsequent Events

ASR Transaction Settlement

On October 29, 2024, we settled the previously announced ASR Transaction described in Note 11. In connection with the settlement of the ASR Transaction, we received approximately 490,000 shares of our common stock, in addition to the 2.1 million shares received in March 2024. No cash was exchanged as part of the settlement of the ASR Transaction.

[XML 63 R20.htm IDEA: XBRL DOCUMENT](#)

Pay vs Performance
Disclosure - USD (\$) \$ in Thousands

3 Months Ended 9 Months Ended
Sep. 30, 2024 Jun. 30, 2024 Mar. 31, 2024 Sep. 30, 2023 Jun. 30, 2023 Mar. 31, 2023 Sep. 30, 2024 Sep. 30, 2023

[Pay vs Performance Disclosure](#)

[Net income \(loss\)](#) \$ 20,542 \$ 21,804 \$ 5,246 \$ 9,017 \$ 2,105 \$ (14,701) \$ 47,592 \$ (3,579)

[XML 64 R21.htm IDEA: XBRL DOCUMENT](#)

Insider Trading
Arrangements

3 Months Ended
Sep. 30, 2024
shares

[Trading Arrangements, by Individual](#)
[Material Terms of Trading Arrangement](#)

The following table provides information about trading arrangements adopted or terminated by certain of our officers and directors during the three months ended September 30, 2024.

Name and Title	Action	Date of Action	Plan effective date	Plan end date	Plan duration (months)	Trading arrangement ⁽¹⁾		Aggregate number of securities to be sold under plan
						Rule 10b5-1	Non-Rule 10b5-1	
Michael P. Gianoni Chief Executive Officer, President and Vice Chairman of the Board	Adoption	8/14/24	11/18/24	11/18/25	Twelve	X		59,206
Anthony W. Boor Executive Vice President and Chief Financial Officer	Adoption	8/21/24	11/20/24	5/23/25	Six	X		10,000

(1) An SEC "Rule 10b5-1(c) trading arrangement" is a trading arrangement made by a person through entering into a binding contract, verbal instruction or adoption of a written plan prior to becoming aware of material non-public information. The contract, instruction or written plan must specify the amount, price and date of securities to be sold; include the means for determining the amount, price and date of the sale or sales; and not permit the person to have subsequent influence over the sale or sales. The compliant plan must be entered into and operated in good faith, include a specified cooling off period, be certified by an authorized officer and is restricted from having multiple or overlapping plans. A non-compliant trading arrangement, or a "non-Rule 10b5-1 trading arrangement," is a trading arrangement that has similar requirements to a Rule 10b5-1(c) trading arrangement except that it must be in written form and does not require a cooling off period or certification of an authorized officer and there is no restriction from having multiple or overlapping plans.

None of our officers or directors adopted or terminated a non-Rule 10b5-1 trading arrangement during the three months ended September 30, 2024.

[Non-Rule 10b5-1 Arrangement Adopted](#)
[Non-Rule 10b5-1 Arrangement Terminated](#)

false
false

[Michael P. Gianoni \[Member\]](#)

[Trading Arrangements, by Individual](#)

Name Michael P. Gianoni
Title Chief Executive Officer, President and Vice Chairman of the Board
Rule 10b5-1 Arrangement Adopted true
Adoption Date 8/14/24
Arrangement Duration 12 months
Aggregate Available 59,206

[Anthony W. Boor \[Member\]](#)

[Trading Arrangements, by Individual](#)

Name Anthony W. Boor
Title Executive Vice President and Chief Financial Officer
Rule 10b5-1 Arrangement Adopted true
Adoption Date 8/21/24
Arrangement Duration 6 months 3 days
Aggregate Available 10,000

[XML 65 R22.htm IDEA: XBRL DOCUMENT](#)

Basis of Presentation
(Policy)

9 Months Ended
Sep. 30, 2024

[Accounting Policies \[Abstract\]](#)

[Unaudited interim consolidated financial statements](#)

Unaudited condensed consolidated interim financial statements

The accompanying condensed consolidated interim financial statements have been prepared pursuant to the rules and regulations of the United States Securities and Exchange Commission ("SEC") for interim financial reporting. These condensed consolidated statements are unaudited and, in the opinion of management, include all adjustments (consisting of normal recurring adjustments and accruals) necessary to state fairly the condensed consolidated balance sheets, condensed consolidated statements of comprehensive income, consolidated statements of cash flows and consolidated statements of stockholders' equity, for the periods presented in accordance with accounting principles generally accepted in the United States ("U.S.") ("GAAP"). The condensed consolidated balance sheet at December 31, 2023 has been derived from the audited consolidated financial statements at that date. Operating results and cash flows for the three and/or nine months ended September 30, 2024 are not necessarily indicative of the results that may be expected for the fiscal year ending December 31, 2024, or any other future period. Certain information and footnote disclosures normally included in annual financial statements prepared in accordance with GAAP have been omitted in accordance with the rules and regulations for interim reporting of the SEC. These unaudited, condensed consolidated interim financial statements should be read in conjunction with the consolidated financial statements and notes thereto included in our Annual Report on Form 10-K for the year ended December 31, 2023, and other forms filed with the SEC from time to time.

Basis of consolidation

Basis of consolidation

The unaudited, condensed consolidated financial statements include the accounts of Blackbaud, Inc. and its wholly owned subsidiaries. All intercompany balances and transactions have been eliminated in consolidation.

Reportable segment

Reportable segment

We report our operating results and financial information in one operating and reportable segment. Our chief operating decision maker uses consolidated financial information to make operating decisions, assess financial performance and allocate resources. Our chief operating decision maker is our chief executive officer.

Use of estimates

Use of estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, as well as the reported amounts of revenues and expenses during the reporting periods. On an ongoing basis, we reconsider and evaluate our estimates and assumptions, including those that impact revenue recognition, long-lived and intangible assets, income taxes, business combinations, stock-based compensation, capitalization of software and content development costs, our allowances for credit losses and sales returns, costs of obtaining contracts, valuation of derivative instruments, loss contingencies and insurance recoveries, among others. Changes in the facts or circumstances underlying these estimates could result in material changes and actual results could materially differ from these estimates.

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Earnings Per Share
(Tables)

9 Months Ended
Sep. 30, 2024

Earnings Per Share [Abstract]

Computation of Basic and Diluted Earnings Per Share

The following table sets forth the computation of basic and diluted earnings (loss) per share:

(dollars in thousands, except per share amounts)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Numerator:				
Net income (loss)	\$ 20,542	\$ 9,017	\$ 47,592	\$ (3,579)
Denominator:				
Weighted average common shares	50,409,292	52,704,974	51,067,255	52,495,556
Add effect of dilutive securities:				
Restricted stock and units	1,223,277	1,384,923	1,039,892	—
Weighted average common shares assuming dilution	51,632,569	54,089,897	52,107,147	52,495,556
Earnings (loss) per share				
Basic	\$ 0.41	\$ 0.17	\$ 0.93	\$ (0.07)
Diluted	\$ 0.40	\$ 0.17	\$ 0.91	\$ (0.07)
Anti-dilutive shares excluded from calculations of diluted earnings (loss) per share	47,210	21,660	380,392	474,150

XML 67 R24.htm IDEA: XBRL DOCUMENT

Fair Value
Measurements
(Tables)

9 Months Ended
Sep. 30, 2024

Fair Value Disclosures [Abstract]

Assets and Liabilities Measured at Fair Value on a
Recurring Basis

Financial assets and liabilities that are measured at fair value on a recurring basis consisted of the following, as of the dates indicated below:

(dollars in thousands)	Fair value measurement using					Total		
	Quoted Prices in Active Markets for Identical Assets and Liabilities (Level 1)	Significant Othe Observable Inputs (Level 2)	Unobservable Inputs (Level 3)					
Fair value as of September 30, 2024								
Financial assets:								
Interest rate swaps	\$	—	\$	1,672	\$	—	\$	1,672
Foreign currency forward contracts		—		81		—		81
Total financial assets	\$	—	\$	1,753	\$	—	\$	1,753
Fair value as of September 30, 2024								
Financial liabilities:								
Interest rate swaps	\$	—	\$	5,490	\$	—	\$	5,490
Foreign currency forward contracts		—		504		—		504
Total financial liabilities	\$	—	\$	5,994	\$	—	\$	5,994
Fair value as of December 31, 2023								
Financial assets:								
Interest rate swaps	\$	—	\$	16,198	\$	—	\$	16,198
Total financial assets	\$	—	\$	16,198	\$	—	\$	16,198
Fair value as of December 31, 2023								
Financial liabilities:								
Interest rate swaps	\$	—	\$	5,004	\$	—	\$	5,004
Foreign currency forward contracts		—		536		—		536
Contingent consideration obligations		—		—		1,403		1,403
Total financial liabilities	\$	—	\$	5,540	\$	1,403	\$	6,943

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Consolidated
Financial Statement
Details (Tables)

9 Months Ended
Sep. 30, 2024

Organization, Consolidation and
Presentation of Financial Statements
[Abstract]

Components of Restricted Cash

Restricted cash

(dollars in thousands)	September 30, 2024	December 31, 2023
Restricted cash due to customers	\$ 426,750	\$ 695,489
Real estate escrow balances and other	1,345	1,517
Total restricted cash	\$ 428,095	\$ 697,006

Components of Prepaid Expenses and
Other Assets

Prepaid expenses and other assets

(dollars in thousands)	September 30, 2024	December 31, 2023
Costs of obtaining contracts ⁽¹⁾⁽²⁾	\$ 60,251	\$ 62,377
Prepaid software maintenance and subscriptions ⁽³⁾	34,500	35,169
Implementation costs for cloud computing arrangements, net ⁽⁴⁾⁽⁵⁾	10,479	9,259
Taxes, prepaid and receivable	7,376	3,418
Unbilled accounts receivable	6,427	5,615
Investment in equity securities ⁽⁶⁾	5,284	—
Prepaid insurance	5,026	3,940
Derivative instruments	1,753	16,198
Other assets	16,847	14,346
Total prepaid expenses and other assets	147,943	150,322
Less: Long-term portion	60,444	51,037
Prepaid expenses and other current assets	\$ 87,499	\$ 99,285

- (1) Amortization expense from costs of obtaining contracts was \$5.1 million and \$14.8 million for the three and nine months ended September 30, 2024, respectively, and \$7.9 million and \$24.3 million for the three and nine months ended September 30, 2023, respectively.
- (2) The current portion of costs of obtaining contracts as of September 30, 2024 and December 31, 2023 was \$19.8 million and \$25.3 million, respectively.
- (3) The current portion of prepaid software maintenance and subscriptions as of September 30, 2024 and December 31, 2023 was \$31.8 million and \$32.4 million, respectively.
- (4) These costs primarily relate to the multi-year implementations of our new global enterprise resource planning, customer relationship management systems and other cloud-based systems.
- (5) Amortization expense from capitalized cloud computing implementation costs was \$0.8 million and insignificant for the three months ended September 30, 2024 and 2023, respectively, and \$2.1 million and \$1.8 million for the nine months ended September 30, 2024 and 2023, respectively. Accumulated amortization for these costs was \$9.8 million and \$7.7 million as of September 30, 2024 and December 31, 2023, respectively.
- (6) Represents a strategic investment that did not result in Blackbaud having significant influence over the investee.

Accrued expenses and other liabilities

Components of Accrued Expenses and
Other Liabilities

		September 30, 2024	December 31, 2023
(dollars in thousands)			
Taxes payable	\$	14,168	\$ 21,282
Customer credit balances		9,746	10,238
Unrecognized tax benefit		6,221	2,954
Derivative instruments		5,994	5,540
Operating lease liabilities, current portion		4,707	6,701
Accrued commissions and salaries		3,086	4,413
Accrued health care costs		3,029	3,865
Accrued vacation costs		2,810	2,452
Accrued transaction-based costs related to payments services		2,290	4,323
Accrued legal costs ⁽¹⁾		2,156	3,659
Contingent consideration liability		—	1,403
Other liabilities		6,842	7,750
Total accrued expenses and other liabilities		61,049	74,580
Less: Long-term portion		12,304	10,258
Accrued expenses and other current liabilities	\$	48,745	\$ 64,322

(1) All accrued legal costs are classified as current. See Note 9 to these unaudited, condensed consolidated financial statements for additional information about our loss contingency accruals and other legal expenses.

Components of Other Income and Expense

Other income, net

		Three months ended September 30,		Nine months ended September 30,	
(dollars in thousands)		2024	2023	2024	2023
Interest income	\$	3,118	\$ 3,012	\$ 7,981	\$ 6,556
Currency revaluation (losses) gains		(1,315)	1,674	(1,412)	894
Other income, net		1,194	976	3,085	2,997
Other income, net	\$	2,997	\$ 5,662	\$ 9,654	\$ 10,447

[XML 69 R26.htm IDEA: XBRL DOCUMENT](#)

Debt (Tables)

9 Months Ended
Sep. 30, 2024

[Debt Disclosure \[Abstract\]](#)
[Summary of Debt](#)

The following table summarizes our debt balances and the related weighted average effective interest rates, which includes the effect of interest rate swap agreements.

(dollars in thousands)	Debt balance at		Weighted average effective interest rate at	
	September 30, 2024	December 31, 2023	September 30, 2024	December 31, 2023
Credit facility:				
Revolving credit loans	\$ 151,000	\$ 114,100	7.00 %	7.52 %
Term loans	795,000	607,500	4.28 %	3.51 %
Real estate loans	55,553	56,745	5.23 %	5.22 %
Other debt	2,782	2,800	8.77 %	8.42 %
Total debt	1,004,335	781,145	4.75 %	4.24 %
Less: Unamortized discount and debt issuance costs	3,486	1,481		
Less: Debt, current portion	23,830	19,259	6.86 %	7.02 %
Debt, net of current portion	\$ 977,019	\$ 760,405	4.70 %	4.17 %

[Summary of Currently Effective Supplier Financing Agreements](#)

The following table summarizes our currently effective supplier financing agreements as of September 30, 2024:

(dollars in thousands)	Term in Months	Number of Annual Payments	First Annual Payment Due	Original Loan Value
Effective dates of agreements ⁽¹⁾ :				
December 2022	39	3	January 2023	\$ 1,710
January 2023	36	3	April 2023	\$ 2,491
April 2024	36	3	May 2024	\$ 2,073

(1) Represent noncash investing and financing transactions during the periods indicated as we purchased software and services by assuming directly related liabilities.

