

Success Story

Sage Intacct empowers Atlanta Habitat for Humanity

The nonprofit affordable homebuilder has new efficiency to empower families

“Sage Intacct is an incredible tool that helps Atlanta Habitat for Humanity fulfill its mission by providing information to users, freeing their time to touch lives in the field—building houses, interfacing with families, and making things happen.”

Dan Warzon

Director of Accounting and Finance, Atlanta Habitat for Humanity



The challenge

Running an outdated financial management application, the nonprofit struggled with extensive manual data work and limited visibility that diverted finance and construction staff time from focusing on mission objectives.



The solution

Sage Intacct has helped Atlanta Habitat for Humanity improve speed and agility through an easy-to-use platform used by about 20 leaders and staff, 5x greater than before. Slice-and-dice reporting generates insights to optimize both routine tasks and long-term strategy.



Results with Sage Intacct

With ambitious growth plans, Atlanta Habitat for Humanity can now confidently scale and grow with on-demand access to mission-critical data and streamlined processes. The nonprofit has new capacity to focus on its social mission with the ability to:

- Complete tasks in 20 minutes that used to take 12 hours
- Enhance fundraising with analytics and financial transparency
- Drive vital collaboration across diverse departments



Company

Atlanta Habitat for Humanity

Location

Atlanta, GA

Industry

Nonprofit

Sage Product

Sage Intacct

Sage Partner

Alliance Solutions Group



About Atlanta Habitat for Humanity

Atlanta Habitat for Humanity is a nonprofit affordable homebuilder dedicated to transforming generations through the power of home ownership, serving more than 2,700 families (6,000+ individuals) since 1983.



Eliminating dozens of hours of manual data work

Collaboration, innovation, and flexibility are among the characteristics behind Atlanta Habitat for Humanity's 40-plus years of success in helping more than 2,700 families with first-time home purchases, renovation, education, and maintenance services.

Those qualities were lacking, however, in the nonprofit's outdated financial management platform. The legacy on-premises Sage 300 system required extensive manual data work across finance and operations, diverting staff from value-added initiatives. Limited visibility made it difficult to glean insights to guide strategy and optimization.

Recognizing the crucial role that an ERP plays in its ability to fulfill its mission, Atlanta Habitat for Humanity upgraded to cloud-based Sage Intacct. Modern and easy-to-use capabilities are helping the organization thrive and better achieve mission objectives.

"Previously, some poor person in finance would have to manually enter 50 sheets of handwritten notes on construction projects once a week, taking up to 10 to 12 hours," says Aaron Sibley, site design and IT project manager. "Now with Sage Intacct, things that used to take hours upon hours can be done in 20 minutes."

Breakthrough capabilities for affordable housing success

With sizable time savings across the board, finance, construction, fundraising, and retail store staff are able to devote more focus to value-added work, such as interfacing with families and communities. Atlanta Habitat for Humanity has broadened access to timely and reliable information, increased by five times the number of staff using the core finance and reporting platform, improved financial transparency reflecting donation use and impact, enhanced insights to support effective fundraising, streamlined processes by integrating third-party applications, and gained scalability and flexibility for continued growth.

These improvements are highly valuable as Atlanta Habitat for Humanity navigates an affordable housing crisis gripping the metro region. Soaring costs for home buyers, and renters as well, have made business speed, agility, and insights more important than ever.

In another efficiency gain, up to three hours of manual payroll work per pay period has been reduced to just 15 minutes through integration between Sage Intacct and a Paylocity application. Similar improvements are seen using Sage Intacct for general accounting, accounts payable, cash receipts, job costing, and inventory.



Sage Intacct helps Atlanta Habitat for Humanity tell a story.

Continued breakthroughs

One reason behind the improvements is that 20 staff utilize Sage Intacct, compared to six on Sage 300 and just four on an earlier system, Sage 50.

“Before Sage Intacct, we had information ‘gatekeepers’ in finance—the only people who knew the systems well enough to maneuver around and find the data people needed,” says Aaron. “Now we can empower people to do their own deep dives into data and find what they need because it’s so easy with Sage Intacct.”

Empowering staff with on-demand data access

On-demand access to timely, accurate data is alleviating custom reporting work for Aaron while heightening collaboration across departments such as finance, construction, and warehousing. Role-based dashboards are giving users easy access to key information that previously took days to round up.

“Dashboards are a positive feature in that everyone has access to their own budget,” says Dan Warzon, director of accounting and finance. “For example, if you’re on the construction team, you have a dashboard where you can look at the cost of a completed job.”

Easy access to information and reporting also helps guide fund-raising strategies for the development team, thanks to integration between Sage Intacct and Salesforce, which holds records on donors and leads.

“Development can look at information to determine things like, are we bringing in enough money to fund our builds?,” Aaron says. “Do we need to target new donors? Is there room for growth with the donors we have?”

Financial transparency strengthens fund-raising

Effective fundraising depends on financial transparency to donors, auditors, and other interested parties who want assurances that funding is used wisely. Sage Intacct helps Atlanta Habitat for Humanity demonstrate financial responsibility and sustain its top four-star rating on Charity Navigator, which rates nonprofit organizations on key metrics.

“As a 501(c)(3) nonprofit, transparency is extremely important because we are receiving donations from individuals, corporate sponsors, charitable organizations, and other foundations,” says Alan Ferguson, president and CEO. “Sage Intacct really helps us tell the story of how we leverage those dollars to create housing opportunities, and also our outcomes in helping families change their lives.”



“Sage Intacct is a backbone to getting people into houses and I don’t know what we would do without it.”

Aaron Sibley

Site Design and IT project manager, Atlanta Habitat for Humanity

A ‘backbone’ to fulfilling the social mission

Alan says he is confident Atlanta Habitat for Humanity has the ideal solution for a complex organization that builds homes, issues mortgages, manages 10,000 volunteers, and runs two retail stores selling furniture, appliances, building materials, home accessories, and more.

“Our partnership with Sage Intacct helps us manage all the moving parts of a complex business,” Alan says. “Working with Sage Intacct and allows us to demonstrate to our stakeholders that we are an organization that is focused on excellence.”

Atlanta Habitat for Humanity leaders say the future looks bright as the nonprofit continues to grow, building record numbers of homes and looking to branch into multi-family housing.

“Since we’ve scaled up our usage of Sage Intacct, we’ve seen massive growth in our output,” Aaron says. “Growth is what we’re aiming for, and in 2024 we want to serve 50 more families than we did last year. Sage Intacct is a backbone to getting people into houses and I don’t know what we would do without it.”



Sage



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