# Machine Quilters Business Manager <br> On Line Class Block 2 

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## Invoicing, Sales Invoice Screen

## Navigation zone

- Can access the screen via:
- Customer screen, this is a faster way to sort the quilts for the customer
- Sales/Invoice tab, then choose the customer via first or last name.
- If you do not choose a customer, the quilt will be unassigned, will cover in troubleshooting
- Return to this Customers Information
- Blank worksheet for this customer
- Search All Invoice (discuss later)
- Decimal Chart

Identify the quilt/invoice

| New | MQBM Inv\#: 647 | Type of Sale: | Quilt | $\checkmark$ | Add to List | Search Quilts By: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quilt | Your Inv\#: | Quilt Name: Frozen Panel |  |  |  | Quilt Name: | $\checkmark$ |
|  | Last Inv \# used: | Quilt Type: |  | $\checkmark$ | Add to List | MQBM Inv\#: | $\checkmark$ |
| 國 |  | Invoice Title: |  | $\checkmark$ | Add to List | Your Inv\#: | $\checkmark$ |

- New Quilt -
- Buttons right and left
- Delete the quilt
- MQBM Inv\#- automatically inserts a number, cannot change it, if you delete it is gone forever!
- Your Inv\# - 16001,
- Last Inv\# used: will always look for the largest number, so 150001 is larger than 16001.

Type of Sale:

- This is a grouping of Sale Types
- Will default to Quilt
- Use Add to List button to make your own groups.
- Will use in Financials and on the Quilt Sales Spreadsheet

Quilt Name

- Name with customer, want to be able to find this quilt when the customer asks for history
- Use the Design name, quick reference to see what designs customer has used.
- Piecing pattern name, gift to someone,

Quilt Type

- Another way to group your quilts across customers
- Use Add to List to make your own group
- Will use on the Quilt Sales Spreadsheet to see across customers
- Block of the Month, Mystery Quilts, Pricing Category, Design Category, Start to Finish, T- shirt quilts, Art Quilt, Shop Sample (pull across Shops), RUSH.
- With Filter by Selection, you can use more than one descriptor and you can find a word. Will discuss more in Financial Reports.
Invoice Title
- Here is where we use the disclaimers that we built earlier in Set Up.
- Can quickly add to the list here, using Add to List

Search Quilts by:

- Quilt Name
- If you have blank names they will show as blanks
- The list will be just for this customer
- If you have just added a quilt, it will appear on list if you click Click to Save
- MQBM Invoice \#
- Your Invoice \#

Dates


Date Accepted

- This is the date the quilt arrives in your studio,
- it is used to calculate your turn around time on the Quilt Sales spreadsheet
- use $\mathrm{Ctrl}+$; to drop in todays date, choose from calendar, type in $1 / 1 /$ and it will fill in year.

Target Date

- When you would like to return the quilt to the customer
- Use after they have left the studio if you don't want the date to show on their receipt
- Buttons to drop in future dates
- <> 5 days of target

Completed

- When you finish the quilt.
- Helpful on the Quilt Work Log to show that quilt is done, waiting to pick up
- Is used to calculate turn around time on the Quilt Sales spreadsheet

Returned to Customer

- When the quilt is returned to the customer
- Takes the quilt off of the Work Log


## Quilting Service



Step 1

- Enter the Width and Length

Step 2

- Click here to Calculate Size, notice the calculations

Step 3

- Clicking on the Use button will drop the calculation into the Size of Area/Qty field of the selected record below.

Step 4

- Pricing Category
- Choose from list, the Price per Unit will drop in
- Samples:
- Edge to Edge using sq inch
- Minimum Charge using 1 in Qty
- Hourly charge using the number of hours in Qty
- Placement Area
- Where on the quilt the design will be placed on the quilt
- Design
- Choosing design
- Sort 1
- Add to List button

Step 5 and 6

- Click to Sum
- Click here to Accept and move over
- Red indicates there is a difference between the two values.