[Changes in Supplier Financing Obligations](#)

The changes in supplier financing obligations during the nine months ended September 30, 2024, consisted of the following:

(dollars in thousands)	Total
Balance at December 31, 2023	\$ 2,800
Additions	2,073
Settlements	(2,091)
Balance at September 30, 2024	\$ 2,782

[Annual Maturities Related to Credit Facility, Real Estate Loans and Other Debt](#)

As of September 30, 2024, the required annual maturities related to the 2024 Credit Facilities, the Real Estate Loans and our other debt were as follows:

Years ending December 31, (dollars in thousands)	Annual maturities
2024 - remaining	\$ 5,417
2025	23,875
2026	22,660
2027	22,166
2028	22,375
Thereafter	907,842
Total required maturities	\$ 1,004,335

[XML 70 R27.htm IDEA: XBRL DOCUMENT](#)

Derivative
Instruments (Tables)

9 Months Ended
Sep. 30, 2024

[Derivative Instruments and Hedging Activities Disclosure \[Abstract\]](#)
[Fair Values of Derivative Instruments](#)

The fair values of our derivative instruments were as follows as of:

(dollars in thousands)	Balance sheet location	Asset derivatives		Balance sheet location	Liability derivatives	
		September 30, 2024	December 31, 2023		September 30, 2024	December 31, 2023
Derivative instruments designated as hedging instruments:						
Interest rate swaps, current portion	Prepaid expenses and other current assets	\$ 1,672	\$ 16,198	Accrued expenses and other current liabilities	\$ —	\$ —
Foreign currency forward contracts, current portion	Prepaid expenses and other current assets	81	—	Accrued expenses and other current liabilities	504	536
Interest rate swaps, long-term	Other assets	—	—	Other liabilities	5,490	5,004
Total derivative instruments designated as hedging instruments		\$ 1,753	\$ 16,198		\$ 5,994	\$ 5,540

[Effects of Derivative Instruments in Cash Flow Hedging Relationships](#)

The effects of derivative instruments in cash flow and net investment hedging relationships were as follows:

(dollars in thousands)	(Loss) gain recognized in accumulated other comprehensive loss as of	Location of (loss) gain reclassified from accumulated other comprehensive loss into income (loss)	Gain reclassified from accumulated other comprehensive loss into income (loss)	
	September 30, 2024		Three months ended September 30, 2024	Nine months ended September 30, 2024
Cash Flow Hedges				
Interest rate swaps	\$ (3,818)	Interest expense \$	5,653	\$ 16,582
Foreign currency forward contracts	\$ 21	Revenue \$	87	\$ 250
Net Investment Hedges				
Foreign currency forward contracts	\$ (444)	\$ —	\$ —	\$ —
	September 30, 2023		Three months ended September 30, 2023	Nine months ended September 30, 2023
Cash Flow Hedges				
Interest rate swaps	\$ 30,359	Interest expense \$	5,374	\$ 14,956
Foreign currency forward contracts	\$ 182	Revenue \$	82	\$ 316
Net Investment Hedges				
Foreign currency forward contracts	\$ 251	\$ —	\$ —	\$ —

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Commitments and Contingencies (Tables)

Commitments and Contingencies Disclosure [Abstract] Components of Lease Expense

9 Months Ended

Sep. 30, 2024

The following table summarizes the components of our lease expense:

(dollars in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Operating lease cost ⁽¹⁾	\$ 1,417	\$ 2,216	\$ 5,028	\$ 6,905
Variable lease cost	271	357	883	1,184
Sublease income	(914)	(833)	(2,518)	(2,498)
Net lease cost	\$ 774	\$ 1,740	\$ 3,393	\$ 5,591

(1) Includes short-term lease costs, which were immaterial.

Maturities of our operating lease liabilities as of September 30, 2024 were as follows:

Years ending December 31, (dollars in thousands)	Operating leases
2024 - remaining	\$ 1,657
2025	6,277
2026	6,109
2027	6,207
2028	6,101
Thereafter	20,689
Total lease payments	47,040
Less: Amount representing interest	7,115
Present value of future payments	\$ 39,925

Schedule of Maturities of Operating Lease Liabilities

Schedule of Security Incident Expense and Probable Insurance Recoveries

We recorded expenses and offsetting insurance recoveries related to the Security Incident as follows:

(dollars in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Gross expense	\$ 637	\$ 4,086	\$ 12,782	\$ 48,646
Offsetting insurance recoveries	—	—	—	—
Net expense	\$ 637	\$ 4,086	\$ 12,782	\$ 48,646

The following summarizes our cumulative expenses, insurance recoveries recognized and insurance recoveries paid as of:

(dollars in thousands)	September 30, 2024	December 31, 2023
Cumulative gross expense	\$ 174,213	\$ 161,431
Cumulative offsetting insurance recoveries recognized	(50,000)	(50,000)
Cumulative net expense	\$ 124,213	\$ 111,431
Cumulative offsetting insurance recoveries paid	\$ (50,000)	\$ (50,000)

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Income Taxes (Tables)

Income Tax Disclosure [Abstract] Schedule of Effective Income Tax Rates

9 Months Ended

Sep. 30, 2024

Our income tax provision (benefit) and effective income tax rates, including the effects of period-specific events, were:

(dollars in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Income tax provision (benefit)	\$ 12,140	\$ 9,069	\$ 18,567	\$ (5,032)
Effective income tax rate	37.1 %	50.1 %	28.1 %	58.4 %

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Stockholders' Equity (Tables)

Equity [Abstract] Changes in Accumulated Other Comprehensive Income (Loss) by Component

9 Months Ended

Sep. 30, 2024

The changes in accumulated other comprehensive income (loss) by component, consisted of the following:

(in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Accumulated other comprehensive income (loss), beginning of period	\$ 175	\$ 8,842	\$ (1,688)	\$ 8,938
By component:				
Gains and losses on cash flow hedges:				
Accumulated other comprehensive income balance, beginning of period	\$ 10,867	\$ 18,524	\$ 8,158	\$ 23,833
Other comprehensive (loss) income before reclassifications, net of tax effects of \$3,315, \$(2,873), \$(625) and \$(3,545)	(9,294)	8,124	1,558	10,066
Amounts reclassified from accumulated other comprehensive (loss) income	(5,740)	(5,456)	(16,832)	(15,272)
Tax expense included in provision for income taxes	1,509	1,425	4,458	3,990
Total amounts reclassified from accumulated other comprehensive (loss) income	(4,231)	(4,031)	(12,374)	(11,282)
Net current-period other comprehensive (loss) income	(13,525)	4,093	(10,816)	(1,216)
Accumulated other comprehensive (loss) income balance, end of period	\$ (2,658)	\$ 22,617	\$ (2,658)	\$ 22,617
Foreign currency translation adjustment:				
Accumulated other comprehensive loss balance, beginning of period	\$ (10,692)	\$ (9,682)	\$ (9,846)	\$ (14,895)
Translation adjustment	6,463	(4,794)	5,617	419
Accumulated other comprehensive loss balance, end of period	(4,229)	(14,476)	(4,229)	(14,476)
Accumulated other comprehensive (loss) income, end of period	\$ (6,887)	\$ 8,141	\$ (6,887)	\$ 8,141

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Revenue Recognition (Tables)

Revenue from Contract with Customer [Abstract] Contract Balances

9 Months Ended

Sep. 30, 2024

Our closing balances of deferred revenue were as follows:

(in thousands)	September 30, 2024	December 31, 2023
Total deferred revenue	\$ 413,259	\$ 394,927

The following table presents our revenue by geographic area based on the address of our customers:

Disaggregation of Revenue

(dollars in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
United States	\$ 238,661	\$ 237,877	\$ 718,601	\$ 688,290
United Kingdom	29,846	25,694	85,955	79,976
Other countries	18,220	14,055	48,707	42,155
Total revenue	\$ 286,727	\$ 277,626	\$ 853,263	\$ 810,421

The following table presents our revenue by market group:

(dollars in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Social Sector	\$ 255,210	\$ 239,512	\$ 751,818	\$ 696,790
Corporate Sector	31,517	38,114	101,445	113,631
Total revenue	\$ 286,727	\$ 277,626	\$ 853,263	\$ 810,421

The following table presents our recurring revenue by type:

(dollars in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Contractual recurring	\$ 194,798	\$ 189,174	\$ 579,195	\$ 548,012
Transactional recurring	85,220	79,827	253,717	236,127
Total recurring revenue	\$ 280,018	\$ 269,001	\$ 832,912	\$ 784,139

[Disaggregation Of Revenue, Recurring](#)

[XML 75 R32.htm IDEA: XBRL DOCUMENT](#)

Business Combinations (Details) - USD (\$) \$ in Thousands	Mar. 02, 2024	Sep. 30, 2024	Sep. 30, 2023	Sep. 30, 2024	Sep. 30, 2023	Dec. 31, 2023
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[Revenue](#) \$ 286,727 \$ 277,626 \$ 853,263 \$ 810,421

[Loss on disposal](#) \$ 1,600

[EVERFI Limited](#)

[Revenue](#) \$ 8,400

[XML 76 R33.htm IDEA: XBRL DOCUMENT](#)

Earnings Per Share (Computation of Basic and Diluted Earnings Per Share) (Details) - USD (\$) \$ / shares in Units, \$ in Thousands	3 Months Ended						9 Months Ended	
	Sep. 30, 2024	Jun. 30, 2024	Mar. 31, 2024	Sep. 30, 2023	Jun. 30, 2023	Mar. 31, 2023	Sep. 30, 2024	Sep. 30, 2023

[Earnings Per Share \[Abstract\]](#)

[Net income \(loss\)](#) \$ 20,542 \$ 21,804 \$ 5,246 \$ 9,017 \$ 2,105 \$ (14,701) \$ 47,592 \$ (3,579)

[Weighted average common shares](#) 50,409,292 52,704,974 51,067,255 52,495,556

[Restricted stock and units](#) 1,223,277 1,384,923 1,039,892 0

[Weighted average common shares assuming dilution](#) 51,632,569 54,089,897 52,107,147 52,495,556

[Basic earnings per share](#) \$ 0.41 \$ 0.17 \$ 0.93 \$ (0.07)

[Diluted earnings per share](#) \$ 0.40 \$ 0.17 \$ 0.91 \$ (0.07)

[Anti-dilutive shares excluded from calculations of diluted earnings \(loss\) per share](#) 47,210 21,660 380,392 474,150

[XML 77 R34.htm IDEA: XBRL DOCUMENT](#)

Fair Value Measurements Fair Value Measurements (Details) \$ in Millions	9 Months Ended Sep. 30, 2024 USD (\$)
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[Fair Value Disclosures \[Abstract\]](#)

[Operating lease right-of-use assets, impairments](#) \$ 3.1

[XML 78 R35.htm IDEA: XBRL DOCUMENT](#)

Fair Value Measurements (Assets and Liabilities Measured at Fair Value on a Recurring Basis) (Details) - USD (\$) \$ in Thousands	Sep. 30, 2024	Dec. 31, 2023
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[Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis \[Line Items\]](#)

[Contingent consideration obligations](#) \$ 0 \$ 1,403

[Fair value measurements, recurring \[Member\]](#)

[Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis \[Line Items\]](#)

[Interest rate swaps, derivative assets](#) 1,672 16,198

[Foreign currency forward contracts, derivative assets](#) 81

[Total financial assets](#) 1,753 16,198

[Interest rate swaps, derivative liabilities](#) 5,490 5,004

[Foreign currency forward contracts, derivative liabilities](#) 504 536

[Contingent consideration obligations](#) 1,403

[Total financial liabilities](#) 5,994 6,943

[Fair value measurements, recurring \[Member\] | Level 1 \[Member\]](#)

[Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis \[Line Items\]](#)

[Interest rate swaps, derivative assets](#) 0 0

[Foreign currency forward contracts, derivative assets](#) 0

[Total financial assets](#) 0 0

[Interest rate swaps, derivative liabilities](#) 0 0

[Foreign currency forward contracts, derivative liabilities](#) 0 0

[Contingent consideration obligations](#) 0

[Total financial liabilities](#) 0 0

[Fair value measurements, recurring \[Member\] | Level 2 \[Member\]](#)

[Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis \[Line Items\]](#)

[Interest rate swaps, derivative assets](#) 1,672 16,198

[Foreign currency forward contracts, derivative assets](#) 81

[Total financial assets](#) 1,753 16,198

[Interest rate swaps, derivative liabilities](#) 5,490 5,004

[Foreign currency forward contracts, derivative liabilities](#) 504 536

[Contingent consideration obligations](#) 0

[Total financial liabilities](#) 5,994 5,540

[Fair value measurements, recurring \[Member\] | Level 3 \[Member\]](#)

[Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis \[Line Items\]](#)

[Interest rate swaps, derivative assets](#) 0 0

[Foreign currency forward contracts, derivative assets](#) 0

[Total financial assets](#) 0 0

[Interest rate swaps, derivative liabilities](#) 0 0

[Foreign currency forward contracts, derivative liabilities](#) 0 0

[Contingent consideration obligations](#) 1,403

[Total financial liabilities](#) \$ 0 \$ 1,403

[XML 79 R36.htm IDEA: XBRL DOCUMENT](#)

Consolidated Financial Statement Details (Components of Restricted Cash) (Details) - USD (\$) \$ in Thousands			Sep. 30, 2024 Dec. 31, 2023	
Organization, Consolidation and Presentation of Financial Statements [Abstract]				
Restricted cash due to customers	\$ 426,750	\$ 695,489		
Real estate escrow balances and other	1,345	1,517		
Total restricted cash	\$ 428,095	\$ 697,006		

[XML 80 R37.htm IDEA: XBRL DOCUMENT](#)

Consolidated Financial Statement Details (Components of Prepaid Expenses and Other Assets) (Details) - USD (\$) \$ in Thousands	3 Months Ended		9 Months Ended		Dec. 31, 2023
	Sep. 30, 2024	Sep. 30, 2023	Sep. 30, 2024	Sep. 30, 2023	
Organization, Consolidation and Presentation of Financial Statements [Abstract]					
Costs of obtaining contracts	[1],[2]	\$ 60,251	\$ 60,251		\$ 62,377
Prepaid software maintenance and subscriptions, current and long-term	[3]	34,500	34,500		35,169
Implementation costs for cloud computing arrangements	[4],[5]	10,479	10,479		9,259
Taxes, prepaid and receivable		7,376	7,376		3,418
Unbilled accounts receivable		6,427	6,427		5,615
Equity method investments		5,284	5,284	[6]	0
Prepaid insurance		5,026	5,026		3,940
Derivative instruments		1,753	1,753		16,198
Other assets		16,847	16,847		14,346
Total prepaid expenses and other assets		147,943	147,943		150,322
Less: Long-term portion		60,444	60,444		51,037
Prepaid expenses and other current assets		87,499	87,499		99,285
Amortization expense from costs of obtaining contracts		5,100	14,800	\$ 24,300	
Current portion of costs of obtaining contracts		19,800	19,800		25,300
Prepaid software maintenance and subscriptions, current		31,800	31,800		32,400
Implementation costs for cloud computing arrangements, amortization		800	2,100	\$ 1,800	
Implementation costs for cloud computing arrangements, accumulated amortization		\$ 9,800	\$ 9,800		\$ 7,700

- [1] Amortization expense from costs of obtaining contracts was \$5.1 million and \$14.8 million for the three and nine months ended September 30, 2024, respectively, and \$7.9 million and \$24.3 million for the three and nine months ended September 30, 2023, respectively.
- [2] The current portion of costs of obtaining contracts as of September 30, 2024 and December 31, 2023 was \$19.8 million and \$25.3 million, respectively.
- [3] The current portion of prepaid software maintenance and subscriptions as of September 30, 2024 and December 31, 2023 was \$31.8 million and \$32.4 million, respectively.
- [4] Amortization expense from capitalized cloud computing implementation costs was \$0.8 million and insignificant for the three months ended September 30, 2024 and 2023, respectively, and \$2.1 million and \$1.8 million for the nine months ended September 30, 2024 and 2023, respectively. Accumulated amortization for these costs was \$9.8 million and \$7.7 million as of September 30, 2024 and December 31, 2023, respectively.
- [5] These costs primarily relate to the multi-year implementations of our new global enterprise resource planning, customer relationship management systems and other cloud-based systems.
- [6] Represents a strategic investment that did not result in Blackbaud having significant influence over the investee.

[XML 81 R38.htm IDEA: XBRL DOCUMENT](#)

Consolidated Financial Statement Details (Components of Accrued Expenses and Other Liabilities) (Details) - USD (\$) \$ in Thousands			Sep. 30, 2024	Dec. 31, 2023
Organization, Consolidation and Presentation of Financial Statements [Abstract]				
Taxes payable		\$ 14,168		\$ 21,282
Customer credit balances		9,746		10,238
Unrecognized tax benefit		6,221		2,954
Derivative instruments		5,994		5,540
Operating lease liabilities, current portion		4,707		6,701
Accrued commissions and salaries		3,086		4,413
Accrued health care costs		3,029		3,865
Accrued vacation costs		2,810		2,452
Accrued transaction-based costs related to payments services		2,290		4,323
Accrued legal costs	(1)	2,156		3,659
Contingent consideration obligations		0		1,403
Other liabilities		6,842		7,750
Total accrued expenses and other liabilities		61,049		74,580
Less: Long-term portion		12,304		10,258
Accrued expenses and other current liabilities		\$ 48,745		\$ 64,322
Operating Lease, Liability, Current, Statement of Financial Position [Extensible Enumeration]			Accrued expenses and other current liabilities	Accrued expenses and other current liabilities

- [1] All accrued legal costs are classified as current. See Note 9 to these unaudited, condensed consolidated financial statements for additional information about our loss contingency accruals and other legal expenses.

