



# NEXTSTEP – Ticket to Success for Creative Ministries

## A Sage MAS 90 Accounting Solution

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For over 20 years, WJTL Radio has been broadcasting contemporary Christian music to listeners throughout central Pennsylvania. The station's owner, Creative Ministries, Inc. also draws a national audience through other musical enterprises including a record label, Christian music festivals, and www.iTickets.com, an online Christian ticketing agency.

### Running Into Static

When Darlene Roehm joined Creative Ministries as controller in 1990, the organization was using an entry level accounting software running on a Macintosh computer.

There were already several business divisions in addition to the radio station, yet the software lacked any provision for handling multiple divisions. It also lacked the ability to produce financial statements, so copies of check stubs were sent off to the accountant each month and in return Creative Ministries received a stack of reports. Roehm would then enter the data for each division into a spreadsheet to produce a rudimentary consolidated financial statement.

Commissions and royalty payments were handled outside of the accounting system, using a series of spreadsheets requiring a significant investment of Roehm's time to maintain. As the organization grew and more divisions were added, this methodology became even more time consuming and was harder for Roehm and her staff to support.

### Tuning In A Solution

The organization's accounting became more complex with each new enterprise. When iTickets and the record label divisions were added, Roehm went to the board of directors. It was time to switch to powerful, full-featured accounting software capable of keeping pace with the growing organization. The chairman of the board had just implemented Sage MAS 90 within his own company and praised both the product and the expert implementation and support received from NextStep Technology Advisors of Lancaster, PA.

NextStep consultants installed and implemented Sage MAS 90, and provided one-on-one training for Roehm and her staff, smoothing the transition from Macintosh computers to PCs.

### Music To Their Ears

Each of the organization's divisions was set up as a separate company within Sage MAS 90, which enables Roehm to keep a completely separate set of financials for each business entity, yet combine them all into a consolidated set of financial



Sage MAS 90 allows Creative Ministries to establish separate companies for each division while maintaining the ability to publish consolidated financials.

statements.

The F9 module is Roehm's preferred tool for financial statements. F9 automatically links the data from the Sage MAS 90 General Ledger module to a Microsoft Excel spreadsheet, providing instant, real-time financial information in the spreadsheet and eliminating the need to rekey data into the spreadsheet. Using Sage MAS 90,

Client Profile

Creative Ministries can produce all of its financial statements in-house, using the familiar Excel tool, yet without the inconvenience and expense of an accounting service.

Roehm loves the Smart Memo feature available throughout Sage MAS 90. These free-form text memos can be set to automatically pop up from certain locations within the software, such as Invoice Data Entry or Customer Maintenance. Roehm uses Customer Memos to hold special pricing details, and Vendor Memos to hold miscellaneous details about an artist's account.

### Sound Advice

Creative Ministries' iTickets division pays commissions to its concert promoters, and the record label division must pay royalties to its artists. NextStep configured Sage MAS 90 to handle both types of transactions elegantly within the software. This has allowed Roehm to retire her complicated spreadsheet. Sage MAS 90 calculates all the commission data for her automatically, including determining whether commission is payable based on whether the invoice has been paid. No rekeying of data or complex calculations are required.

When Roehm injured her knee and needed to work from home for an extended time, NextStep enabled her to access Sage MAS 90 from her home computer over a secure connection. "I love the brainstorming that NextStep does with me to solve specific issues that arise," explains Roehm, "They have a real feel for our company and what makes it work."

NextStep supports the accounting software and administers the network for Creative Ministries. Roehm is thrilled with the support she receives from NextStep, "NextStep spoils us. We get quick call backs on support issues, and they always give me the right expert, whether my question is about accounting or backups."



Sage MAS 90 automatically calculates commission and royalty payments for Creative Ministries.

NextStep and Sage MAS 90 have enabled Creative Ministries to turn up the volume on operations, increasing efficiencies, and freeing more time and resources for the organization's mission.

**H**eadquartered in Lancaster, Pennsylvania, our firm has specialized in Sage MAS 90 and Sage MAS 200 by Sage Software since 1989.

Our extensive experience, exceptional service, and broad expertise assure you of our ability to harness information technology to help your business.

If you would like to streamline your operation, we would like to talk to you. Maybe you will be our next success story!



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