



YOUR MISSION. OUR PURPOSE.

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CUSTOMER:

Goodwill Industries, Inc.
Serving Eastern Nebraska
and Southwest Iowa
www.goodwillomaha.com

INDUSTRY:

Social agency assisting people
with disabilities
Locations: 11 retail stores,
programs at 6 locations
Employees: 525
Revenue: \$20 million

Users on Sage Software: 16



Authorized Partner
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SUCCESS STORY

Huckstep Helps Goodwill Omaha Give a Hand Up, Not a Hand Out

Since the early 1930s, Goodwill Omaha has helped prepare people with employment barriers for work, and created jobs for people with disabilities.

Last year alone, the agency provided job training and case management to more than 6,000 welfare recipients, placing more than 2,500 in active employment. At-risk youth participating in the Youthbuild Omaha program earned their GEDs and built houses for low-income families. Nearly 400 young adults turned to Goodwill's Partnership for Youth Development program for education, training, work experience, and job search assistance.

HELP FROM HUCKSTEP

Goodwill Omaha is a thriving agency, with more than 525 employees, 11 retail stores and programs at locations throughout the city. Clearly, it needs an efficient and dedicated software solution. So in 1990 it switched from all-purpose software to one designed specifically for nonprofits, namely Sage

MIP Fund Accounting, and selected Huckstep & Associates as its consultant in 2002.

"I'm so impressed with Jeannie Huckstep and her group," says Karen Hosier, Finance Director. "Being accountants first and foremost, they go far beyond what you'd expect from a software reseller, looking at our entire organization and advising us on how software could improve efficiencies. I don't do any big changes in the system without talking with them first."

SUPERIOR SOFTWARE SOLUTION

Goodwill Omaha now uses Sage MIP Fund Accounting as its primary financial accounting system. It tracks revenue, expenses, payables, receivables, and cuts payroll checks.

The agency uses Sage MIP Fund Accounting to create all of its reports, including segmentals, which come out monthly, and can be viewed by account. The retail department, for example,

CHALLENGE:

Goodwill Omaha needed an end-to-end management system to automate everything from payables and receivables to payroll and fixed assets.

SOLUTION:

Huckstep & Associates implemented Sage MIP Fund Accounting, along with Sage Abra HRMS, providing a seamless solution that eliminated duplicate data entry.

RESULTS:

Payroll duties now handled by one person, not two; centralized reporting can be broken out to store or program levels; reports that took days are now prepared in hours.



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— Karen Hosier
Goodwill Omaha

receives its own segmental report showing data by individual store, letting each store manager review profitability and make changes as needed.

ADDING ON SAGE ABRA

Goodwill Omaha was so pleased with Sage MIP Fund Accounting that it expanded the system with Sage Abra HRMS for human resources. Sage Abra HRMS provides a sophisticated database for storing personnel information including demographics, training, job changes, salary changes, emergency contacts, insurance plans, benefits and the nature of any employee disability.

"We had Sage Abra earlier, but it was configured as a stand-alone, so we weren't using it to best advantage," explains Hosier. "Huckstep & Associates built interfaces for us, to ensure that both human resources and payroll data flows directly into and out of the accounting system. Huckstep's assistance was crucial, because we use independent timekeeping software that was not designed to run with Sage Software. Huckstep took the various pieces, and created one seamless system."

LESS DATA ENTRY, LESS PAPER

The enhanced system has resulted in important efficiencies, according to Hosier. "Huckstep's interfaces eliminated a lot of duplicated effort, and let us work smarter. If an employee is already entered anywhere in the system, we no longer have to re-populate fields, like we did before. Because of how well our Sage Software solutions work together, we are able to prepare checks for more than 600 employees with only one payroll person in the office – about half of what an agency our size would

typically need. That's something I'm very proud of."

Gail Brewer, Senior Payroll Specialist, also appreciates Huckstep's work. "The integration between Sage Abra and Sage MIP Fund Accounting's payroll module for populating employee demographics has reduced the paper flow between the HR and Payroll departments, and has eliminated dual data entry along with transposition errors of vital employee information," she notes.

WRITING RELIABLE REPORTS

Huckstep assisted the agency with setting up custom reports, which Rita Hamele, Marketing Director, uses extensively. "I can stay on top of my advertising budget and expenditures through reports generated by Sage MIP Fund Accounting software," she says. Linda Kizzier, Vice President of Employment and Training, uses Sage MIP reports to track the bottom-line cost of Goodwill's Youthbuild and Partnership for Youth programs.

"Each year we perform an economic impact statement for our programs, tracking each dollar to its respective grant," notes Hosier. "Thanks to reports like these, we can prove that we turn each grant dollar into \$15 of potential purchasing power. Also, we use Sage MIP Fund Accounting to generate monthly financials for our board. This task, which once took many days, can now be done in a matter of hours."

Hosier has no plans to switch software or business partners. "Sage MIP Fund Accounting is such a great system that we don't entertain calls from other providers wanting us to try their software. I can't even imagine doing my job without Sage MIP Fund Accounting and the excellent support we receive. I'm probably Huckstep's most satisfied customer."