Thread

| Quil | ling | Thread | Batting | Backing | Binding | Image | ge | Notes | Addi | itio | onal Charge | No Tax | Add | ditional | Charge Taxed |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Sq In/c | cm SqY | $\mathrm{y}_{\mathrm{ds}}$ |  | Sq Me | leters | ers/cm: |  | Met | ters/in: |  |  |  |  |
|  |  |  | 850 | 2.97 | 26.7361 |  |  | 0.385 | 2.48 | 838 |  |  |  |  |  |
| Enter thread color choices, charges as desired: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Charge Category: |  |  | Thread Color: |  | Add to List |  | Used Where?: |  |  |  |  | Unit: | Price per Unit: |  | Extended Price: |
|  |  | Add to List |  | Sort: |  | $\checkmark$ Add to List |  |  |  |  |  |  |  |  |  |
|  | 区 | Group B | $\checkmark 405$ SF Cashew |  |  | $\checkmark$ | Blocks |  |  | $\checkmark$ | 15.00 bobbin |  | $\checkmark$ | \$0.75 | \$11.25 |
| - | - | Group B | $\checkmark 402$ SF Pearl |  |  | $\checkmark \checkmark$ | Outside Border |  |  | $\checkmark$ | 1.00 per quilt |  | $\checkmark$ | \$10.00 | \$10.00 |
| * | - |  | $\checkmark$ |  |  | $\checkmark$ |  |  |  |  | $0.00$ |  | $\checkmark$ |  |  |

Charge Category

- Chose pricing category
- Samples
- Simple Group by bobbin
- Simple overall charge by Brand
- Accounting for quality of thread, density of design, size of quilt
- Price per unit drops in

Thread Color

- Choose from list
- Sort by Group or Brand
- Add to List using the button
- Don't forget the Shopping List

Used Where

- Amount Used
- Sample
- Bobbin, counted and entered once quilt is completed
- Overall Charge, use of 1 in Amount Used
- Sq Yards used
- Unit
- Click here to Sum and Accept to move to right


## Batting



- Enter width and length
- Note Extra Amount
- Calculations:
- Top values are the straight measurements
- Boxed values include the extra amount indicated
- Batting Type
- Always choose from drop down, Price per unit will drop in
- Add to List, and Shopping List
- Samples:
- Price per Linear Inch
- Price per Package
- Customer Supplied, typing in what they brought

Quilting Thread Batting Backing Binding Image Notes Additional Charge No Tax Additional Charge Taxed

| Width | 55 Inches | Linear | d | eter | Sq In/cm | Sq Yds: | Sq Feet: | Sq Meters/cm: | Sq Meters/in: |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Width: | 1.53 | 1.40 |  |  |  |  |  |
| Length | 70 Inches: | Length: | 1.94 | 1.78 | 3850 | 2.97 | 26.7361 | 0.385 | 2.483871 |



- Width and Length brought forward
- Calculations of linear yard of the width and length
- Don't forget the calculator on your computer, often just a click on the keyboard
- Choose from drop down list, Price per unit will drop in.
- Add to List button and Shopping List

Binding


- Choose the service
- Add to List button
- Use Linear Inch or Foot
- Sub Contractor

Image


- Limited to 2 gigabites of images
- Held in QuiltPics.accdb
- Open a screen/window of the Quilt image in any application
- Once it is on the screen,
- Click to open the Snipping Tool, as the tool opens the screen will become grey
- Left click and hold the mouse click and drag a box around your quilt
- Choose the copy icon
- Return to MQBM, make sure the box is outlined and click on the Paste icon.

Multi Images


- Select Image button
- Opens a browser window to locate the image
- Once you click on an image and Open it will be copied to c:/ProgramData/EurekaDocSys/MQBM/Images folder

- View Image
- Opens the image in a viewer, you will see the full image and be able to scroll in and out, etc
- Delete the Image
- Will unattached the quilt image from the quilt invoice.
- Add to Keyword List
- This is the list that you will build to keep track of the keywords that you have used.

| AligeyordPopUp |
| :--- | :--- |
| Applique |
| Border |
| Delectable Mountain |
| Dresden Plate |
| Garden Club |
| Grandmothers Flower Garden |
| Hunter Star |
| Lonestar |
| QC BOM |
| QH BOM |
| Radiating Background |
| Setting Squares |
| Shell Shock |
| Show |
| * |

- Add from List of keywords to this image
- Here you can choose as many keywords as you like to describe the image.
- You will be able to choose one item from the list as you view images
- See Quilt Images by Keyword
- This is where you sort the Quilt Images by Keyword to find them.

