

Arbor Custom Homes Revels in Wowing Customers, Subs, and Suppliers

Cousins Wally Remmers and Dennis Sackhoff, founders of Portland, Oregon-based Arbor Custom Homes, needed accounting software that would help them build their fledgling two-person company into a successful production homebuilder.

Sage Timberline Office, with its module-based software, allows companies to buy just what they need initially, while letting them add applications as the company grows. Each of the applications within Sage Timberline Office look, feel, and respond similarly, making it easy to learn initially with no need to relearn the basics when a new application is added.

Software “A Thing of Beauty”

Arbor Homes chose Sage Timberline Office, something controller Diane Jarvis says the company has never regretted in the more than 10 years that the software has helped them stay on top of accounting, estimating, and day-to-day building operations.

“Sage Timberline Office is really progressive in terms of depth and comprehensiveness of the program. There are a lot of decisions to be made during setup, but once you’re up and using it, it’s a thing of beauty,” Jarvis says.

Enhanced Sub and Supplier Relations

Jarvis says one of the biggest benefits from Accounting is how it makes it easy to manage relationships with subcontractors and suppliers.

“It’s really very easy to find out if you’ve paid someone or not and give them the appropriate information,” Jarvis says.

Customer:

Arbor Custom Homes

Industry:

Homebuilding

Location:

Portland, Oregon

System:

Sage Timberline Office

CHALLENGE

Needed to grow a start-up two-person contracting company into a thriving production homebuilder.

SOLUTION

The modular system of Sage Timberline Office allowed the builder to start with essentials and add to their system as needed.

RESULTS

The comprehensive program created efficiencies in every area, from enhanced sub and supplier relations to tracking insurance and license requirements. Best of all, it takes just minutes to call up detailed reports.

She also uses Sage Timberline Office to track insurance and contractor licensing information. She says she finds it especially helpful that the software alerts her if she's entering an invoice for a subcontractor whose insurance or contractor's license has expired. That keeps Arbor Homes' own liability insurance in check.

"It's a cost savings to us to be able to rigorously track these things," she says.

Efficiencies Make Arbor Homes Look Good

Sage Timberline Office also simplified how Arbor Homes retrieves and analyzes financial data. Jarvis says that when she gets a call from a bank, it takes just minutes to get information such as how many homes have closed in a certain period or how many upgrades they have.

"We communicate better. And people saying, 'Wow, these guys are really on the ball' is good for business," she says.

For more information about Sage Timberline Office, visit www.sagecre.com, call 800-628-6583, or contact your local Sage Timberline Office Business Partner.

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– Diane Jarvis
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