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Consolidated Financial Statement Details (Components of Other Income and Expense) (Details) - USD (\$) \$ in Thousands			3 Months Ended		9 Months Ended	
			Sep. 30, 2024	Sep. 30, 2023	Sep. 30, 2024	Sep. 30, 2023
Organization, Consolidation and Presentation of Financial Statements [Abstract]						
Interest income		\$ 3,118	\$ 3,012		\$ 7,981	\$ 6,556
Currency revaluation (losses) gains		(1,315)	1,674		(1,412)	894
Other income, net		1,194	976		3,085	2,997
Other income, net		\$ 2,997	\$ 5,662		\$ 9,654	\$ 10,447

[XML 83 R40.htm IDEA: XBRL DOCUMENT](#)

Debt (Details) - USD (\$) \$ in Thousands	9 Months Ended						
	Apr. 30, 2024	Oct. 30, 2020	Sep. 30, 2024	Sep. 30, 2023	Dec. 31, 2023	Jan. 31, 2022	Aug. 31, 2020
Business Acquisition [Line Items]							
Credit facility, maximum borrowing capacity	\$ 1,500,000					\$ 1,100,000	
Payment of financing costs	6,500		\$ 6,458	\$ 0			
Capitalized financing costs to be amortized over term of facility	1,600						
Total deferred financing costs included in other assets			1,800				
Aggregate financing costs related to debt discount and debt issuance costs	3,600		\$ 3,486		\$ 1,481		
Line of credit facility, available increase capacity, amount	\$ 360,000						
Line of credit facility, available increase capacity, percent of EBITDA	100.00%						
Minimum [Member]							
Business Acquisition [Line Items]							
Line of credit facility, unused capacity, commitment fee percentage	0.25%						
Maximum [Member]							
Business Acquisition [Line Items]							
Line of credit facility, unused capacity, commitment fee percentage	0.50%						

Net leverage ratio	3.50	
Fed funds effective rate overnight index swap rate [Member]		
Business Acquisition [Line Items]		
Line of credit facility variable interest rate	0.50%	
Secured Overnight Financing Rate (SOFR) Overnight Index Swap Rate [Member]		
Business Acquisition [Line Items]		
Line of credit facility variable interest rate	1.00%	
Secured Overnight Financing Rate (SOFR) Overnight Index Swap Rate [Member] Minimum [Member]		
Business Acquisition [Line Items]		
Debt instrument, basis spread on variable rate	1.375%	
Secured Overnight Financing Rate (SOFR) Overnight Index Swap Rate [Member] Maximum [Member]		
Business Acquisition [Line Items]		
Debt instrument, basis spread on variable rate	2.50%	
Base rate [Member] Minimum [Member]		
Business Acquisition [Line Items]		
Debt instrument, basis spread on variable rate	0.375%	
Base rate [Member] Maximum [Member]		
Business Acquisition [Line Items]		
Debt instrument, basis spread on variable rate	1.50%	
Designated Currency Rate [Member] Minimum [Member]		
Business Acquisition [Line Items]		
Debt instrument, basis spread on variable rate	1.375%	
Designated Currency Rate [Member] Maximum [Member]		
Business Acquisition [Line Items]		
Debt instrument, basis spread on variable rate	2.50%	
Revolving credit loans [Member]		
Business Acquisition [Line Items]		
Credit facility, maximum borrowing capacity	\$ 700,000	
Proceeds from lines of credit	208,200	
Repayments of lines of credit		\$ 196,600
Term loans [Member]		
Business Acquisition [Line Items]		
Credit facility, maximum borrowing capacity	800,000	
Proceeds from lines of credit	800,000	
Standby letters of credit [Member]		
Business Acquisition [Line Items]		
Credit facility, maximum borrowing capacity	50,000	
Swingline loans		
Business Acquisition [Line Items]		
Credit facility, maximum borrowing capacity	50,000	
Foreign line of credit [Member]		
Business Acquisition [Line Items]		
Credit facility, maximum borrowing capacity	\$ 150,000	
Global HQ [Member]		
Business Acquisition [Line Items]		
Debt, face amount		\$ 61,100

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Debt (Summary of Debt) (Details) - USD (\$)	Sep. 30, 2024	Apr. 30, 2024	Dec. 31, 2023
\$ in Thousands			
Line of Credit Facility [Line Items]			
Debt, gross	\$ 1,004,335		\$ 781,145
Other debt	2,782		2,800
Less: Unamortized discount and debt issuance costs	3,486	\$ 3,600	1,481
Less: Debt, current portion	23,830		19,259
Debt, net of current portion	\$ 977,019		\$ 760,405
Weighted average effective interest rate	4.75%		4.24%
Revolving credit loans [Member]			
Line of Credit Facility [Line Items]			
Debt, gross	\$ 151,000		\$ 114,100
Weighted average effective interest rate	7.00%		7.52%
Term loans [Member]			
Line of Credit Facility [Line Items]			
Debt, gross	\$ 795,000		\$ 607,500
Weighted average effective interest rate	4.28%		3.51%
Mortgages [Member]			
Line of Credit Facility [Line Items]			
Debt, gross	\$ 55,553		\$ 56,745
Weighted average effective interest rate	5.23%		5.22%
Loans payable [Member]			
Line of Credit Facility [Line Items]			
Weighted average effective interest rate	8.77%		8.42%
Short-term debt [Member]			
Line of Credit Facility [Line Items]			
Weighted average effective interest rate	6.86%		7.02%
Long-term debt [Member]			
Line of Credit Facility [Line Items]			
Weighted average effective interest rate	4.70%		4.17%

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Debt (Summary of Currently Effective Third-Party Financing Agreements) (Details) - USD (\$)	Apr. 30, 2024	Jan. 31, 2023	Dec. 31, 2022
\$ in Thousands			
Loans payable [Member]			
Debt Instrument [Line Items]			
Original Loan Value	\$ 2,073	\$ 2,491 [1]	\$ 1,710 [1]

[1] Represent noncash investing and financing transactions during the periods indicated as we purchased software and services by assuming directly related liabilities.

[XML 86 R43.htm IDEA: XBRL DOCUMENT](#)

Debt (Changes in Supplier Financing Obligations) (Details) - USD (\$)	9 Months Ended	
\$ in Thousands	Sep. 30, 2024	Dec. 31, 2023
Debt Disclosure [Abstract]		

Balance at December 31, 2023	\$ 2,800	
Supplier Finance Program, Obligation, Addition	2,073	
Settlements	(2,091)	
Balance at September 30, 2024	\$ 2,782	
Supplier Finance Program, Obligation, Statement of Financial Position [Extensible Enumeration]	Debt, current portion, Debt, net of current portion	Debt, current portion, Debt, net of current portion

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Debt (Annual
Maturities Related to
Credit Facility, Real
Estate Loans and
other debt) (Details)
\$ in Thousands

Debt Disclosure [Abstract]	
2024 - remaining	\$ 5,417
2025	23,875
2026	22,660
2027	22,166
2028	22,375
Thereafter	907,842
Long-term Debt	\$ 1,004,335

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Derivative Instruments (Details) £ in Millions, \$ in Millions, \$ in Millions	9 Months Ended		Sep. 30, 2024 CAD (\$)	Sep. 30, 2024 GBP (£)	Dec. 31, 2023 USD (\$)	Dec. 31, 2023 CAD (\$)	Dec. 31, 2023 GBP (£)
	Sep. 30, 2024 USD (\$)	Sep. 30, 2023 USD (\$)					

Derivative [Line Items]							
Accumulated other comprehensive loss expected to be reclassified into earnings within next 12 months	\$ (2.7)						
Ineffective portion of interest rate swap(s)	\$ 0.0	\$ 0.0					
Derivative Liability, Current, Statement of Financial Position [Extensible Enumeration]	Accrued expenses and other current liabilities	Accrued expenses and other current liabilities	Accrued expenses and other current liabilities	Accrued expenses and other current liabilities	Accrued expenses and other current liabilities	Accrued expenses and other current liabilities	Accrued expenses and other current liabilities
September2024 Swap1							
Derivative [Line Items]							
Derivative, notional amount	\$ 100.0						
September2024 Swap2							
Derivative [Line Items]							
Derivative, notional amount	100.0						
Interest rate swap [Member]							
Derivative [Line Items]							
Derivative, notional amount	\$ 1,100.0				\$ 935.0		
Foreign currency forward contracts [Member]							
Derivative [Line Items]							
Derivative, notional amount			\$ 32.5	£ 10.5		\$ 29.9	£ 13.2

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Derivative Instruments (Fair Value of Derivative Instruments) (Details) - USD (\$) \$ in Thousands	Sep. 30, 2024		Dec. 31, 2023	
Derivatives, Fair Value [Line Items]				
Derivative Asset, Current, Statement of Financial Position [Extensible Enumeration]		Prepaid expenses and other current assets		Prepaid expenses and other current assets
Derivative Asset, Noncurrent, Statement of Financial Position [Extensible Enumeration]		Other assets		Other assets
Derivative Liability, Current, Statement of Financial Position [Extensible Enumeration]		Accrued expenses and other current liabilities		Accrued expenses and other current liabilities
Derivative Liability, Noncurrent, Statement of Financial Position [Extensible Enumeration]		Other liabilities		Other liabilities
Designated as hedging instrument [Member]				
Derivatives, Fair Value [Line Items]				
Derivative assets, fair value		\$ 1,753		\$ 16,198
Derivative liabilities, fair value		5,994		5,540
Designated as hedging instrument [Member] Foreign currency forward contracts [Member]				
Derivatives, Fair Value [Line Items]				
Derivative asset, foreign currency forward contracts, current		81		0
Derivative liability, foreign currency forward contracts, current		504		536
Designated as hedging instrument [Member] Interest rate swap [Member]				
Derivatives, Fair Value [Line Items]				
Derivative asset, foreign currency forward contracts, current		1,672		16,198
Derivative liability, foreign currency forward contracts, current		0		0
Derivative asset, interest rate swaps, long-term		0		0
Derivative liability, interest rate swaps, long-term		\$ 5,490		\$ 5,004

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Derivative Instruments (Effects of Derivative Instruments in Cash Flow Hedging Relationships) (Details) - USD (\$) \$ in Thousands	3 Months Ended		9 Months Ended	
	Sep. 30, 2024	Sep. 30, 2023	Sep. 30, 2024	Sep. 30, 2023
Derivative Instruments, Gain (Loss) [Line Items]				
Derivative Instrument, Gain (Loss) Reclassified from AOCl into Income, Effective Portion, Statement of Income or Comprehensive Income [Extensible Enumeration]		Interest Expense, Operating and Nonoperating, Revenue	Interest Expense, Operating and Nonoperating, Revenue	Interest Expense, Operating and Nonoperating, Revenue
Interest rate swap [Member] Cash flow hedging [Member]				
Derivative Instruments, Gain (Loss) [Line Items]				
(Loss) gain recognized in accumulated other comprehensive loss as of Gain reclassified from accumulated other comprehensive loss into income (loss)	\$ 5,653	\$ 5,374	\$ (3,818)	\$ 30,359
Foreign currency forward contracts [Member] Cash flow hedging [Member]				
Derivative Instruments, Gain (Loss) [Line Items]				
(Loss) gain recognized in accumulated other comprehensive loss as of Gain reclassified from accumulated other comprehensive loss into income (loss)	87	82	21	182
Foreign currency forward contracts [Member] Net investment hedging [Member]				
Derivative Instruments, Gain (Loss) [Line Items]				
(Loss) gain recognized in accumulated other comprehensive loss as of Gain reclassified from accumulated other comprehensive loss into income (loss)	\$ 0	\$ 0	(444)	251
			\$ 0	\$ 0

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Commitments and Contingencies (Details) \$ in Thousands	9 Months Ended	
	Jun. 13, 2024 USD (\$)	Sep. 30, 2024 USD (\$) cases
Loss Contingencies [Line Items]		
Liability insurance, amount, total		\$ 50,000
Liability insurance, amount, deductible		250
Security Incident, net pre-tax expense		12,800
Security Incident, ongoing legal fees		6,000
Loss contingency accrual, period increase (decrease)		6,800
Security Incident, net cash outlays		15,100
Security incident, penalty	\$ 6,800	
Loss contingency accrual		\$ 700
Plaintiffs, number cases		260
Pending claims, number cases		400
Security incident, subrogation claims, number cases		2
Security incident, number of state Attorneys General cases		49
Minimum [Member]		
Loss Contingencies [Line Items]		
Security Incident, expected cost		\$ 5,000
Expected net cash outlays for ongoing legal fees		8,000
Maximum [Member]		
Loss Contingencies [Line Items]		
Security Incident, expected cost		10,000
Expected net cash outlays for ongoing legal fees		13,000
Third-party technology [Member]		
Long-term Purchase Commitment [Line Items]		
Remaining aggregate minimum purchase commitment		\$ 206,800

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Commitments and Contingencies (Components of Lease Expense) (Details) - USD (\$) \$ in Thousands	3 Months Ended		9 Months Ended	
	Sep. 30, 2024	Sep. 30, 2023	Sep. 30, 2024	Sep. 30, 2023
Commitments and Contingencies Disclosure [Abstract]				
Operating lease cost	[1] \$ 1,417	\$ 2,216	\$ 5,028	\$ 6,905
Variable lease cost	271	357	883	1,184
Sublease income	(914)	(833)	(2,518)	(2,498)
Net lease cost	\$ 774	\$ 1,740	\$ 3,393	\$ 5,591

[1] Includes short-term lease costs, which were immaterial.

