

Success Story

Community youth organization doubles grant funding thanks to key insights from Sage Intacct

Rocky Mountain Youth Corps

“As a finance director, I need to look at different strategies for investments and the bigger picture in our organization, rather than be in the weeds day-to-day. With Sage Intacct, I can now give leadership a much better idea of which projects are in the red and where our needs are.”

Rosanna Aragon

Director of Finance, Rocky Mountain Youth Corps



Company overview

Rocky Mountain Youth Corps (RMYC) provides comprehensive workforce development training and educational enhancement programs to New Mexico's opportunity youth between the ages of 17 and 25. Corps members work on a variety of land conservation, recreation, and historic preservation projects in partnership with local, state, and federal land management agencies.

Results with Sage Intacct

- Increased funding \$340,000 by demonstrating programming expansion.
- Improved finance efficiency by 50%.
- Saved 30 person-hours each month through automated workflows.
- Drove donor confidence and decision-making with better visibility.

Sage

Company
Rocky Mountain Youth Corps

Location
New Mexico, US

Industry
Nonprofit

Sage Products
Sage Intacct





Flexible fund accounting for program expansion

Rocky Mountain Youth Corps (RMYC), a nonprofit based in New Mexico, provides workforce development training and educational enhancement programs to youth. Corps members build career skills as they work on land conservation, recreation, and historical preservation projects. The organization has recently diversified, adding canine leadership, as well as programs for veterans and the elderly.

As the organization expanded its programs in recent years, RMYC also added more revenue streams from donors, partners, and grants. This includes reimbursement from government entities such as the National Park Service, Bureau of Land Management, and others, as well as matching funds from organizations like AmeriCorps. As these program and funding dynamics evolved, the organization's financial structure and reporting grew increasingly complex. RMYC's finance team struggled to manage it all using Intuit QuickBooks and extensive, manual spreadsheet work for fund accounting and reporting across locations, crew types, and projects.

RMYC knew it needed a more advanced financial management system that could keep up with its needs and goals, and its finance director, Rosanna Aragon, was familiar with Sage products. Rosanna selected Sage Intacct for its flexible, multi-dimensional reporting, which helped the organization increase funding by \$340,000 and improve donor confidence and decision-making.



Sage Intacct's multi-dimensional general ledger is key for Rocky Mountain Youth Corps to accurately tracking expenses.

50% efficiency gains help transform the role of finance

After implementing Sage Intacct with the help of Sage Intacct partner Wipfli, RMYC's finance team eliminated unnecessary spreadsheets and manual work, freeing around 30 hours a month and improving efficiency by 50%. It's now simple for the team to import payroll data from ADP into Sage Intacct and use the system's dimensional structure to ensure personnel costs are applied to the correct projects, departments, grants, and programs. As a result, the organization's monthly close is now 80% faster.

Streamlined grant billing ensures RMYC can capture and apply accurate costs for each partner or grant. With dozens of active projects at any given time, some of which have 10 different sources of funding, Sage Intacct's multi-dimensional general ledger is also key for accurately tracking expenses. The team also uses the system's dynamic allocations capabilities to easily distribute income and expenses across the right projects, saving about 15 hours a month during grant billing for program reimbursements.

Rosanna now has more time to look at the bigger picture. "With so much less manual work, I can be timelier and more efficient with providing information to our leaders," Rosanna explained. "This also means I can do more analysis and research, and step back to really look at the direction of the organization so we can make important decisions," Rosanna said.



Program spending insights help increase funding by \$340,000

Thanks in part to better financial visibility, RMYC has doubled its grant funding. “Now that we’re able to expand our programs and track them efficiently in Sage Intacct, our funders are more confident in our numbers. We’re getting multiple funding sources calling us up and saying, ‘What do you need?’” Rosanna said. “We’ve garnered at least \$340,000 in additional funding to support our conservation and other projects,” added Rosanna.

Sage Intacct also gives RMYC’s managers, board of directors, and leadership team a view into which programs and locations are breaking even, which aren’t, and why. “Now we have important data in black and white,” Rosanna noted. “I can print off a report and actually show that we need to find more funding for our chainsaw crews at our Taos office, for example. This has been a real eye opener for everyone,” Rosanna said.

Having greater transparency through Sage Intacct helps the organization uncover available funds and redirect them when needed. Excess income can now be used to invest in more supplies, gear, and training for crew members, which helps RMYC advance its mission. Rosanna shared, “Because we’re able to capture every transaction clearly, we found some available money from one of our funding agreements that allowed us to buy more trailers to transport our crews and gear to their job sites. We don’t have to scramble anymore, wondering if we’ll have the funds we need to cover a project’s needs. We’re even able to save some of our unrestricted donations for a rainy day.”

RMYC has also improved decision-making with Sage Intacct’s budgeting and planning software. “It was fast and easy to build reports and budgets for each specific grant and project in Sage Intacct,” Rosanna said. “Putting in budgets for a new grant is a snap, and I’m able to customize different reports for my program managers and directors. They can all view their budgets versus what they’re actually spending and getting reimbursed for and can see and track their expenditures in real time,” concluded Rosanna.



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