

Success Story

Local Yocal “steaks” its claim on Sage Intacct

Farm-to-market butcher shop, restaurant, and retailer gains new cost-saving efficiencies.

“You could say we’re moving away from the bookkeeper role and becoming a strategic partner to the business.”

Cesare Novello

Controller, Local Yocal Farm to Market



The Challenge

When it opened 12 years ago, Local Yocal was able to support its small butcher shop with QuickBooks. Rapid growth and expansion into new revenue streams quickly outstripped the application’s capabilities.



The Solution

Local Yocal turned to Sage Intacct to deliver the flexibility, functionality, and controls it needed to continue its growth trajectory.



The Outcomes

Local Yocal’s finance team has elevated from a largely bookkeeping role to a strategic partner in the business.

- Monthly close time cut by 50%.
- Integration with other business apps saves days of data entry each month.
- Payable processing time cut in half.
- Detailed insights into diverse revenue streams fuel informed decision making.

Sage

Company
Local Yocal Farm to Market

Location
Texas, USA

Industry
Food & Beverage

Sage Products
Sage Intacct

LOCAL YOCAL
FARM TO MARKET

About Local Yocal Farm to Market

Local Yocal Farm to Market is a farmer-owned butcher shop extraordinaire. In addition to top-grade meat and local delicacies, the organization operates a BBQ grill, an event center, and a retail outfitting store.



The birth of an icon

When Matt Hamilton couldn't find a reliable source for the top-grade beef he grew up eating on the ranch, he did what any enterprising Texan would do. He started his own company to fill the void. A dozen years later, Local Yocal Farm to Market is a Dallas-area icon, with customers flooding the butcher shop, retail store, and BBQ restaurant every open hour. While the company's growth trajectory is as big as Texas, its mission never gets lost. Local Yocal believes in supporting the small, local ranchers that put enough love in their products to last from farm to table.

Meat-eoric growth

"We started on QuickBooks, like many small businesses," explains Cesare Novello, Controller at Local Yocal. "When our restaurant opened, we migrated to a restaurant management application. Unfortunately, neither solution could wrap around the whole operation with its multiple revenue streams. It was like trying to fit a square peg in a round hole."

Fortunately for Local Yocal, the newly hired Cesare had a plan. "I used to sell Sage Intacct, so I know it well. I knew it would be a great fit for Local Yocal. And it has been."

Cut monthly close by 50%

Previously Cesare said that everyone was busy — their time filled doing what it took to manage the accounting functions and disseminate accurate, timely financial data. "But it was difficult and inefficient," he says. "To get financial reports, for example, we dumped data from the restaurant application to Excel, updated every column, and trusted we didn't break a formula. It took an hour just to run the script."

In addition to the time it took to generate monthly financial reports, the disconnected process meant that no one had access to accurate numbers until month end. "And that took a while," recalls Cesare. "It used to take us ten days to close the month. We cut that in half with Sage Intacct. Plus, we can share the data across the organization in ways we never could before, keeping stakeholders informed, involved, and proactive."

The finance team has created collections of reports that give each individual manager and executive the data they care about. "We also built them dashboards to provide quick visuals of the KPIs that impact their functional areas," Cesare adds. "They can log in and get a P&L statement at any time — that's empowering."



Local Yocal has gained efficiencies that will allow it to continue to expand its revenue streams without adding additional finance personnel.

Integration saves days each month

Due to its diverse operations, Local Yocal relies on several business applications. All have now been integrated with Sage Intacct to eliminate duplicate data entry and provide a single system of record. “Our payroll application feeds data to Sage Intacct, so does our bank, our restaurant point-of-sale system, and our AP automation provider,” says Cesare. “Sage Intacct plays well with others — we’re able to use the best applications available and share data between them.”

Cesare says that looking at just one of those functions, accounts payable, he estimates the time spent processing payables has decreased by 50 percent. “Our store staff scans and uploads the invoices to start the process, and that alone saves hours of manual data entry. I’m sure it adds up to days each month.”

The payroll import saves an additional hour each week. “The combined efficiencies allow us to keep growing bigger without adding new personnel,” says Cesare. “We would have struggled to add the additional business lines that we’ve added recently if we didn’t have Sage Intacct.”

Dimensions deliver the detail

The company strategically uses dimensions in Sage Intacct to track departments, locations, business entities, and even specific revenue streams. “For example, we host a concert series at our restaurant and using dimensions we can track the costs and revenue associated with the concerts,” Cesare explains. “We do the same for restaurant catering and our famous Steak 101 talks. Using dimensions, we can get granular and understand the activities that are successful, comparing them year over year and making decisions about which ones to continue to pursue.”

When a company is growing as quickly as Local Yocal, flexibility is paramount. “Our systems are under continual development,” Cesare says. “Workflows need to adapt to the changes, but we cannot neglect controls and best practices. Sage Intacct has robust user and role-based security, configurable workflows, and a bulletproof audit trail. We know we can continue to flex it without risking the integrity of our data.”

Out in front

Cesare says that Sage Intacct has had a transformational impact on the company’s finance team. “Because we’re no longer mired in transactions, we’re out in front and able to support and contribute to the company’s successful growth. You could say we’re moving away from the bookkeeper role and becoming a strategic partner to the business.”

He concludes, “Around here, we don’t sit still for long. You never know what Local Yocal will get into next. So we need functionalities that allow us to grow without getting bigger. We need flexibility to adapt as our business changes. And we need technology, like Sage Intacct, that works as fast as we do.”

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