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Commitments and Contingencies (Schedule of Maturities of Operating Lease Liabilities) (Details) \$ in Thousands	9 Months Ended			
	Sep. 30, 2024 USD (\$)			

[Commitments and Contingencies Disclosure \[Abstract\]](#)

[Schedule of Maturities of Operating Lease Liabilities](#)

Maturities of our operating lease liabilities as of September 30, 2024 were as follows:

Years ending December 31, (dollars in thousands)	Operating leases
2024 - remaining	\$ 1,657
2025	6,277
2026	6,109
2027	6,207
2028	6,101
Thereafter	20,689
Total lease payments	47,040
Less: Amount representing interest	7,115
Present value of future payments	\$ 39,925

2024 - remaining	\$ 1,657
2025	6,277
2026	6,109
2027	6,207
2028	6,101
Thereafter	20,689
Total lease payments	47,040
Less: Amount representing interest	7,115
Present value of future payments	\$ 39,925

XML 94 R51.htm IDEA: XBRL DOCUMENT

Commitments and Contingencies (Schedule of Security Incident Expense and Probable Insurance Recoveries) (Details) - USD (\$) \$ in Thousands	3 Months Ended		9 Months Ended		
	Sep. 30, 2024	Sep. 30, 2023	Sep. 30, 2024	Sep. 30, 2023	Dec. 31, 2023

[Commitments and Contingencies Disclosure \[Abstract\]](#)

Security Incident, gross expense	\$ 637	\$ 4,086	\$ 12,782	\$ 48,646	
Security Incident, offsetting probable insurance recoveries	0	0	0	0	
Security Incident, net expense	637	\$ 4,086	12,782	48,646	
Security Incident, cumulative gross expense	174,213		174,213		\$ 161,431
Security Incident, cumulative offsetting probable insurance recoveries	(50,000)		(50,000)		(50,000)
Security Incident, cumulative net expense	\$ 124,213		124,213		\$ 111,431
Security Incident, cumulative offsetting insurance recoveries paid			\$ (50,000)	\$ (50,000)	

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Income Taxes (Schedule of Effective Income Tax Rates) (Details) - USD (\$) \$ in Thousands	3 Months Ended		9 Months Ended	
	Sep. 30, 2024	Sep. 30, 2023	Sep. 30, 2024	Sep. 30, 2023

[Income Tax Disclosure \[Abstract\]](#)

Income tax provision (benefit)	\$ 12,140	\$ 9,069	\$ 18,567	\$ (5,032)
Effective income tax rate	37.10%	50.10%	28.10%	58.40%

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Stockholders' Equity (Details) - USD (\$) \$ in Thousands	1 Months Ended	3 Months Ended		9 Months Ended		
	Mar. 31, 2024	Sep. 30, 2024	Mar. 31, 2024	Sep. 30, 2024	Jul. 16, 2024	Jan. 17, 2024

Purchase of treasury shares under stock repurchase program, cost method, value	\$ 63,597	\$ 263,656		
December 2021 Stock Repurchase Program				
Stock repurchase program, authorized amount				\$ 250,000
January 2024 Stock Repurchase Program				
Stock repurchase program, authorized amount				\$ 500,000
July 2024 Stock Repurchase Program				
Stock repurchase program, authorized amount			\$ 800,000	
Purchase of treasury shares under stock repurchase program (in shares)	807,774	3,761,985		
Purchase of treasury shares under stock repurchase program, cost method, value	\$ 62,800	\$ 325,400		
Stock repurchase program, remaining authorized repurchase amount	\$ 737,200	\$ 737,200		
Q12024ASR				
Accelerated share repurchases, cash or stock settlement	200 million			
Accelerated share repurchases, settlement (payment) or receipt	\$ 200,000	\$ 200,000		
Purchase of treasury shares under stock repurchase program (in shares)	2,100,000			
Accelerated share repurchases, initial delivery percentage of shares	70.00%			
Accelerated share repurchases, adjustment to recorded amount	\$ 52,200			
<u>XML 97 R54.htm IDEA: XBRL DOCUMENT</u>				
Stockholders' Equity			3 Months Ended	9 Months Ended
(Changes in				
Accumulated Other				
Comprehensive Loss			Sep. 30, 2024	Sep. 30, 2023
by Component)			Sep. 30, 2024	Sep. 30, 2023
(Details) - USD (\$)				
\$ in Thousands				
<u>Accumulated Other Comprehensive Income [Roll Forward]</u>				
Accumulated other comprehensive (loss) income, beginning of period		\$ 175	\$ 8,842	\$ (1,688)
Other comprehensive (loss) income before reclassifications, net of tax effects of \$3,315, \$(2,873), \$(625) and \$(3,545)	3,315	(2,873)	(625)	(3,545)
Net current-period other comprehensive (loss) income	7,062	701	5,199	797
Translation adjustment	6,463	(4,794)	5,617	419
Accumulated other comprehensive income (loss), end of period	(6,887)	8,141	(6,887)	8,141
Gains and losses on cash flow hedges [Member]				
<u>Accumulated Other Comprehensive Income [Roll Forward]</u>				
Accumulated other comprehensive (loss) income, beginning of period		10,867	18,524	8,158
Other comprehensive income (loss) before reclassifications, net of tax effects	9,294	(8,124)	(1,558)	(10,066)
Amounts reclassified from accumulated other comprehensive (loss) income	(5,740)	(5,456)	(16,832)	(15,272)
Tax expense included in provision for income taxes	1,509	1,425	4,458	3,990
Total amounts reclassified from accumulated other comprehensive (loss) income	(4,231)	(4,031)	(12,374)	(11,282)
Net current-period other comprehensive (loss) income	(13,525)	4,093	(10,816)	(1,216)
Accumulated other comprehensive income (loss), end of period	(2,658)	22,617	(2,658)	22,617
Foreign currency translation adjustment [Member]				
<u>Accumulated Other Comprehensive Income [Roll Forward]</u>				
Accumulated other comprehensive (loss) income, beginning of period		(10,692)	(9,682)	(9,846)
Translation adjustment		6,463	(4,794)	5,617
Accumulated other comprehensive income (loss), end of period		\$ (4,229)	\$ (14,476)	\$ (4,229)
<u>XML 98 R55.htm IDEA: XBRL DOCUMENT</u>				
Revenue Recognition			9 Months Ended	
(Details)			Sep. 30, 2024	
\$ in Millions			USD (\$)	
<u>Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction [Line Items]</u>				
Revenue recognized that was included in deferred revenue at beginning of period		\$ 321.0		
Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction, Start Date [Axis]: 2024-10-01				
<u>Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction [Line Items]</u>				
Revenue, remaining performance obligation		\$ 1,200.0		
Revenue, remaining performance obligation, percentage to be recognized		55.00%		
Revenue, remaining performance obligation, expected timing of satisfaction		12 months		
<u>XML 99 R56.htm IDEA: XBRL DOCUMENT</u>				
Revenue Recognition				
(Contract Balances)				
(Details) - USD (\$)	Sep. 30, 2024	Dec. 31, 2023		
\$ in Thousands				
<u>Revenue from Contract with Customer [Abstract]</u>				
Total deferred revenue	\$ 413,259	\$ 394,927		
<u>XML 100 R57.htm IDEA: XBRL DOCUMENT</u>				
Revenue Recognition			3 Months Ended	9 Months Ended
(Disaggregation of				
Revenue by				
Geography) (Details) -	Sep. 30, 2024	Sep. 30, 2023	Sep. 30, 2024	Sep. 30, 2023
USD (\$)				
\$ in Thousands				
<u>Disaggregation of Revenue [Line Items]</u>				
Revenue	\$ 286,727	\$ 277,626	\$ 853,263	\$ 810,421
United States [Member]				
<u>Disaggregation of Revenue [Line Items]</u>				
Revenue	238,661	237,877	718,601	688,290
United Kingdom [Member]				
<u>Disaggregation of Revenue [Line Items]</u>				
Revenue	29,846	25,694	85,955	79,976
Other countries [Member]				
<u>Disaggregation of Revenue [Line Items]</u>				
Revenue	\$ 18,220	\$ 14,055	\$ 48,707	\$ 42,155
<u>XML 101 R58.htm IDEA: XBRL DOCUMENT</u>				
Revenue Recognition			3 Months Ended	9 Months Ended
(Disaggregation of				
Revenue by Market				
Group) (Details) -	Sep. 30, 2024	Sep. 30, 2023	Sep. 30, 2024	Sep. 30, 2023
USD (\$)				
\$ in Thousands				
<u>Disaggregation of Revenue [Line Items]</u>				
Revenue	\$ 286,727	\$ 277,626	\$ 853,263	\$ 810,421
Social Sector				
<u>Disaggregation of Revenue [Line Items]</u>				
Revenue	255,210	239,512	751,818	696,790
Corporate Sector				
<u>Disaggregation of Revenue [Line Items]</u>				
Revenue	\$ 31,517	\$ 38,114	\$ 101,445	\$ 113,631
<u>XML 102 R59.htm IDEA: XBRL DOCUMENT</u>				
Revenue Recognition			3 Months Ended	9 Months Ended
(Disaggregation of				
Recurring Revenue by				
Type) (Details) - USD	Sep. 30, 2024	Sep. 30, 2023	Sep. 30, 2024	Sep. 30, 2023
(\$)				
\$ in Thousands				

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W00=D+N+Z1TNP MJH#Y;OZ#U!+ P04 ~{0CY9M}63X1D# #1#0 &0 'AL+W=O~JRG G.M.\$?W%+!-ED'Z>X)2LALKNK(7F-UPN6 ZHT*NS\$+Q!~>RIZ;J2XPSE#);<M4+0;P2VZ>9(1~>C~>Y~>V@N9(E4CZRZ)EFL7UE!A8D 8EGCHRS?P7\$ 4W~9~3W7=4K3~6>A?M)2P+I6M12H(VCJL;LAH6;IAP7CWA;XJP;L M9VIX MGR~X12V42K;9AN;19XU(F~C~MBC3H)J3H16>B'K(1&BNDG6-SMTCO/G10 M~U~6T8K;~4D15?ZQ67CFNXW(5F+D6;1~U~28+AM=F6;AE>FX4M9KIF M&? JOV;RGA11&WYKB;W7& Y;6S#~*~%#F16\$P49&16H9PKFVQ(4H1YL9LQO M4RSH4RSL4V56DIA1XNFF79GXH8H81F>@%N<8=Y:E2>=%O 2WV~*7V~17V~ MA7VS7H2;H>3K;IG~MRYW@6~%GVV~GV)GVAGV(SY 56Q3JHQU6~U8.C M9B;HNKPJ;~13~"C4RKFT75X;0H;19+PL4ON6PFC&J#00U>S!U;FBN=IX? M4\$LE#110 (~#7EEP4L4VP0 !D9 9 >=PO=VJR-W;H965TFJ;NJV-XK!12!~M;95%NGI~!6I. FX8;RXPPTXJQXWFP03C~!G>Z19C3Z2.C~4CJHXIVY0 \$H+Z'Q(=>7 ~JRALA1~F)6X8T~*~0Z8H\$~8X1G.(X% M\$S CWX34JW7X.GUPTU>~!> 4.43TC1+0K9>J0~!#B-O6P18F@!S.~!9~*~MLXF+0D\$?CFJVE JQ0L? QM0Q(O4)9&Z8~?YRIRER~+B.D&Z7.U2(D;S! M Z1~!~@.F&D4YRHW1VZIE=35? 4TVMU J0~1NJR57X G1 O=<41'EX32 & MO J~!OWGEND244!ASG@6(A8H1U)~*~VXG8 HD95L~9FF(OPE~V8WVW. Z.MGIU7ZLWGC~%Z8G800>~<+!@5F~T~2~NN& YVDG7-H.T09AQONPF7J@!HYC.MC;Z5K+X8+T9.I3~795~793~797~790B794B792A~9 MF81M6L=V% O~M~IYC16E \$EX+8D+1M4RD85.4(B;CIVH6;0WU ~DDE3& MIK65M&WFE+9L;C1K& G0L ZC-YC) T#DW6K2~>@S;@!YV)M9GN;WAP2&S M~!OK<~@!K1PJM064QERU~.~>3~WHFUX MYVY~!TF5!~!~F8'KHKR7N4J0'5D2D7P~!G0!FVE(~#7+U78~O~WEPG'K& M\$B=PG6G~O~Q\$~9~.OY#1Z)MRF7C)1~.YXK~\$W+!H4L~33YZ6~44DYDV1~O~M~6Q2E\$SR.ATNE;MH1D~U~T~IGVGH92~60AEHRKWSWL02~!~NHJ2BZ>~>O M C(1~!~1NY;1N~09V9A7~HGE60520HV~!~)86E5V~L~F6DA1U~U~X36MH M2&8M~1L;BD~J5A0B~8B~N1X~UOHO2~99JFP.E~!~U&Z9UTNKM4~B0K)9K~1P M6UY(2H+!E61+62A~8L~7T0K\$23BAGVAF6~>FNGT M=ZEEF3)~>9-W~*2X2T(EV5(GOMJX8E~MH Z;~>~PRK819KIE\$4W94~XV.E.MPAHIG(=<2~N~)~!~<9~O~Q~\$5%~#785~HY2M~MIZL\$YW2MOC~>V1~E;~>?PYOTGN~0!OHTPH+!B6? 72~<~<#> X O ID~X~!W;W&K&U54113L\$P\$AKHEJBSJV;T!S~>Y-A.G;D2N+?OW~MLYTVRZ32020~^ZJHSO?~T8~XHE+&W2FD~!K~M~D41YB54 GNF;INU.EL96 M@!Q1Q5Q~6D01@BH3?~7%W~55~!ZE7B~ 19JE12SD~C9X4A7U7P~JZ~HJQ!~F~M01~OWBHRM00K7Q~UHW356~\$4L@~*~TFAF836FM~W19.C!@~!A~WNK9E7 MLC@FUTM; BSS;2~0D0~\$~.ZWAGOMOR~YK~K~V~I~O~>Z0W~U50T~?Z#~5D(A~NC MOEN~RC'Q~O~D21\$H>C~!HCJN?1XN5\$80F53~EXGG~4~D~FJVPBYJ?77P~V~M~N~P~1~)~N~P~664T\$B2ZW9~N!~9I2~DAVIF~3VE~*~C~PIE2Z.LGLA M~7+L1H~G5~U~15~00Q~>ND42\$B9~G~R\$2~Q~1J GR\$!<~C~R&RGVGPYJ~L64NSE~UC2FA5E~>X0B\$IXSF15~UW&~O~M\$SVI~!~J~NWL5X1~M28V~1~*~QKWK21J2WAEFDZM~#~T~N~L~R~\$!06.~@S!P&T~P~T~+2L~4\$1~M~M10 (~?7EG~4)HC?4 D 9 > & PO=VJR-W; H965TF?01+0~8~25;BNU1ZK=W2NPN~IN&(=>V~MB3G;P~Y~T~Z0N0E~P~R~S~NE)@!>74AECPV~R~S~C~@!VW+>4D0Y31UBL(6!UN~V~H~V~Z~1~35A4Y~>I~V~25;GCUQ 7~Y~+~<1~HTR~MBJ;J~H~+!2X~>15~!&M~P~\$4SYCJU MB_U6GB742~!~T~C23!F>?7359~BRAS~BBB~Y~!~Y1978>2F!UJ!PH~KKE1D7P~T~?~W3VICUZAX(8? 5FE3~PA~E3H0L~BD~0Q M~M~Q~>~<S(EQ?~<N~)~<~1~>XGX~NU~SB7~J3LMNK~Z~+2ZD~Q~>~!~U~*~*~MWGJ~M9HHD19~25B86~P~>GYK+HIN~(4V7W~V~JEZ~)~!~OE1~M603(O~>3~VX7~O~M~!~MON.O~65JAH(5'D\$PSEH~O~A~Q~JD~O8~>C~\$STRY9~F~9!~O~>~EHZ. M~>1N&C69H19C2IA;IV~E6N~V~3W~C~MYVCK8~ HDW;Q\$Z>K15FYPGV~O~>S~OZ MXK~T~V~PNEUK~Q~BA#1VA~#JTW~>P!31~NH6~*~PG75PGW~71 703;VZB;F1~4~J~MPY9F)~O~Q~Z09PE~!~<4L~\$V~F~W~>1~>I9~>E~QGA0~HY~>RS~R~UXT~M6#1~&M2P~2~SL13~!~P~L~F~45H~P~J9~>~+~M~\$BICPXG7W~3~W~G00E~!~CP1T8Y~!~+~O~H~H~T~R~X~!~F~J~XBPQ~OUV~6H~M6X~A~\$~F~*~*~A~!~+~E8\$~V~+~!~L~R~>~!~DL~4!~L~P~ARV1B261~>L~<16~BRA~&DKUS~M~!~U2U~>~>~>~RN1XGL~NXG;IR~4R~*~Y~P~!~0~>~"8U2~ORVH!~!~1Z~K~R~@!~RHR8S~U!~ M~O~!~5B~5V~2~>~P~!~XG&D~FXN~L~90~>3BNV1E2\$SEB~!~M~RIMVA~!~PL~!~T99~8B~!~Q~!~4~H~Y~C~MFKIBP~!~&ELP0~BDEFB8A~A~B7~R4UDP~WJ~!~O~1R1S~L~FIE1X5E1UUR~Q~!~G~9~ M2H~V~!~Z~>2~N~G~R~!~Q~4~F~Q~W~R~+GDE4.E1WV9H452V~>26GLH5U9PQ8H~M&C~9T+H~G~I~9~9~19~Q~U~!~P04~!~@!~U~Y~G~>~!~!~!~&~O~M~!~AL~W~>O~R~<~+Z98~GBLW~!~A~GGW~M~J3053V~MN~@~P~Y~!~D0P~!~PICIPO~>U5D)J9FL0.~"7M50E~A4&U!~"FCN0~"ZWPR~8~>B5E~MPD!G;R~ATHG~&LX~+~131V~!~DZN~5~<~+~F~>@/O<~>.&O!C~>O~T4M~>~!~<50N~M~!~HER5D)0C;IB~+~!~U~+~!~<7~P2~&~!~!~OC~8Z1ZL~!~+~9B7~&H3~!~F5F5E~A~5X8XD1ZD7~!~SG!K~R~3435&2~M~<~!~J~M~<~F~R~!~AU~!~+~>9!6A~&OVBMO!R1~G7~N~G~P~4~Z~G~W~U~>~NS4~M~Y~OE~H~W~!~OW~Y~T~IKIGP\$!~>~!~!~(S8V~O~Y~J~MOEQJQ~CM~+~74~HW~X~2@~!~HOZNF~SL~\$B~<~> M~>B~!~X~!~@~5!~!~)~0!6.A~>~!~>D4YU~!~@~T~XZTL~!~@~U35MT1S~L~DB>~>H&OP~MZE>~!~!~HVC~A~M~*~8BBLDU~<~X~H~9~>~&PO~VJR-W;H965TF~\$~(DW~J7D~!~H@~!~+~WY1LO~%~O!H(8R~>R~H~6~H~U~P~+6402~DNE1L~29S(C~M2~T1~Q~!~W~5DH~>TPE>~!~QJ~VA~&~P~9HXE~F~!~T~HJQ~>O!9C~69DWBW25MB&1~MINOK23%+1\$~VE9IKO&~*~ F~RM(=<~U~>E7~O!X!~(F~>1~L~P~>~&G~&N~W~!~+~B5~M~>L5P~L\$~O~!~J~R~!~O~5P)~5V~F&~%~XFEH1~T1~6E2~Z~R~DPK~6D1~!~7~>N?~M88EOKGC~>~(Y~Z~S~U~

