

Success Story

Scalable financial management for a fast-growing church

Faith Promise Church

“With the efficiencies we’ve gained through Sage Intacct, we’ve kept our staff size low even as we doubled in size. By using the system to manage all our day-to-day bookkeeping, we’re saving \$85,000 or more a year in salaries and benefits, while doing deeper analysis and reporting.”

Aaron Goin

CFO, Faith Promise Church

Company overview

Faith Promise Church is a unique church with a mission to help real people with real problems find real love. Services are designed to be relevant, enjoyable and meaningful, and the church strives to create an atmosphere for people to connect with God and experience life change. Faith Promise Church’s goal is to reach multiple generations with worship, using the latest technology and communication tools available.

Company

Faith Promise Church

Location

Tennessee, US

Industry

Nonprofit

Sage Products

Sage Intacct

Sage



Executive summary

Previous software:

- ACS Financial

Results with Sage Intacct

- Boosted productivity 35% by streamlining financial workflows.
- Reduced finance staffing needs despite growth, saving \$85,000 in salary a year.
- Gained real-time management and reporting on multiple church locations, ministries and funds.
- Improved decision-making through more complete, accurate data.

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CHURCH



Scalable financial management for a fast-growing church

Based in Knoxville, Faith Promise Church is a fast-growing contemporary church offering weekly services for nearly 7,500 people on six campuses. The church also runs an Internet-based campus, two prison ministries, and supports numerous Tennessee-based ministries as well as global missions. Faith Promise Church had been using ACS Financial as its accounting system, but as the church grew the software wasn't scaling at the same level. The finance team struggled with manual and often duplicate data entry, paper-intensive processes, and a lack of visibility into its financial data.

For instance, each purchase requisition approval took about a week of paper shuffling and budget reporting for Faith Promise Church's various ministries required at least a day or two each month of manual reconciliation by the finance team. These infrequent budget updates meant that, at times, people overspent or delayed spending on critical projects because they didn't have the most current data.

Recognizing the need for a modern financial management solution, Faith Promise evaluated Sage Intacct, Blackbaud, Microsoft Dynamics GP (Great Plains) and Abila MIP. "Sage Intacct stood out because of its rich functionality and its cloud-based delivery model," said Aaron Goin, Chief Financial Officer. "We liked that we could achieve significant process improvements and reporting capabilities without worrying about the cost or hassle of installing, updating, and maintaining any software or hardware," Aaron added.



With Sage Intacct, Faith Promise Church's finance team can confidently develop a feasible long-term financial plan and ensure they'll have the funds available.

Efficiency and productivity soar with Sage Intacct

The automation and anywhere, anytime access of Sage Intacct have enabled Faith Promise Church to greatly simplify and speed its financial processes and dramatically improve productivity. The time that Aaron and his finance assistant spend entering data has dropped from 40% to just 5% — even as the church's membership and budget have grown about two-fold. As a result of this increased efficiency, Aaron's team has been able to take on additional responsibilities, including HR, facilities, legal, IT, a retail store, and construction project management. And the team can invest more time in analytics through Sage Intacct dashboards and reporting.

“Most churches our size have five or more full-time finance staff,” Aaron said. “With the efficiencies we've gained through Sage Intacct, we've kept our staff size low even as we doubled in size. By using the system to manage all our day-to-day bookkeeping, we're saving \$85,000 or more a year in salaries and benefits, while doing deeper analysis and reporting,” added Aaron. Meanwhile, Sage Intacct has helped Faith Promise Church easily accommodate continued growth including a sixth physical campus, an Internet campus, and two prison-based ministries since 2015.

Historical spending information in Sage Intacct helps tremendously when the church is planning new campuses. Based on past data, Faith Promise Church's finance team can confidently develop a feasible long-term financial plan and ensure they'll have the funds available. And when Faith Promise Church adds a new campus, the finance team simply adds a location dimension in Sage Intacct and doesn't have to worry about a whole new chart of accounts or department structure. “As we've evolved, it's been easy to make minor configuration changes to Sage Intacct with clicks versus code. It simply fits our changing needs; not the other way around,” said Aaron.



Flexible reporting improves visibility for decision-making

Flexible reporting and dashboards have been instrumental for insightful and transparent financial management. For instance, Faith Promise Church can easily track contributions received for specific purposes, such as its general fund versus a mission or campus expansion fund. Fund-based accounting and custom reports highlight how donations were dispersed to achieve the organization's goals. "We are thrilled with the ease of Sage Intacct reporting. We can easily customize standard reports or create new reports and dashboards for our specific needs," noted Aaron. "I don't have a technology background, but I have been able to quickly build a report to tell me anything I need to know from the data in the system," said Aaron.

Faith Promise Church has also improved departmental and location visibility by building easy-to-use campus dashboards that leverage Sage Intacct dimensions to effortlessly break down spending by program and location. In addition, the finance team uses Sage Intacct to monitor cyclical giving trends, manage cash according to how donations and expenses are flowing at any given time, and assess spending differences across campuses. Meanwhile, Sage Intacct integrates seamlessly with MartusTools, which replaced Excel for budgeting and provides budget reporting for leaders of groups, worship, students, kids, and operations ministries.

Across the nonprofit organization, on-demand access to real-time data has improved the speed and quality of decisions. "We pride ourselves on being nimble, being fast, and I think part of the reason we've seen so much growth is that Sage Intacct ensures we have accurate information that we can get to the right people quickly," Aaron said. "Churches tend to be slow in processing decisions, but we can be very fast in our decision-making, which gives us a great advantage in trying to move into communities that may not have a church like ours," Aaron concluded.

