

Modern Processes and Deep Visibility Help Early Stage Museum Scale Programming 400%

GRAMMY Museum® Mississippi / Cleveland Music Foundation



Challenges

Tuning Pitch-Perfect Financials from Day One

The Cleveland Music Foundation is a nonprofit organization that runs GRAMMY Museum® Mississippi, which opened its doors in 2016. Located near the birthplace of American music, the museum's mission is to educate and inspire the next generation of music innovators through interactive exhibits, public events, and education programs. After raising over \$20 million to build the museum, the foundation found itself in need of a financial management solution that could report on diverse income streams—including membership dues, various program fees, general admissions, gift shop proceeds, facility rentals, sponsorships, a local tourism tax, multiple grants, and donations. Before opening to the public, auditors insisted the organization adopt a robust system to track each of these funding sources across different parameters.

"We chose Sage Intacct's AICPA award-winning platform over Oracle NetSuite, Microsoft Dynamics, and Blackbaud Financial Edge because it was the easiest to use, and every accountant and auditor we talked with absolutely loved the system," remembers Chace Holland, director of programming and business operations at GRAMMY Museum Mississippi.

Sage Intacct enabled the team to slice and dice data, and create visual dashboards for insight into to key performance indicators, all while delivering sophisticated internal controls so they could maintain the highest accounting standards for annual state and federal audits. These capabilities are helping the organization scale rapidly by making the finance team 30% more productive, speeding the monthly close by 75%, and delivering visibility into trends that helped them grow facility rental profits 64%.

Solutions

Orchestrating Efficient Processes Across Diverse Income Streams

GRAMMY Museum Mississippi leveraged Sage Intacct to establish every business process it needed from ground zero, building a modern, audit-ready foundation upon which to scale. As the organization quadrupled grant funding and program reach, its finance team benefited from automation that was light years ahead of most early stage companies.

"Sage Intacct was instrumental in helping us implement best practices across every financial workflow—from purchasing and accounts payable approvals, to order entry, accounts receivable, banking reconciliations, report preparation, and our month-end close," Holland shared. "Prior to



Company Overview

The Cleveland Music Foundation is a nonprofit organization developed to build and operate the GRAMMY Museum® Mississippi, which explores the past, present, and future of music. The 28,000-square-foot museum houses interactive exhibits dedicated to this mission, and hosts educational programs for students of all ages.

Executive Summary

Previous Software:

- Intuit QuickBooks

Results with Sage Intacct:

- Grew facility rental profits 64% year-over-year
- Increased finance team efficiency by 30%
- Scaled back office easily to keep up with 4X grant funding and 2X admissions
- Slashed monthly close workload by 75%
- Shortened annual audit cycle by 62%