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Used to reflect the current portion of the liabilities (due within one year or within the normal operating cycle if longer)." } } }, "auth_ref": { "r19": { "us-gaap_AccountsReceivableNetCurrent": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "AccountsReceivableNetCurrent", "crdr": "debit", "calculation": { "http://www.blackbaud.com/role/CondensedConsolidatedBalanceSheets": { "parentTag": "us-gaap_AssetsCurrent", "weight": 1.0, "order": 3.0 } }, "presentation": { "http://www.blackbaud.com/role/CondensedConsolidatedBalanceSheets": { "lang": { "en-us": { "role": { "terseLabel": "Accounts receivable, net of allowance of \$6,307 and \$6,907 at September 30, 2024 and December 31, 2023, respectively", "label": "Accounts Receivable, after Allowance for Credit Loss, Current", "documentation": "Amount, after allowance for credit loss, of right to consideration from customer for product sold and service rendered in normal course of business, classified as current." } } }, "auth_ref": { "r960": { "blkb_AccruedCommissionsAndSalariesCurrentAndLongTerm": { "xbrltype": "monetaryItemType", "nsuri": "http://www.blackbaud.com/20240930", "localname": "AccruedCommissionsAndSalariesCurrentAndLongTerm", "crdr": "credit", "calculation": { "http://www.blackbaud.com/role/ConsolidatedFinancialStatementDetailsComponentsOfAccruedExpensesAndOtherLiabilitiesDetails": { "parentTag": "us-gaap_AccruedLiabilitiesAndOtherLiabilities", "weight": 1.0, "order": 4.0 } }, "presentation": { "http://www.blackbaud.com/role/ConsolidatedFinancialStatementDetailsComponentsOfAccruedExpensesAndOtherLiabilitiesDetails": { "lang": { "en-us": { "role": { "terseLabel": "Accrued commissions and salaries", "label": "Accrued Commissions And Salaries, Current and Long-term", "documentation": "Carrying value as of the balance sheet date of obligations incurred and payable for salaries and sales commissions earned by employees. 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Used to reflect the current portion of the liabilities (due within one year or within the normal operating cycle if longer). Includes aggregate carrying amount, as of the balance sheet date, of current obligations not separately disclosed in the balance sheet due to materiality considerations. Current liabilities are expected to be paid within one year (or the normal operating cycle, if longer)." } } }, "auth_ref": { "blkb_AccruedExpensesAndOtherLiabilitiesTextBlock": { "xbrltype": "textBlockItemType", "nsuri": "http://www.blackbaud.com/20240930", "localname": "AccruedExpensesAndOtherLiabilitiesTextBlock", "presentation": { "http://www.blackbaud.com/role/ConsolidatedFinancialStatementDetailsTables": { "lang": { "en-us": { "role": { "terseLabel": "Components of Accrued Expenses and Other Liabilities", "label": "Accrued Expenses And Other Liabilities [Text Block]", "documentation": "The disclosure describes the Company's accrued expenses and other liabilities." } } }, "auth_ref": { "us-gaap_AccruedInsuranceCurrentAndNoncurrent": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "AccruedInsuranceCurrentAndNoncurrent", "crdr": "credit", "calculation": { 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May be called contributed capital, capital in excess of par, capital surplus, or paid-in capital." } } }, "auth_ref": { "r74" }, "us-gaap AdditionalPaidInCapitalMember": { "xbrltype": "domainItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "AdditionalPaidInCapitalMember", "presentation": { "http://www.blackbaud.com/role/CondensedConsolidatedStatementsOfStockholdersEquity": { "lang": { "en-us": { "role": { "terseLabel": "Additional paid-in capital [Member]", "label": "Additional Paid-in Capital [Member]", "documentation": "Excess of issue price over par or stated value of the entity's capital stock and amounts received from other transactions involving the entity's stock or stockholders." } } }, "auth_ref": { "r636", "r949", "r950", "r951", "r952", "r995", "r1068" }, "ecd AdjToCompAmt": { "xbrltype": "monetaryItemType", "nsuri": "http://xbrl.sec.gov/ecd/2024", "localname": "AdjToCompAmt", "presentation": { "http://xbrl.sec.gov/ecd/role/PvpDisclosure": { "lang": { 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As a noncash expense, this element is added back to net income when calculating cash provided by or used in operations using the indirect method." } } }, "auth_ref": { "r77", "r304", "r305", "r772" }, "blkb AnthonyW.BoorMember": { "xbrltype": "domainItemType", "nsuri": "http://www.blackbaud.com/20240930", "localname": "AnthonyW.BoorMember", "presentation": { "http://xbrl.sec.gov/ecd/role/InsiderTradingArrangements": { "lang": { "en-us": { "role": { "label": "Anthony W. Boor [Member]", "documentation": "Anthony W. 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The accounting policy may also address the accounting treatment for intercompany accounts and transactions, noncontrolling interest, and the income statement treatment in consolidation for issuances of stock by a subsidiary." } } }, "auth_ref": { "r41", "r761" } }, "us-gaap_ContractWithCustomerAssetAndLiabilityTableTextBlock": { "xbrltype": "textBlockItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "ContractWithCustomerAssetAndLiabilityTableTextBlock", "presentation": { "http://www.blackbaud.com/role/RevenueRecognitionTables": { "lang": { "en-us": { "role": { "terseLabel": "Contract Balances", "label": "Contract with Customer, Contract Asset, Contract Liability, and Receivable (Table Text Block)", "documentation": "Tabular disclosure of receivable, contract asset, and contract liability from contract with customer. 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Used to reflect the current portion of the liabilities (due within one year or within the normal operating cycle if longer).", "auth_ref": "ecd_DvdsOrOthrErngsPdOnEqtyAwrdNsOtOthrRsRfctdInTtlCompForCvrdYrMember": { "xbrltype": "domainItemType", "nsuri": "http://xbrl.sec.gov/ecd/2024", "localname": "DvdsOrOthrErngsPdOnEqtyAwrdNsOtOthrRsRfctdInTtlCompForCvrdYrMember", "presentation": "http://xbrl.sec.gov/ecd/role/PvpDisclosure", "lang": "en-us", "role": "terseLabel", "Dividends or Other Earnings Paid on Equity Awards not Otherwise Reflected in Total Compensation for Covered Year", "label": "Dividends or Other Earnings Paid on Equity Awards not Otherwise Reflected in Total Compensation for Covered Year [Member]", "auth_ref": "r877" }

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Cash includes, but is not limited to, currency on hand, demand deposits with banks or financial institutions, and other accounts with general characteristics of demand deposits. Cash equivalents include, but are not limited to, short-term, highly liquid investments that are both readily convertible to known amounts of cash and so near their maturity that they present insignificant risk of changes in value because of changes in interest rates." } }, { "auth_ref": "r1011" } }, { "us-gaap EffectiveIncomeTaxRateContinuingOperations": { "xbrltype": "percentItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "EffectiveIncomeTaxRateContinuingOperations", "presentation": { "http://www.blackbaud.com/role/IncomeTaxScheduleOfEffectiveIncomeTaxRatesDetails" } }, { "lang": "en-us", "role": "role", "terseLabel": "Effective income tax rate", "label": "Effective Income Tax Rate Reconciliation, Percent", "documentation": "Percentage of current income tax expense (benefit) and deferred income tax expense (benefit) pertaining to continuing operations." } }, { "auth_ref": "r449", "r794" } }, { "us-gaap EmployeeStockOptionMember": { "xbrltype": "domainItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "EmployeeStockOptionMember", "presentation": { "http://xbrl.sec.gov/ecd/role/AwardTimingDisclosure" } }, { "lang": "en-us", "role": "role", "terseLabel": "Employee Stock Option", "label": "Share-Based Payment Arrangement, Option [Member]", "documentation": "Share-based payment arrangement granting right, subject to vesting and other restrictions, to purchase or sell certain number of shares at predetermined price for specified period of time." } }, { "auth_ref": "r1", "dei EntityAddressAddressLine1": { "xbrltype": "normalizedStringItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityAddressAddressLine1", "presentation": { "http://www.blackbaud.com/role/Document" } }, { "lang": "en-us", "role": "role", "terseLabel": "Entity address, address line one", "label": "Entity Address, Address Line One", "documentation": "Address Line 1 such as Attn, Building Name, Street Name" } }, { "auth_ref": "r1", "dei EntityAddressCityOrTown": { "xbrltype": "normalizedStringItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityAddressCityOrTown", "presentation": { "http://www.blackbaud.com/role/Document" } }, { "lang": "en-us", "role": "role", "terseLabel": "Entity address, city", "label": "Entity Address, City or Town", "documentation": "Name of the City or Town" } }, { "auth_ref": "r1", "dei EntityAddressPostalZipCode": { "xbrltype": "normalizedStringItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityAddressPostalZipCode", "presentation": { "http://www.blackbaud.com/role/Document" } }, { "lang": "en-us", "role": "role", "terseLabel": "Entity address, postal zip code", "label": "Entity Address, Postal Zip Code", "documentation": "Code for the postal or zip code" } }, { "auth_ref": "r1", "dei EntityAddressStateOrProvince": { "xbrltype": "stateOrProvinceItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityAddressStateOrProvince", "presentation": { "http://www.blackbaud.com/role/Document" } }, { "lang": "en-us", "role": "role", "terseLabel": "Entity address, state", "label": "Entity Address, State or Province", "documentation": "Name of the state or province." } }, { "auth_ref": "r1", "dei EntityCentralIndexKey": { "xbrltype": "centralIndexKeyItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityCentralIndexKey", "presentation": { "http://www.blackbaud.com/role/Document" } }, { "lang": "en-us", "role": "role", "terseLabel": "Entity central index key", "label": "Entity Central Index Key", "documentation": "A unique 10-digit SEC-issued value to identify entities that have filed disclosures with the SEC. It is commonly abbreviated as CIK." } }, { "auth_ref": "r832", "dei EntityCommonStockSharesOutstanding": { "xbrltype": "sharesItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityCommonStockSharesOutstanding", "presentation": { "http://www.blackbaud.com/role/Document" } }, { "lang": "en-us", "role": "role", "terseLabel": "Entity common stock, shares outstanding", "label": "Entity Common Stock, Shares Outstanding", "documentation": "Indicate number of shares or other units outstanding of each of registrant's classes of capital or common stock or other ownership interests, if and as stated on cover of related periodic report. Where multiple classes or units exist define each class/interest by adding class of stock items such as Common Class A [Member], Common Class B [Member] or Partnership Interest [Member] onto the Instrument [Domain] of the Entity Listings, Instrument." } }, { "auth_ref": "r1", "dei EntityCurrentReportingStatus": { "xbrltype": "yesNoItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityCurrentReportingStatus", "presentation": { "http://www.blackbaud.com/role/Document" } }, { "lang": "en-us", "role": "role", "terseLabel": "Entity current reporting status", "label": "Entity Current Reporting Status", "documentation": "Indicate 'Yes' or 'No' whether registrants (1) have filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that registrants were required to file such reports), and (2) have been subject to such filing requirements for the past 90 days. This information should be based on the registrant's current or most recent filing containing the related disclosure." } }, { "auth_ref": "r1", "dei EntityEmergingGrowthCompany": { "xbrltype": "booleanItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityEmergingGrowthCompany", "presentation": { "http://www.blackbaud.com/role/Document" } }, { "lang": "en-us", "role": "role", "terseLabel": "Entity emerging growth company", "label": "Entity Emerging Growth Company", "documentation": "Indicate if registrant meets the emerging growth company criteria." } }, { "auth_ref": "r832", "dei EntityFileNumber": { "xbrltype": "fileNumberItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityFileNumber", "presentation": { "http://www.blackbaud.com/role/Document" } }, { "lang": "en-us", "role": "role", "terseLabel": "Entity file number", "label": "Entity File Number", "documentation": "Commission file number. The field allows up to 17 characters. 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This information should be based on the registrant's current or most recent filing containing the related disclosure." } }, { "auth_ref": "r832" } }, { "dei EntityIncorporationStateCountryCode": { "xbrltype": "edgarStateCountryItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityIncorporationStateCountryCode", "presentation": { "http://www.blackbaud.com/role/Document" } }, { "lang": "en-us", "role": "role", "terseLabel": "Entity incorporation, state or country code", "label": "Entity Incorporation, State or Country Code", "documentation": "Two character EDGAR code representing the state or country of incorporation." } }, { "auth_ref": "r1", "dei EntityInteractiveDataCurrent": { "xbrltype": "yesNoItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityInteractiveDataCurrent", "presentation": { "http://www.blackbaud.com/role/Document" } }, { "lang": "en-us", "role": "role", "terseLabel": "Entity interactive data current", "label": "Entity Interactive Data Current", "documentation": "Boolean flag that is true when the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit such files)." } }, { "auth_ref": "r916", "dei EntityRegistrantName": { "xbrltype": "normalizedStringItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityRegistrantName", "presentation": { "http://www.blackbaud.com/role/Document" } }, { "lang": "en-us", "role": "role", "terseLabel": "Entity registrant name", "label": "Entity Registrant Name", "documentation": "The exact name of the entity filing the report as specified in its charter, which is required by forms filed with the SEC." } }, { "auth_ref": "r832", "dei EntityShellCompany": { "xbrltype": "booleanItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityShellCompany", "presentation": { "http://www.blackbaud.com/role/Document" } }, { "lang": "en-us", "role": "role", "terseLabel": "Entity shell company", "label": "Entity Shell Company", "documentation": "Boolean flag that is true when the registrant is a shell company as defined in Rule 12b-2 of the Exchange Act." } }, { "auth_ref": "r832", "dei EntitySmallBusiness": { "xbrltype": "booleanItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntitySmallBusiness", "presentation": { "http://www.blackbaud.com/role/Document" } }, { "lang": "en-us", "role": "role", "terseLabel": "Entity small business",

