

**SENTRIC'S TEAM** helps the **PITTSBURGH PIRATES** stay on top of their payroll game, whether at home or on the road.



**Each season, the Pittsburgh Pirates baseball team faces the brutal challenge of playing 162 games in 18 states and with an average total distance traveled of more than 33,000 miles.**

This grueling and complex schedule doesn't just affect the players; it also affects the business teams behind the scenes – especially payroll.

That's because unlike traditional companies that hire workers to perform job tasks in a single state, major league baseball teams face the unique challenge of sending players to work (or play) all over the country.

As a result, those players then need to be taxed on wages earned in each individual state. Making the situation even more difficult is the fact that nearly all affected states have different local and state tax laws. So, in just one season, that can mean paying taxes – and working to master complicated tax laws – all over the country, from spring training in Florida to opening day in San Diego.

"I have confidence in Sentric thanks to the relationship I've built with my customer support representative, Terri. Working together for nearly 14 years means that I won't have to waste time explaining things. [Terri] gets it because she actually knows me."

**LAURA KALLOP**  
PITTSBURGH PIRATES PAYROLL  
ADMINISTRATOR

As the organization prepared for a change in scenery, moving from outdated Three Rivers Stadium to PNC Park, it quickly began experiencing tremendous growth, expanding from roughly 800 to more than 2,000 total employees.

With workloads already overflowing as a result of complicated player payroll, the Pittsburgh Pirates needed help and they needed it fast.

Rather than growing internally, the organization searched for a partner who could not only handle payroll for a company of its size, but also had the necessary experience to easily navigate the tricky state tax laws facing its payroll department.

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As it turned out, the Pirates wouldn't have to look far with hometown partner, Sentric stepping up to the plate. Offering both **INDUSTRY EXPERTISE** and **DEDICATED CUSTOMER SERVICE**, Sentric allowed the Pittsburgh Pirates payroll department to automate some of its procedures by incorporating existing payroll data into the process to save both time and improve accuracy. As a result, working with Sentric helped ease the burden on payroll administrator, Laura Kallop, allowing her to concentrate efforts on other aspects of her job.

*"Working with Sentric has allowed me to move away from the many administrative tasks – like data entry and tax research – so I can concentrate on other, more important aspects of payroll," explained Kallop. "I'm able to do this*

*because I have confidence in Sentric thanks to the relationship I've built with my customer support representative, Terri. Working together for nearly 14 years means that I won't have to waste time explaining things. She gets it because she actually knows me. Very few companies can offer that level of expertise and service."*

As a partner for nearly 14 years, Sentric has worked alongside the Pittsburgh Pirates payroll department, providing the necessary support to ensure payroll is on time and accurate. Working together, Sentric has helped the payroll department navigate both state and local tax laws for players and staff, and has been able to grow alongside the team as both organizations continue to expand.

Sentric's **INDUSTRY EXPERTISE** and **DEDICATED CUSTOMER SERVICE** allow the **PITTSBURGH PIRATES** to save time and improve accuracy.

Even as both of our organizations continue to expand, I know I'll get the same personal level of support promised on day one.

**LAURA KALLOP**  
PITTSBURGH PIRATES PAYROLL  
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