



Mountain Java,
Grounds for Pleasure,
Automatically transfers sales from Clover to QuickBooks.

Located by the beautiful Payette Lake in McCall, Idaho, Mountain Java is a friendly neighborhood coffee shop where locals love to hang out and tourists wait in line for unique drink creations. From the Sea Salt Dark Chocolate Espresso to the fresh Ham and Swiss Pull Aparts, Mountain Java keeps it local by sourcing from area roasters and bakeries. Fabulous coffee, welcoming baristas and a great patio view keep both locals and tourists coming back.

Company Name

Mountain Java
McCall, ID
 MountainJavaMammas

Established

2012

Market Segment

Coffee Shop

Point of Sale (POS)

Clover

Accounting Software

QuickBooks Online

The new Sales by Category feature helps Mountain Java track cost of goods sold and determine their most profitable items each month!

Background

Ginnell Hellhake and Nicki Dyson had been friends for years and often talked about one day running their own business. They longed to open a coffee shop and were regulars at Mountain Java for many years, so they were thrilled when the opportunity to purchase it presented itself. On June 2012, Ginnell and Nicki became the proud new owners of Mountain Java. Since McCall is a small town (about 2,900 full-time residents), they knew they would have to appeal to both locals and tourists to be successful. They crafted a unique drink menu that includes Coconut Cream and Tiramisu lattes and brought in an array of delicious treats from a local bakery. Although there is often a line out the door, Mountain Java takes the time to really understand each customer and provide more than just a caffeine fix for those they serve.



Challenge

Since both Ginnell and Nicki are mothers to young children, successful local realtors and the owners of Mountain Java, they knew that their time would be precious. Although Commerce Sync installation was easy and sales began transferring immediately, Ginnell knew something was off when she looked at their QuickBooks account. As it turns out, the complexity of Mountain Java's daily sales required features that were not yet available with Commerce Sync. So, with the promise of new features coming soon, they disconnected their Commerce Sync service for the time being.

Solution

A few months later, the new Commerce Sync features were ready to be piloted and Ginnell and Nicki were the first in line to try out the latest innovations. By really listening to customer needs, the new features in

Commerce Sync enabled the transfer of Sales by Category. This meant that the daily sales totals were presented in one summary invoice and subtotaled by categories that Ginnell and Nicki had defined in their Clover and QuickBooks Online systems. After a successful pilot, Mountain Java was up and running on Commerce Sync once again.

Results

With the addition of the Sales by Category feature, Ginnell and Nicki no longer have to worry about manual data entry and have saved tons of time. The new feature allows them to keep track of their cost of goods sold so they can accurately determine what items are the most profitable and decide on new product offerings.

"I love that I don't even have to think about Commerce Sync!"

Advice on starting your own business

Be prepared! Running your own business is time consuming and risky, but if you do what you love, it's worth it.

About Commerce Sync

Commerce Sync is a software application that automatically transfers sales information from a point of sale/Ecommerce solution to any QuickBooks or Xero accounting software.