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Excludes interim and annual periods when interim periods are reported from current statement of financial position date (rolling approach)."}}, {"auth_ref": {"r9": "r211", "r986"}}, {"us-gaap": {"LongTermDebtMaturitiesRepaymentsOfPrincipalInNextTwelveMonths": {"xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LongTermDebtMaturitiesRepaymentsOfPrincipalInNextTwelveMonths", "crdr": "credit", "presentation": {"http://www.blackbaud.com/role/DebtAnnualMaturitiesRelatedtoCreditFacilityRealEstateLoansandotherdebtDetails": {"lang": {"en-us": {"role": {"terseLabel": "2025", "label": "Long-Term Debt, Maturity, Year One", "documentation": "Amount of long-term debt payable, sinking fund requirement, and other securities issued that are redeemable by holder at fixed or determinable price and date, maturing in next fiscal year following current fiscal year. 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Excludes interim and annual periods when interim periods are reported from current statement of financial position date (rolling approach)."}}, {"auth_ref": {"r9": "r211", "r364"}}, {"us-gaap": {"LongTermDebtMaturitiesRepaymentsOfPrincipalInYearTwo": {"xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LongTermDebtMaturitiesRepaymentsOfPrincipalInYearTwo", "crdr": "credit", "presentation": {"http://www.blackbaud.com/role/DebtAnnualMaturitiesRelatedtoCreditFacilityRealEstateLoansandotherdebtDetails": {"lang": {"en-us": {"role": {"terseLabel": "2028", "label": "Long-Term Debt, Maturity, Year Four", "documentation": "Amount of long-term debt payable, sinking fund requirement, and other securities issued that are redeemable by holder at fixed or determinable price and date, maturing in fourth fiscal year following current fiscal year. 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These are debt arrangements that originally required repayment more than twelve months after issuance or greater than the normal operating cycle of the company, if longer."}}}}, {"auth_ref": {"r18": "r32", "r969", "r970", "r971"}}, {"blkb": {"LongtermPurchaseCommitmentRemainingMinimumAmountCommitted": {"xbrltype": "monetaryItemType", "nsuri": "http://www.blackbaud.com/20240930", "localname": "LongtermPurchaseCommitmentRemainingMinimumAmountCommitted", "crdr": "credit", "presentation": {"http://www.blackbaud.com/role/CommitmentsandContingenciesDetails": {"lang": {"en-us": {"role": {"terseLabel": "Remaining aggregate minimum purchase commitment", "label": "Long-term Purchase Commitment, Remaining Minimum Amount Committed", "documentation": "Minimum amount to be expended to satisfy the terms of long-term purchase arrangements in which the entity has agreed to expend funds to procure goods or services."}}}}, {"auth_ref": {"r11": "r11"}}, {"us-gaap": {"LossContingenciesLineItems": {"xbrltype": "stringItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LossContingenciesLineItems", "presentation": {"http://www.blackbaud.com/role/CommitmentsandContingenciesDetails": {"lang": {"en-us": {"role": {"terseLabel": "Loss Contingencies [Line Items]", "label": "Loss Contingencies [Line Items]", "documentation": "Line items represent financial concepts included in a table. 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Financing activity cash flows include obtaining resources from owners and providing them with a return on, and a return of, their investment; borrowing money and repaying amounts borrowed, or settling the obligation; and obtaining and paying for other resources obtained from creditors on long-term credit."}}, "auth_ref": {"r205": {"us-gaap_NetCashProvidedByUsedInFinancingActivitiesAbstract": {"xbrltype": {"stringItemType": {"nsuri": "http://fasb.org/us-gaap/2024", "localname": "NetCashProvidedByUsedInFinancingActivitiesAbstract", "presentation": {"http://www.blackbaud.com/role/CondensedConsolidatedStatementsofCashFlows": {"lang": {"en-us": {"role": {"terseLabel": "Cash flows from financing activities", "label": "Net Cash Provided by (Used in) Financing Activities [Abstract]"}}, "auth_ref": {"us-gaap_NetCashProvidedByUsedInInvestingActivities": {"xbrltype": {"monetaryItemType": {"nsuri": "http://fasb.org/us-gaap/2024", "localname": "NetCashProvidedByUsedInInvestingActivities", "crdr": "debit", "calculation": {"http://www.blackbaud.com/role/CondensedConsolidatedStatementsofCashFlows": {"parentTag": "us-gaap_CashCashEquivalentsRestrictedCashAndRestrictedCashEquivalentsPeriodIncreaseDecreaseIncludingExchangeRateEffect", "weight": 1.0, "order": 2.0}}, "presentation": {"http://www.blackbaud.com/role/CondensedConsolidatedStatementsofCashFlows": {"lang": {"en-us": {"role": {"totalLabel": "Net cash used in investing activities", "label": "Net Cash Provided by (Used in) Investing Activities", "documentation": "Amount of cash inflow (outflow) from investing activities, including discontinued operations. 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The disclosures contemplated herein include the fair value measurements at the reporting date by the level within the fair value hierarchy in which the fair value measurements in their entirety fall, segregating fair value measurements using quoted prices in active markets for identical assets (Level 1), significant other observable inputs (Level 2), and significant unobservable inputs (Level 3)."}, {"auth_ref": "r996", "r997", "us-gaap-ScheduleOfLiabilityForUnpaidClaimsAndClaimsAdjustmentExpense": {"xbrltype": "textBlockItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "ScheduleOfLiabilityForUnpaidClaimsAndClaimsAdjustmentExpense", "presentation": "http://www.blackbaud.com/role/CommitmentsandContingenciesTables"}, {"lang": "en-us", "role": "terseLabel", "label": "Schedule of Security Incident Expense and Probable Insurance Recoveries", "label": "Schedule of Liability for Unpaid Claims and Claims Adjustment Expense [Table Text Block]", "documentation": "Tabular disclosure of the activity in the reserve for settling insured claims and expenses incurred in the claims settlement process for the period. The estimated liability includes the amount of money that will be required for future payments of (a) claims that have been reported to the insurer, (b) claims related to insured events that have occurred but that have not been reported to the insurer as of the date the liability is estimated, and (c) claim adjustment expenses. Claim adjustment expenses include costs incurred in the claim settlement process such as legal fees; outside adjuster fees; and costs to record, process, and adjust claims."}, {"auth_ref": "r616", "us-gaap-ScheduleOfMaturitiesOfLongTermDebtTableTextBlock": {"xbrltype": "textBlockItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "ScheduleOfMaturitiesOfLongTermDebtTableTextBlock", "presentation": "http://www.blackbaud.com/role/DebtTables"}, {"lang": "en-us", "role": "terseLabel", "label": "Annual Maturities Related to Credit Facility, Real Estate Loans and Other Debt", "label": "Schedule of Maturities of Long-Term Debt [Table Text Block]", "documentation": "Tabular disclosure of maturity and sinking fund requirement for long-term debt."}, {"auth_ref": "r9", "blkb-ScheduleOfPrepaidExpensesAndOtherAssetsCurrentTableTextBlock": {"xbrltype": "textBlockItemType", "nsuri": "http://www.blackbaud.com/20240930", "localname": 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An example would be amounts associated with contracts or programs where the recognized revenue for performance thereunder exceeds the amounts billed under the terms thereof as of the date of the balance sheet." }, {"auth_ref": "r543", "ecd_UndrlygSecurityMktPriceChngPct": "xbrltype": "pureItemType", "nsuri": "http://xbrl.sec.gov/ecd/2024", "localname": "UndrlygSecurityMktPriceChngPct", "presentation": "http://xbrl.sec.gov/ecd/role/AwardTimingDisclosure", "lang": "en-us", "role": "role", "terseLabel": "Underlying Security Market Price Change", "label": "Underlying Security Market Price Change, Percent", "auth_ref": "r904", "blkb_UnrecognizedTaxBenefitCurrentAndLongterm": "xbrltype": "monetaryItemType", "nsuri": "http://www.blackbaud.com/20240930", "localname": "UnrecognizedTaxBenefitCurrentAndLongterm", "crdr": "credit", "calculation": "http://www.blackbaud.com/role/ConsolidatedFinancialStatementDetailsComponentsOfAccruedExpensesAndOtherLiabilitiesDetails-1", "parentTag": "us-gaap_AccruedLiabilitiesAndOtherLiabilities", "weight": 1.0, "order": 12.0 }, {"presentation": "http://www.blackbaud.com/role/ConsolidatedFinancialStatementDetailsComponentsOfAccruedExpensesAndOtherLiabilitiesDetails-1", "lang": "en-us", "role": "role", "terseLabel": "Unrecognized tax benefit", "label": "Unrecognized Tax Benefit, Current and Long-term", "documentation": "Liability for uncertain tax positions as of the balance sheet date. 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Document - shares	9 Months Ended	
	Sep. 30, 2024	Oct. 28, 2024
Document Information [Line Items]		
Document type	10-Q	
Document quarterly report	true	
Document period end date	Sep. 30, 2024	
Document transition report	false	
Entity file number	000-50600	
Entity registrant name	Blackbaud, Inc.	
Entity incorporation, state or country code	DE	
Entity tax identification number	11-2617163	
Entity address, address line one	65 Fairchild Street	
Entity address, city	Charleston	
Entity address, state	SC	
Entity address, postal zip code	29492	
City area code	843	
Local phone number	216-6200	
Title of 12(b) security	Common Stock, \$0.001 Par Value	
Trading symbol	BLKB	
Security exchange name	NASDAQ	
Entity current reporting status	Yes	
Entity interactive data current	Yes	
Entity filer category	Large Accelerated Filer	
Entity small business	false	
Entity emerging growth company	false	
Entity shell company	false	
Entity common stock, shares outstanding		50,717,678
Amendment flag	false	
Document fiscal year focus	2024	
Document fiscal period focus	Q3	
Entity central index key	0001280058	
Current fiscal year end date	--12-31	

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[The following text contains extremely dense, non-readable characters and symbols, likely representing corrupted or encrypted data.]

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[illegible]

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[The following text contains extremely noisy and illegible characters, likely representing corrupted data or a heavily distorted document. It appears to be a mix of random letters, numbers, and symbols.]

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F3&A&M5.96L1H=<VE<=<1?>C?>F0?>N&F7?>+V.NR&#>BRH1H?>OPIH?>M?>H?>=<=<D?>+<?>+<?>+<?

