



CASE STUDY

# United Farm and Home Cooperative Streamlines Accounting and Inventory Management with Merchant Ag

Partnership centralizes key financial and operational data across multiple locations



## COMPANY OVERVIEW

United Farm and Home Cooperative is a farmer-owned business serving the needs of its 5,500 member farmers and the area's agricultural community since 1945. The co-op is headquartered in Columbia, TN, with eight additional locations. United Farm is a \$100 million business, operating multiple divisions, including retail, agronomy, energy, and livestock, which includes feed and animal health. They also plan to construct a feed mill.

## CHALLENGES

- Fulfilling regulatory and reporting requirements
- Disconnected financial reporting across all merchandising and locations
- Growing demand in the diverse needs of the ag community

United Farm and Home Cooperative lacked a method to do continuous inventory tracking that was integrated with an accounting system. As a result, they were forced to shut down all locations at the end of their fiscal year to take inventory and manually enter the data into the system.

Furthermore, the co-op had no efficient way to record regulatory and reporting requirements for their retail business transactions. As the co-op grew, and the needs of the ag community diversified, the cooperative faced additional challenges in tracking the increasing inventory at multiple locations and regulatory reporting requirements.

## OBJECTIVE

- Integrate key financial reporting across all locations
- Centralize inventory control management into one system
- Gain real-time data on accounting, payroll processing, and customer transactions



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### OBJECTIVE (continued)

United Farm and Home Cooperative looked to gain operational efficiency, visibility on tracking inventory, integrated accounting and an ag-focused ERP system that can handle the unique needs of an agribusiness.

With managing multiple locations, it was essential for the co-op to have a centralized and integrated accounting system that makes financial reporting more efficient. Maintaining inventory tracking in one centralized system would allow the co-op to remain open for business at the end of the fiscal year. In addition, having real-time access to accounting, payroll, and customer transactions will streamline workflow and eliminate bottlenecks in daily operations across all locations.

### SOLUTION

Since Ever.Ag had local connections to the cooperative, and considering their working knowledge of the agribusiness industry, United Farm and Home chose to work with them to implement Merchant Ag, an agribusiness-focused ERP solution. They intended to utilize accounting management software to automate financial data recording and reporting and integrate it with a centralized inventory tracking system.



“Ever.Ag was working hand-in-hand with us. The developer knew what we needed, where we were lacking, so we were able to give input as they were building the product for us.” – Randy Stubblefield, CEO of United Farm and Home Cooperative.

Merchant Ag’s real-time online platform with mobile application capabilities allows the cooperative to maintain accurate and timely accounting data and record-keeping across all locations.

“With our smaller stores, we need to watch overtime closely. Merchant Ag gives us a good management function of letting the location managers know the status of their employees.” – Randy Stubblefield, CEO, United Farm and Home Cooperative

### RESULTS

- An integrated system that provides real-time access to accurate financial and operational data
- Centralized location for inventory tracking and management
- Streamlined payroll processing and employee management

With the help of Ever.Ag, United Farm and Home Cooperative established an integrated ERP accounting system that provides real-time access to their financial and operational data. They have gained efficiency and accuracy by having a centralized location for real-time inventory management that automatically updates for all store locations.

“Before Merchant Ag, there was no way to do a live count. We had to shut the stores down at the end of the fiscal year, do a paper count, and then enter it into the database system. It took a ton of staffing. That’s why Merchant Ag was a huge upgrade because it gave us the ability to count inventory while we’re open for business.” – Randy Stubblefield, CEO of United Farm and Home Cooperative

Furthermore, the co-op has streamlined payroll processing and has improved insight into managing employee records across all locations.



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