



CLIENT STORIES

How OnPay helps Selkirk Stone build a better foundation with **easy in-house payroll**

Selkirk Stone lays the groundwork for efficient payroll processing with OnPay, streamlining in-house administration and cutting costs so their team can focus on crafting exceptional stonework.



HOW IT ALL STARTED

Stone veneers that set a higher standard

When Terrence Deis founded Selkirk Stone in 2008, it was more than a business venture — he had a vision to set the standard for what quality stone veneers could be. The result? As they approach two decades in business, their products have earned a reputation for both beauty and function that replicates the look and feel of natural stone. Selkirk's team makes it a priority to use superior raw materials that deliver exceptional durability, performance, and visual appeal. Whether it's a cozy fireplace or a bold commercial façade, they help their clients bring spaces to life so every project looks stunning and stands the test of time.

THE CHALLENGE

Payroll that's crafted to cut through the clutter

As Selkirk took on more clients, the size of their team also grew — and so did the responsibilities related to paying more employees.



ABOUT THE CLIENT

Selkirk Stone

Located in Sandpoint, Idaho, Selkirk Stone offers stone veneers designed to combine striking beauty with lasting function to mimic the warmth of natural stone.

Where: Sandpoint, ID

Company Size: 14+ employees

Client Industry: Manufacturing

Joined OnPay: April 2022

Selkirk Stone needed an ideal payroll partner for their growing business. The switch to OnPay transformed their workflow—cutting payroll processing time, enabling key accounting integrations, and reducing payroll costs across the board.

onpay

Good evening, Michelle

Marissa Richards Douglas Riddle Eliana Dennis Jessica Foley

Recent pay run

Feb 1st

SUMMARY CHECKS

Pay schedule

S	M	T	W	T	F	S
				1	2	3
				4		
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

Next pay run

Feb 5th

Bi-Weekly

START RUN



To streamline payroll and operations, Terrence decided it was time to find a partner that could help keep processes running smoothly, and he teamed up with his operations manager, Devon Brown, to research local service providers. Located in a small, tight-knit community of family-run businesses, they initially chose a local accounting firm for support. But after that practice was acquired, the personalized service the team had come to expect was slipping – even as the firm’s fees were going up.

What used to be simple became cumbersome, with endless email threads just to manage payroll and track deductions,” says Devon. “As we looked closer, we saw that we could save a lot of time and money by handling it ourselves.” Realizing it would be more efficient to handle paying employees themselves, it became clear ...

They needed:

- ✓ An affordable payroll system to automate tax filings, calculations, and payments
- ✓ A straightforward solution that could integrate with QuickBooks Desktop and support both full-time and part-time employees
- ✓ Dependable support – with a real phone number and real people who could help

With OnPay, Selkirk Stone:



Simplifies payroll administration **into a quick 30-minute task**



Integrates top accounting software with payroll to **keep financials in sync**



Reduces payroll-related costs without sacrificing quality, accuracy, or support

THE SOLUTION

Cementing a smoother payroll process with OnPay

When Selkirk began searching, one name stood out: OnPay. They read client reviews, compared features, and looked into a few other competitors, but many alternatives would overcharge them for features beyond their needs and budget. OnPay stood out for its ease of use and great value. One quick call with OnPay support gave them the confidence that there would be real people to help along the way. They signed up, and within days, payroll was up and running without hassle or confusion. It was just what they needed to stay focused on delivering quality veneers to clients.



“OnPay is such a great value for any business size, and the integrations streamline our payroll process, reducing mistakes and allowing us to focus on more important processes within our business.”

Devon B., Selkirk Stone

Giving the team an easy payroll button with OnPay

Since choosing OnPay, payroll has gone from hours of back-and-forth over email to a simple 30-minute task the team now manages entirely on its own. Tax filings are off their plate, onboarding is faster, and managing both W-2 and 1099 workers comes at no extra cost. In addition, QuickBooks Desktop syncs seamlessly, keeping their books in order without extra steps. Devon says:

“OnPay is the easy button for payroll, and I love that. It takes me no time. I get the access and visibility I need, and support is just a quick chat away.”

With less time spent on payroll and more on what moves them forward — like employee training, fine-tuning craftsmanship, and maybe even a morning coffee — Selkirk continues to set the standard for stonework that its clients count on.