4GN<:H/ 44#>89&!M)TX3!9@fW%w0&8KCA<:LGvJ ALD=OO?T<1747)IP**C=O<1/G&T M/51'''3 L!>"/>KX10.OBDR)B60PPLM-/W,0!\$7ZTV7H:6#&?>0!X=-M5G4FNA:3&:LQ.03MC<|Q|HJE<=(ML7ZL190Q<X<?+7M+W&KIZ4)=W M MJ=E6G50.%Y!F:XEBS2=>YVF07>R!6&P!Y#:GG8!O#9W6!+!6A8!G)M>=7& MIF7!Z>=>Z#HHYIYW5.H0>9P!>W6.Z1+!02Y).AA?>0\$E M2UO<=>RWG! M(1+394YQ)& TXD(2KZ5Y)H!A2Z.W.F4<14MZA!63K:5>50Y>=>3VEDPX!L8UA+ M BJFT, HEG!2.W8 95+>7P DZO<V!>JRW7!7L6Z2F!%MMZGLCF YZ?>DHN?U6#95ZL:AW4B6* M.WT7, UMO343!5W!>Y377+34VES<ZHV?>N.EGB!E:7W49E!>2OZ5 L!H!M MJP2C#U87\$RM-\$LT:L2C!Z7*0!>7.W8 JF.L!>14VQ5=/%C%RMT44YA=U\$54 MYZZT4YUHO*3P!>.<0.2HO>6ZVY8#J!K<C*7!>J-.6YC<N9XYF<5Z8JN<8Y-MWL(O-2O-IFV8554>A&P=O?>0!\$!8P#U8(S=>+Q<0+1JC!%K@=>#>P7SR>2M; M4Y0?>@OPDK V7DQNA+>+2?>Y!\$+6U7!>A<7GLT07?>VHL<+&J!#M/9 M8K2P0>56!>TWE<C<OATY/ZH?>NLP!O#RTE:NA!MNNJPM-J2C+VA!5E.N MU8@5>05B&CCL<?>#6H@>+B=O?>Z.S2PBN6 MU(#9@&V!>0JS/B&:<LH=VEHZO<OXUYU?E-G!7>)<X5!E 9>74HJF/G59: MKNLNA5N2H?D3.FN<42!>+>UJ27>)>GUF(S!#>WNGHC8H<F17F0>R M6@<8WQ:D9X!>0AO\$@2H6R#L>+J\$C%<+57AXX6Z ARC\$S<XKHF!A8H!M2!D4MBG+/F!P<=>X5!L B>M2M4<2U!>+>D#M+<8CMG&859E!YG!#(MK<20X!>K07-L0K<+L!E<AXV0!O!V XE"O=9M?Y.SKG<+W-00T X82S!O00L M!<3P!>#Y=UYHYD.JAN7)W/\$5DOA1=H%ZMBR!<W)NW:3VT#1R9LWRGXV!F!X M!<\$N1!>%N<N?G!%>08FN!Y!>NG:>O><+>DVS?D?>%N!%>FZ<KLT!F!>SQR!&X64.W-YC%Q-QG6G+ M7A<=>T 3YZE2<.&U>=>2!>).WXB?P!X5<X1F=D!T.A.O!>U2\$MB!L2!>N8 M!<B8P>5G2<C<U#>=<N?O=F!>FN0D.319K!>71G07L!N47Z>90Q\$S!<C!>M U=>=>0QJR08.D!>F!Y\$<CZV# 3H!>2!>GOQ4F!>A!>2#>06S!>H!>YPC4R4!>+!V MU!<1+OR=6YV.NQ!V 50!>V/RGP!02P<=>#>X<=63Y!F7 P.KD0 M4!>B.MB+3!>C.POP.3 P7V!>H!>G!>AOPB!>B0 M!>B!>D!>J W+M+O!>V U!>WNV^N?>?>?>9!>L675RZE!>H!>7O?>>S!>X!>H5P#>E5\$ M!>0#V.C9@<0N!>L!>+7<0.C!>=00<59C8X!>L<?>V Y!>O!>10!>N!>.<L N\$%K!>2!>=>J?>P2P!>L P<=>S!>1!>@&#>T!>S!>JQ 2!>8VGV.7)Q>9134-Z!>S15=W!>P!>N!>G-6V!>F M!>N!>96!>@Z.3L!>W7.Y!>!!>T!>D!>H!>W<C!>H<5<6!>3K-S6O<6.C\$U!>2T!>J 9GSZ MG%>E06%>1<4E!>67E?>T C4W+>+UM!>US!>P.#0!>D!>H!>7?>69Q L!>H!>730?>7?>M!>+>V7Z<+>#>!!>@!>L!>P!>#5U!>H?>V!>QNI!>H!>+>LXCV!>H.GC!>A!>NT&2!>M!>T!>Z!>H!>B!>=>+Q#X<0\$!>G!>=>K0ZP!>C9?>W!>A!>P VAE!>J!>P7Z!>K M!>C!>P!>R!>@<=>8!>10>=>=>2!>D!>67 2!>W0?>GM<C\$>MJOXN!>5!>0BP2!>Z!>GR3690K M!>X U<=>2Z!>+>W!>H0.15!>U!>5!>YD!>0!>=<UN!>S2!>J!>R2!>H4.M532P!>5!>MRLY\$?> M!>P=MB!>H!>L!>10V!>+>7&:AY!>H?>T49?>2=>CR!>H!>=>=>XZ4!>H!>+>W!>V!>G!>+>Z!>M!>X!>W!>F!>U!>@=>8!>J!>R9P!>R2P!>H5Z!>R!>D!>J A!>M!>K!>H!>6X\$>U2!>M!>P5!>J?>8?>63U!>W!>R!>K6!>L!>O!>W!>F!>3!>T!>B!>T!>F!>28C38W=PHEK!>RM>B>2Y!>O!>M!>GL=42!>ODYE!>P!>PY<.&2!>J!>P!>B!>45Z!>VE<6!>F!>O!>W!>Q3!>K!>B!>P5!>6G5280!>M!>R2A!>+7 P>0!>5!>+!>D!>=1%>F!>QNF!>FN!>Q\$>7?>2.E6?>1!>1?>(&JH%>B!>Y9 M!>TOGG2M!>J!>UN!>+!>3O!>F!>E.C!>8!>H!>Q!>N!>Y!>V7=U!>H!>T!>S!>@<NCSC!>96G!>V!>6!>J!>@4 MG?>#SK!>L!>V!>K!>U!>K<=<9!>TR!>R!>S!>=>W!>J!>M!>V!>Y!>DM!>60?>Y=Z!>L!>CR>+!>J!>P!>E?>2!>P!>MHR!>OP4R!>BL!>@!>L!>E<27.6\$>OPH!>R+>N%>O340?>7!>W5D!>R6W!>900S!>C!>H!>Q<45S<23B!>A!>8G!>C!>M!>Y!>+!>9!>R!>C!>M!>M!>69!>F!>7!>+!>J3A!>6!>=>(!>57\$>B!>D2!>H!>H!>Q!>U!>K!>PE!>L!>Y!>Z!>F!>E!>AL4!>6!>K!>G!>W!>Z!>Y!>2!>F!>E!>M!>F!>B!>22&K!>Y!>E!>W!>+!>YB!>Z!>H!>#>=>=>0!>F!>D!>M!>X!>X77!>T!>H!>C!>L3&5!>+!>10!>.<C!>M!>M!>61V!>F!>R!>S!>Q!>O<=>H!>P!>L!>T!>U?>@BJENA!>MIK!>B9M?>@24.YH!>V!>9!>Y!>R!>L<M!>9!>TX!>48!>D!>10!>32&L!>V!>H<=>O>S?>=>0!>E!>T!>F!>H!>S!>W!>8!>3!>#12!>L!>J!>K!>J!>F!>(<9!>0!>X!>M!>+>2!>=>9!>8?>2!>H!>A!>V!>D!>G!>U!>T!>A!>V!>G!>+!>4!>D!>M!>X!>M!>N!>X!>I!>29!>@>6!>=>8!>C!>B!>Z!>N!>H!>J!>P!>G!>G!>R!>Q!>C!>7!>H!>X2!>Y!>U!>O!>Q!>0<Y!>U!>J!>P!>7!>MP!>96V!>+!>8!>U!>S!>B!>8!>Z!>G!>G!>7!>G!>17!>J!>3!>T!>0!>T!>K!>B!>6!>A!>K!>M!>1!>0!>A!>5!>7!>+>2!>J!>=>W!>W!>B!>4\$>#B-NMU3N!>V!>P!>E!>#B!>M!>9!>F!>D!>F!>+!>O!>4XV!>N!>U!>O!>8!>J!>M!>L!>FZ5.P!>Y!>G!>J!>2W!>6!>5!>T!>J!>A!>C!>7!>Z!>L!>J!>K!>W!>W!>Y!>G7?>3Y<9X!>F!>8!>G!>+!>L!>5PZ!>=>R!>A!>M!>Q!>4D5!>K!>9!>S!>+!>2!>T!>O!>Q!>#OCE!>9!>T!>@73.T!>+!>G3!>+!>K!>O!>U!>J!>D!>C!>U?>N!>UN!>0!>J!>D!>E!>N!>6=>Y!>Y!>H!>M!>X!>O!>U!>X!>F!>L!>N!>@!>A!>L!>H!>+!>7!>I!>D!>W!>G!>P!>S!>L!>@B?>=>F!>O!>J<=>=>RN!>U!>O!>T!>G!>0&5!>X!>M!>+!>7ZG!>#!>P!>Y!>Q!>B!>P!>Y!>C!>@=>1!>M!>O!>H!>#!>AY2Q!>N!>K!>D!>F!>R!>A5%>=SWP!>M!>+!>12!>S!>I!>K!>U!>9!>M!>=>H!>J!>2!>H!>S!>+!>H!>6!>#>6!>R!>R!>S!>J!>=>J!>D!>G!>0!>F!>L!>X!>Z!>3!>T!>Z!>I!>#!>L!>N!>F!>X!>K!>W!>J!>L!>F!>B!>22&K!>Y!>E!>W!>+!>YB!>Z!>H!>#>=>=>0!>F!>D!>M!>X!>X77!>T!>H!>C!>L3&5!>+!>10!>.<C!>M!>M!>61V!>F!>R!>S!>Q!>O<=>H!>P!>L!>T!>U?>@BJENA!>MIK!>B9M?>@24.YH!>V!>9!>Y!>R!>L<M!>9!>TX!>48!>D!>10!>32&L!>V!>H<=>O>S?>=>0!>E!>T!>F!>H!>S!>W!>8!>3!>#12!>L!>J!>K!>J!>F!>(<9!>0!>X!>M!>+>2!>=>9!>8?>2!>H!>A!>V!>D!>G!>U!>T!>A!>V!>G!>+!>4!>D!>M!>X!>M!>N!>X!>I!>29!>@>6!>=>8!>C!>B!>Z!>N!>H!>J!>P!>G!>G!>R!>Q!>C!>7!>H!>X2!>Y!>U!>O!>Q!>0<Y!>U!>J!>P!>7!>MP!>96V!>+!>8!>U!>S!>B!>8!>Z!>G!>G!>7!>G!>17!>J!>3!>T!>0!>T!>K!>B!>6!>A!>K!>M!>1!>0!>A!>5!>7!>+>2!>J!>=>W!>W!>B!>4\$>#B-NMU3N!>V!>P!>E!>#B!>M!>9!>F!>D!>F!>+!>O!>4XV!>N!>U!>O!>8!>J!>M!>L!>FZ5.P!>Y!>G!>J!>2W!>6!>5!>T!>J!>A!>C!>7!>Z!>L!>J!>K!>W!>W!>Y!>G7?>3Y<9X!>F!>8!>G!>+!>L!>5PZ!>=>R!>A!>M!>Q!>4D5!>K!>9!>S!>+!>2!>T!>O!>Q!>#OCE!>9!>T!>@73.T!>+!>G3!>+!>K!>O!>U!>J!>D!>C!>U?>N!>UN!>0!>J!>D!>E!>N!>6=>Y!>Y!>H!>M!>X!>O!>U!>X!>F!>L!>N!>@!>A!>L!>H!>+!>7!>I!>D!>W!>G!>P!>S!>L!>@B?>=>F!>O!>J<=>=>RN!>U!>O!>T!>G!>0&5!>X!>M!>+!>7ZG!>#!>P!>Y!>Q!>B!>P!>Y!>C!>@=>1!>M!>O!>H!>#!>AY2Q!>N!>K!>D!>F!>R!>A5%>=SWP!>M!>+!>12!>S!>I!>K!>U!>9!>M!>=>H!>J!>2!>H!>S!>+!>H!>6!>#>6!>R!>R!>S!>J!>=>J!>D!>G!>0!>F!>L!>X!>Z!>3!>T!>Z!>I!>#!>L!>N!>F!>X!>K!>W!>J!>L!>F!>B!>22&K!>Y!>E!>W!>+!>YB!>Z!>H!>#>=>=>0!>F!>D!>M!>X!>X77!>T!>H!>C!>L3&5!>+!>10!>.<C!>M!>M!>61V!>F!>R!>S!>Q!>O<=>H!>P!>L!>T!>U?>@BJENA!>MIK!>B9M?>@24.YH!>V!>9!>Y!>R!>L<M!>9!>TX!>48!>D!>10!>32&L!>V!>H<=>O>S?>=>0!>E!>T!>F!>H!>S!>W!>8!>3!>#12!>L!>J!>K!>J!>F!>(<9!>0!>X!>M!>+>2!>=>9!>8?>2!>H!>A!>V!>D!>G!>U!>T!>A!>V!>G!>+!>4!>D!>M!>X!>M!>N!>X!>I!>29!>@>6!>=>8!>C!>B!>Z!>N!>H!>J!>P!>G!>G!>R!>Q!>C!>7!>H!>X2!>Y!>U!>O!>Q!>0<Y!>U!>J!>P!>7!>MP!>96V!>+!>8!>U!>S!>B!>8!>Z!>G!>G!>7!>G!>17!>J!>3!>T!>0!>T!>K!>B!>6!>A!>K!>M!>1!>0!>A!>5!>7!>+>2!>J!>=>W!>W!>B!>4\$>#B-NMU3N!>V!>P!>E!>#B!>M!>9!>F!>D!>F!>+!>O!>4XV!>N!>U!>O!>8!>J!>M!>L!>FZ5.P!>Y!>G!>J!>2W!>6!>5!>T!>J!>A!>C!>7!>Z!>L!>J!>K!>W!>W!>Y!>G7?>3Y<9X!>F!>8!>G!>+!>L!>5PZ!>=>R!>A!>M!>Q!>4D5!>K!>9!>S!>+!>2!>T!>O!>Q!>#OCE!>9!>T!>@73.T!>+!>G3!>+!>K!>O!>U!>J!>D!>C!>U?>N!>UN!>0!>J!>D!>E!>N!>6=>Y!>Y!>H!>M!>X!>O!>U!>X!>F!>L!>N!>@!>A!>L!>H!>+!>7!>I!>D!>W!>G!>P!>S!>L!>@B?>=>F!>O!>J<=>=>RN!>U!>O!>T!>G!>0&5!>X!>M!>+!>7ZG!>#!>P!>Y!>Q!>B!>P!>Y!>C!>@=>1!>M!>O!>H!>#!>AY2Q!>N!>K!>D!>F!>R!>A5%>=SWP!>M!>+!>12!>S!>I!>K!>U!>9!>M!>=>H!>J!>2!>H!>S!>+!>H!>6!>#>6!>R!>R!>S!>J!>=>J!>D!>G!>0!>F!>L!>X!>Z!>3!>T!>Z!>I!>#!>L!>N!>F!>X!>K!>W!>J!>L!>F!>B!>22&K!>Y!>E!>W!>+!>YB!>Z!>H!>#>=>=>0!>F!>D!>M!>X!>X77!>T!>H!>C!>L3&5!>+!>10!>.<C!>M!>M!>61V!>F!>R!>S!>Q!>O<=>H!>P!>L!>T!>U?>@BJENA!>MIK!>B9M?>@24.YH!>V!>9!>Y!>R!>L<M!>9!>TX!>48!>D!>10!>32&L!>V!>H<=>O>S?>=>0!>E!>T!>F!>H!>S!>W!>8!>3!>#12!>L!>J!>K!>J!>F!>(<9!>0!>X!>M!>+>2!>=>9!>8?>2!>H!>A!>V!>D!>G!>U!>T!>A!>V!>G!>+!>4!>D!>M!>X!>M!>N!>X!>I!>29!>@>6!>=>8!>C!>B!>Z!>N!>H!>J!>P!>G!>G!>R!>Q!>C!>7!>H!>X2!>Y!>U!>O!>Q!>0<Y!>U!>J!>P!>7!>MP!>96V!>+!>8!>U!>S!>B!>8!>Z!>G!>G!>7!>G!>17!>J!>3!>T!>0!>T!>K!>B!>6!>A!>K!>M!>1!>0!>A!>5!>7!>+>2!>J!>=>W!>W!>B!>4\$>#B-NMU3N!>V!>P!>E!>#B!>M!>9!>F!>D!>F!>+!>O!>4XV!>N!>U!>O!>8!>J!>M!>L!>FZ5.P!>Y!>G!>J!>2W!>6!>5!>T!>J!>A!>C!>7!>Z!>L!>J!>K!>W!>W!>Y!>G7?>3Y<9X!>F!>8!>G!>+!>L!>5PZ!>=>R!>A!>M!>Q!>4D5!>K!>9!>S!>+!>2!>T!>O!>Q!>#OCE!>9!>T!>@73.T!>+!>G3!>+!>K!>O!>U!>J!>D!>C!>U?>N!>UN!>0!>J!>D!>E!>N!>6=>Y!>Y!>H!>M!>X!>O!>U!>X!>F!>L!>N!>@!>A!>L!>H!>+!>7!>I!>D!>W!>G!>P!>S!>L!>@B?>=>F!>O!>J<=>=>RN!>U!>O!>T!>G!>0&5!>X!>M!>+!>7ZG!>#!>P!>Y!>Q!>B!>P!>Y!>C!>@=>1!>M!>O!>H!>#!>AY2Q!>N!>K!>D!>F!>R!>A5%>=SWP!>M!>+!>12!>S!>I!>K!>U!>9!>M!>=>H!>J!>2!>H!>S!>+!>H!>6!>#>6!>R!>R!>S!>J!>=>J!>D!>G!>0!>F!>L!>X!>Z!>3!>T!>Z!>I!>#!>L!>N!>F!>X!>K!>W!>J!>L!>F!>B!>22&K!>Y!>E!>W!>+!>YB!>Z!>H!>#>=>=>0!>F!>D!>M!>X!>X77!>T!>H!>C!>L3&5!>+!>10!>.<C!>M!>M!>61V!>F!>R!>S!>Q!>O<=>H!>P!>L!>T!>U?>@BJENA!>MIK!>B9M?>@24.YH!>V!>9!>Y!>R!>L<M!>9!>TX!>48!>D!>10!>32&L!>V!>H<=>O>S?>=>0!>E!>T!>F!>H!>S!>W!>8!>3!>#12!>L!>J!>K!>J!>F!>(<9!>0!>X!>M!>+>2!>=>9!>8?>2!>H!>A!>V!>D!>G!>U!>T!>A!>V!>G!>+!>4!>D!>M!>X!>M!>N!>X!>I!>29!>@>6!>=>8!>C!>B!>Z!>N!>H!>J!>P!>G!>G!>R!>Q!>C!>7!>H!>X2!>Y!>U!>O!>Q!>0<Y!>U!>J!>P!>7!>MP!>96V!>+!>8!>U!>S!>B!>8!>Z!>G!>G!>7!>G!>17!>J!>3!>T!>0!>T!>K!>B!>6!>A!>K!>M!>1!>0!>A!>5!>7!>+>2!>J!>=>W!>W!>B!>4\$>#B-NMU3N!>V!>P!>E!>#B!>M!>9!>F!>D!>F!>+!>O!>4XV!>N!>U!>O!>8!>J!>M!>L!>FZ5.P!>Y!>G!>J!>2W!>6!>5!>T!>J!>A!>C!>7!>Z!>L!>J!>K!>W!>W!>Y!>G7?>3Y<9X!>F!>8!>G!>+!>L!>5PZ!>=>R!>A!>M!>Q!>4D5!>K!>9!>S!>+!>2!>T!>O!>Q!>#OCE!>9!>T!>@73.T!>+!>G3!>+!>K!>O!>U!>J!>D!>C!>U?>N!>UN!>0!&

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(X^K*^Y?2N?Z?>0.8XFAA!#|<^(-U)LA-M+>^*P&M?B?S6\$S_EW?I=+>@G6L+UEB)9L(@K!@9|+DD*MM:NEIH^K^-|6S|B5?7-!%@F%/?H?|7H|QU?>|9?AEH6DX,YXO=17^X#/,MMO!=-N?G?FOF^+3-DFQ?7?>YON?S?^K_A_A#2#T+V^=2HI=|C7LW0-JPCMM54AG2?B#^1?P&9-^180?Z2?2U23573Z?1JDDJ,BL?L?>8Y)8H,|J?S-MJ5^Z?Z6P00DXDXD?2?214H^36I=VON?O&J?>|PNCM5HB?75?>7^?|7?4TC?>3M-9X?Z^|J00^K#@#0?EC4!>=>S?6?#|H5|Z!+M?>Q?0?8DX?|>B>B.KBZ30?H?L?P90APXC6QQ->A#^?QF?%OZ?%\$.W?2#?ZL-M8H?V&B5-2?VZ?2Y4S?O04R@?Q?E-ELK-Y?X?L?+|+G3>>|J0?3W?+Z?F?B.S6W6B?J9D(*^\$S?Z>|7?DL(R-|P?3P?M#(6#?YK^@0.X|SHOVS@.BQ80.HP=)%D-^N|JHO?Q?P?YFOH4OZ=^ASJUM?MB3V4JMZAF?LTVU2U^ZNHVUBW1|I^W@%SQV>BIGIR?P|D|V|K|H|3|&?7 MSS"?R.?|19 Z6.^9FD/S9A-3-C.^RGA=?NOT=^709=^4YF?7?7W?P8MR&M_?T8=^B,6L?R^QSK03LY9>|B-BA5J&8&L-|L%U@/ZSD+FR-P-31-13,MRV2-X3R?H0>?2^|X@#0-1P2?516GFC?

