

Success Stories

Case Study No. 5

Company:

House of worship

Objective:

To refinance an existing high-interest mortgage against land and facilities

Problem:

Leadership required improved financial reporting and accounting operations

Solution:

This long-established congregation had been through several controllers in a short period of time and had no clear picture of its financial position.

JRH Consulting Group gave the congregation's business and accounting operations a complete overhaul and we assisted in finding a talented, seasoned accounting professional to run the department. Next, we analyzed the congregation's religious, educational, and communal programs, detailing revenues and expenses. We also established accounting procedures and controls, enabling each department to generate meaningful financial information so the congregation's senior management and leadership could make timely decisions. We created user-friendly documentation for all restricted funds — those donations earmarked for specific projects — to ensure that senior management, accounting and fundraising staff, and the Board could coordinate programs to support and carry out the intentions of the donors.

Payoff:

The congregation took its financial statements — accurate for the first time in years — to a new financial institution. With a clear financial picture, the leadership was able to negotiate favorable terms for the mortgage on its physical plant. They successfully cut the interest rate in half.

Case Study No. 6

Company:

Furniture and textile manufacturer

Objective:

To consolidate two separate business entities into one

Problem:

Divorcing husband-and-wife owners

Solution:

This 20-year-old enterprise, which employed 100 people and generated \$20 million in revenues, needed to merge its furniture manufacturing and textile operation — two completely separate business entities — into one corporation as part of the divorce settlement involving the principals and owners, a husband-and-wife team.

JRH Consulting Group rapidly grasped the nuances of the furniture and textile industries and the very special problems presented by this particular enterprise. We analyzed the separate accounting software systems used by the two original operations, each customized to fit the specific needs of the respective business, and each out of date. We created a comprehensive "needs chart" and designed a single informational and reporting system reflecting the practices of both businesses and the overall needs of senior management. This produced better, more timely information, along with stronger internal controls.

Payoff:

Our solution enabled the company to turn a problem into an opportunity as it was then positioned to expand new showrooms in three new cities.