[illegible]

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[illegible]

[The content of this block is extremely dense and appears to be a corrupted or heavily obfuscated version of a document. It contains numerous non-standard characters, symbols, and sequences that do not form recognizable words or sentences. The text is largely illegible due to the level of corruption.]

[illegible]

[The following text is a highly compressed, non-readable string of characters, likely representing a corrupted document or a specific encoding format. It contains no meaningful information.]

[The following text contains extremely noisy and illegible characters, likely representing corrupted data or a placeholder. It does not contain meaningful information.]

[The following text contains extremely dense, non-readable symbols and characters, likely representing corrupted or encrypted data.]

[illegible]

[The following text is a highly obfuscated and nonsensical string of characters, likely representing a corrupted document or a heavily encrypted message. It contains no meaningful information.]

[illegible]

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FMJW1D627.M)0J#9R2FEESH1G-Y2:AJHODI=^YB<=,E,&6U0T1.1>C/9*2#HCF.MO.O5^Mj@4%ZSHWV^YEQG>T.TL.RG61^53YEMTHEJK@X.N%0(N@M) (US.T=S61+FR&67L1=Z7F70ELN@1.H7VN7+&FSH5H6HG<L=^P.D2=8+M+XG1&F361@U.GZ>@J7^N&OSL0P<3.H&4N174XT\$X.H-Z>:QB.MB5\$28HS1A9,@5- 28HA77R0F0S00.T.6T.GY<3HJF0H&0=^>4X^..ST.MQ11Y5>G21^..09H5>H@J313@2WV1H1.HYLVYV@;Q@)A>Z=G&4M+Y.VH+4#0 MHSNJ1Z.6BF>D^>7M^UMLQ7>UUAU.071-2HJ.A&SYP>S=08C.NB0)=>JIT^71L.M14:7-B4UE6FK(22&8W1Z6H.D1>+>7NUZLA5\$09C.CVF@1.H\$U+&E+PG M.&A4F16R^KS3Z>V^VHQU2Z>+H+E#0@PQCFB10E137-8;1FA=H@F#29.MD>2^67Y.SSMMLHJ8P#AN^R6<+>C24967E7V#>#7#1\$76Q^CRR..4#J MSV^OFRKH0>>Y>H.E#D+1.HAHFWN^B0CVMVGT7K4U&VVRB&X&D706#.G<28H.ML(>8.Q3W/Q4W=1W&K80LDW3=6IVS@.M80@.(8W48F\$&+XNY149N51C13=(3ZL12: MF8.Y97D119\$+N<3X3C3<KX<=>7?3F12YFJH^&J5LMIEAR.XW.PM10@.76H.M#..>5#IF^Q1RW^M@<85@.016=)~"K918.1Y\$4SIB\$W.ZK^U5S10I&K1>U; M1B<#C16#6M^Q@=>VFZ.HX9Y1Z8(0^DY10X&AY6B3FU^P21+..M2U@>QOMY>N7Y1YTG^OHHB7F\$>D6E.BCC.RDCV17AU.<~N9^IMEPE#@.K\$M~7181506E^XN5N%6? L#E>E%FE Q8A1^C3T..2Y1Y1E16P>1S5MKAB.M16RA.U1ZA)=>PVGXQEN51(AULZ1@1.H^H^>8&3KY517L9#M1@^FJ@SMA&L1M1>+>2+M@M6\$S#H1HE? >31GH6@.1#>1#>QO/H0H1R132@..MAD.H(6R@>K01H@G=924KH6681A10JZ@X^VY^H3>G&QKDZ9.R%Q\$E#&#&M.7K3J1YF2H1>Z.SA- R.L3<9Y5C@7B1Y49.P01S&&#&EK>UNH(5LM36F71T^2A1P..2>5>7P^02^YVS98VU>WG2K3#.M8XIS^084L.V4Y^<C&XU^W4P>=N^1J54SF&8+8.U4KY5E.M? 60#1+AGTRG^0)ONBX.NV<+GCH1^YZOALC=W&N1#*5..5@W2A>(P4.M13Q9V9Y9.L1H1206E4BLV61UG#CR%>M..M13<4?N.RMF(XP.Y01B2M1JX?2?M.M&H#U5E? H.BMGH@FN4ID>4.ZSY5AU&WB.D2HLS&Y+P14723G1N^53>M<S^/OBK#^#10P1@.1X<5YUD^W3UMZ<5>~"K3#>#>#>8.S.Q~&WR^HV.U1@.M+1.WEG&K^D& (V^SHCB69U^..H10T@3YN.M1L2892H1~1^*F8H1&J&NG^OVL^..OPIKF>21>1#C#&#&K16L1ELSPMD1.60GAB2^FR&3S.YZV.SGC&B1=E=85J.G+71+R.2VPY3V3^J)P>1H M^BJG&=9Y^#OE(L&S;WHL..9)R1TS1>@C1<02.2.M+>A1ZJ0FS^WD^=#21<CF70X&#YSEVX3.TF>2ZCOHK1.9AK&R\$Q>V.M.G1A1^7U^E1F1>4729LZAVL7.Z1D0- MO21P1=78.A14.(881H>..00LX&I65%Z^E^<^V2FM10UFF1LE1Z2H@QNR8.M2X>5W&K>K.U@C15Y93YM.NS1=MYW5&X\$5(6^7BA21).38P.M7^6N-9?Z+BZB.AV9^CYL0\$>~#7S/ S90.VSG@>1.328^11@.(VSFCLZ%\$M1H10N@M)5UHLHYHER^AT^2\$SV1G1.5V0^0^1P1ZAKY1JAL10F740C.MD0U815F1~ H1F8@.HU>HLG3R1300&K301\$5H12@=XHN2@>217/LA.M^C&JELR<F0S>1019C517MV96/LGCRM<H891S>JTCZ0VHZGU74.ICBL#P.M#>?>WB/U(G&JZON=N8.HS13 5C>N<4XM&#&Q@>T(K^W+0M&C.KT551441M<J2Q@211>1UVJY.E4G5CT1..2S-18F21>7Y>=>5516G1U4A>C81@W+61>MOJBYIR\$V^T91XEA1^D^C^H^>Y^#NME3@.A6.PV(V?2 C@)M<S.T#&0W>2G>V(Y10645AYW^U.HV1L)=31Z1H#..UE57(GJ6.14X1.M#..U61A^Q1CMCZ7.785.SRX&#&E60>1>L89Y10AU^T791R91RW^PM.MFNP(2 1CT1>XXIVZ4(H1Q1O.M+&B7#>2.60FTY@>#>157Y176^8<M1O<44Q.FVN1@>1H1D)0P^2D4A+>2XP&X4N@0^..H41#<^Q1A..1Y6.MTFMUZD7+ 1)1D#<1^E76.TQ\$PR.OXA.MP1&@10U.K3Y^4AQQYEMW1^6/UAUN\$>3#M..Y1O<N1C^GX^U11L^HRR.95C^1HEWANG.S1EO25+8R+N9&3A=Q22. M102756<3>C^JF^Y^YNR>X^2H1Q.21DVT2^2#0\$2<@.K7R.2(RS=9)XOIG.M8KKP^>1A@GVW=>W710^Q&HE.Y5L9S&47(3V&G^0G13YF8D.99A1B^ M1+>1M5DZ717.L)K3IGR1V6N30V(^..3=>03BL1X1#1J1P^T1%6S.(RC1.M1950CUG6W7^13..K08S..@2^1760=>S2.N1N&6Z1O9W1WQH1C#ME9..>C>1HQ9H(9V0)! MF5+&5K2W^M1N^M1JY>81.HV12N1XZ0)=1/((8.1#>S1.MWK7&+1H8FRW1L1=17.O5D&P1@&WKO0<#Z.M.1 IBD^#VMYG1)3P1O.LX1+O.#A9.^F&LZPRFTT.U^>C>25AX&..LNPV^WGP.MJ@1=Q2.E.2IG<6SDR811+3F^PXFGO^<XU62^BS44^7FCT1F@PGF."M%80)07B MV0#O&D6GHO.C17H1B2FYG0180CB49>GQW+?1@EKY48=8JE8^1YV.D.M.MN.M2SC+&1A^X111N01A.X418U1YH79R(2>9R+G1E1OIR.SHRG^YN MJ1\$U<=>AN73@.(L1.PVB2@R:150\$>Z16..Y.W%>..>G1A.L1V595>2109VY34YTSZ#E#1P1L1.UJGK1HFS1.D>7J5L3KE04(VY3A17)TCS#JA53;K2D>.439Y+2J E7.CQ3>Q1.M^..F046Z&SKUA>..8%0>STAU1Y^1A.E14.P40.04V1>1@X.O46V^>#1J5.M1AB&519KE7F2\$T6.G1YKF1=>SPSGAV1^YK1\$SNJDIY1>51722-K71<8@ M00\$AAH11@.O.QR^KZ>P^..P.KC2451HUK6V#30W2<^/C=>A=>61^YVZK01^MV1\$+0B4<CF9&H&EN0%U>2#..1Q674&E.MIE&K&9Z464=>X\$X^2L246&5415M<%< C10S@>R>PA.L1+>XV=>HHRD@N4>71^JY..1JK^F.V0.M1Q@.H1WRN.MC4>=>90L1N1B>+&Q1.OER@MD+>64Q.8.OD.H1#IR5%\$AGT1.W13@CH=MN.(06+? WEN%01.5#&4&1PA0?>Y91Q.OENPX1.G:YFL.4Z6;X1\$CK.N1@+MP1K&EF8VE\$F4J4#&P>E.H.KFTFX#>3G181G/DHJ1>@.PPFN.N19.E1MINXR88. >+BB&L=419TA.SWP#X=1#E#>40.1715U2>D59<=>~OYT110.M1A..DC^FM1R;HFW>RA=234P1U(7\$^AU^W>7K;T^GRR.P>P1Y.VYV1M6;MUQNE@P1B1F4Y1D41- N@NK1AYH1>^AFL=1045UE6>3F+4V3B1BW1Z.M6KQ21^XZ6613H1M16.O10>+>K0<#>HUV.7B1>M9.U0A@>C2B>OK13HD1^#BB8SH2.PLA>9.MDVGE6B1=41A3D? M&M1@B1F^1YU1.L\$N572W&S>8YAD>RNR7F1XB3XZD9.X.M#1P\$4H4+>0.5BC1U>+>D6.HUVH.5BN1=Yu8CC@ESZK15H0A1A&M&G1+Y=PHYVBD.>2S)1E43D? Y5G=>EM<1O>6S..EARR=9(UZOA16029)1610V.MP1QH1@WUP14)73947.&E9W+1W^3NA1E1671WP2GA^>F0^E1N1YS\$&^78.M- >O&O^V>E4H1J-3.182ZN1A<7D\$U.FQ\$SN6<=>47@<518J1651R.R.MHJW#N1\$9K<0%G=>KUU@+N@1V>=\$1M1RV1

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OP76#OFC&'B\$&M@J"JZ#V@'E&&%WH:A"B'5^?A76SN*Z/KAIV?P\Z?D>|EH|+W=6C^K>)-M5U3/Q)PUYS86\Z24YXT+F+QP.M2|A->M?67:Z;?PWZ9C-
WRZJ9IM<^79H^UXCHK2R&1I92:S8*Y70>P"V@+,%1D(-X8:5E3Y169=R"DW2)U:714,/1R1QCNI#I6A7MF#TLH*S,=@W%IU9G@XY(G3^P^MU8RZQ-W.M8"1?
729#QIF^2G*6J0&=A4@K5CV:A6\$HXL9|<Z.Z7A2)T^3-J)4C<|=+?E1JQ2@ZM7"=Q8\W.M.:YWR9./Y-J""T8LJ702%C.U.E(8F\DW&.:;I*3H(5P+8O6\$-Y?I7(OI^SS
M1V)Q)@#7#9.34D4#)*E\$?YJGI?(93BX_&BIS.\$:8Q7Q-(%K5FFH%"*A8-M%CE:L7\$N7PXOI'6.7\$:2C8A"49@?>|F4|K"N3(XI>^_+^#N>PIFGGNG>01-M)V**.(=
(V<4/7PR/5_YTS&A\$P.A7!UG-J>G')GIV\$>F%)D.U9E"00L3GL,5_M6EYIAMU=JQQ>%O&DW7A<\$Z158A7H+)M|(L2HXUIWN&3/C6*?1B;15EA>&IM\$4"F(942WM&X.ED)K*0?
@<,F7|HTG"2^L,3(1IGV+U#>9>0*P%8%#?I_O@R^IS%+MUFA2,DDMI%IDY3CI+5NJ"5O>DF#MI-^FO&N01Y4^?Z4?AH,SP/SF|LKU-X.MRKPO&&<.E
W04;DX+N_6SNG^I8GFL3T92ITY*/?2=W^Y^,B"%S%2=+59F|B8-M2K0I?TC"B%SI.6&^""Y)H2_/A-Q-Y.&7^SL'X6)WQFD7?9/#-\$WXF.7-*AF=*Y^XH:))B=MF
H46HHLEGK/-N\UZRF.Y<\$A2K3"%WK&\-3AK1Y>EBI%XQNS"J8S2U*4F.MFB.=EQP000)<I6#MVOZI+OHY?K-'1\$D)K_?8IM.\$_R(D?E:1+GIYWR3%0^25-M>K&Q<(SH
8@\$,:!"\$2+I<->|7<5@GL6IG55E:5IV^ZJB.MR?Z?DQ9_/+F7Q"ELK%R"6;!SND@MFM*QA4C"CE>>"";IN-M4XF^%AZI>>-_0GJ.MKGMJU=P4?
A4%4UL9|#S5IR&5PU"TX/+D@"/FH@2MPTX\+HLH-,8".M|B.M8+;/\|=P|LKX8+7BBLK1F1TWB9!0TQ.[%Q+;OJ9-Q>&!80&HGMK\$,LF;|!|
M#9+@Q9GEPX0SY(EA8="U14DST9#0I2=&|=Q_O.M\$D<=>MX_.@QL::