Notes

| Quilting Thread Batting Backing Binding Image Notes Additional Charge No Tax Additional Charge Taxed |  |
| :--- | :--- | :--- |
| Notes: (shift +f2 to expand) | Notes 2: (does not appear on the Invoice, appears on Shop Order) |
| Will appear on the Invoice | Private, will appear on Shop Order |

- Notes on the left appear on the Invoice
- Notes on the right do not appear on the Invoice
- Add other information about the quilt, any issues that you might want to share with customer
- Notes about the design set up to retain for later
- Notes on the right do appear on the Shop Order screen.


## Additional Charges

Quilting Thread Batting Backing Binding Multi Image Original Image Notes AddCharge No Tax Add Charge Taxed

| Charge A |  |  | Add to List | Component | Amount |  | Unit | Price/Unit | Final Price |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\pm$ | Discounts | $\checkmark$ | 30\% off batting | $\checkmark$ | 23.36 |  | (\$0.30) | (\$7.01) |  |
|  | $\pm$ | Fabric | $\checkmark$ | 3304 Hoffman Batik | $\checkmark$ |  | per yd | \$12.00 | \$18.00 |  |
| $\nu$ | $\pm$ | Embroidery | $\checkmark$ | 0-1,000 stitches | $\checkmark$ |  | Monogram | \$1.00 | \$5.00 |  |
| * | $\cdots$ |  | $\checkmark$ |  | $\checkmark$ | 0 |  |  |  |  |

- Choose Charge from Drop Down
- Choose a Component from the drop down list
- Enter Amount ( the most important column!)
- Samples
- Discount
- Amount is the key
- Percentages
- If discounting Subtotal, enter the full subtotal
- If discounting Batting, enter just the batting charge
- Amount off
- Enter 1 in amount if set up is $\$ 10.00$ off, to give $\$ 10$.discount
- Selling Fabric
- Enter the amount of fabric being sold

Tax Rates


- Add to List
- Choose from drop down.
- Click on Calc to see Tax Rate pop up dialog box, choose Ok
- Trouble shooting
- If tax rate is not listed, then it has been archived, return to Add to List and uncheck the archive box
- It no tax is calculated, there is a blank field either on this screen or the Tax Rate Set Up screen.
Hours

Hours | 5.500 |
| :---: |
| Stitch Count: |
| 200,000 |

- Enter the hours it took to complete the quilt.
- Be consistent with the hours that you enter, may include intake, loading, design time, trimming, etc.


## Stitch Count

- Enter the stitch count. Just for reference


## Click to Save



- Save after any changes and after Payment is entered.
- Payment Box
- Enter Date, Amount of Payment (use Copy Final Cost button)
- Leave Final or choose Deposit or Payment
- Form is a field to add Cash, CC, Check \#, etc.


## Invoice Choices

- Fonts

- Review the Labels
- Invoices

| Invoice Choices: |  |
| :---: | :---: |
| Invoices with No Logo | Shop Order (only customer info) |
| Invoice with No Logo | Shop Order |
| Invoice with No Logo Quilt Image (Original) | Shop Order with Design Image |
| Invoice with No Logo Quilt Images (Multiple) |  |
| Invoice with No Logo and Design Image |  |
| Invoices with Logo in Upper Left Corner | Combine more than one quilt on invoice |
| Invoice with Logo | Combined Invoices |
| Invoice with Logo and Quilt Image (Original) |  |
| Invoice with Logo and Quilt Images (Multi Image) |  |
| Invoice with Logo and Design Image |  |
| Invoice with Quilt Image in Upper Left Corner | Include only Additional Charges |
| Invoice with Quilt Image (Original) | Additional Charges Only with No Logo |
| Invoice with Quilt Image (Multi Image) | Additional Charges Only with Logo |
| Invoice with Quilt(Original) and Design Image |  |
| Invoice with Quilt(Multiple) and Design Image | Close Screen |
| Lost Quilt?? Info didn't show on Invoice? Assign Customer |  |

- Emailing an invoice to a customer.
- Select the pdf icon from the Print banner, save the pdf in a folder on your computer and then attach it to an email.

$\bullet$


## Sample Invoices

- Regular Quilt Sale
- Charity quilt
- Use wholesale pricing for Batting, Backing and thread
- Choose the name of batting and change the price to the wholesale amount
- Discount the entire price under Additional Charge No Tax.
- Pay at $\$ 0$.
- See how much you have discounted in Financials under Additional Charges No Tax
- If you want a break out of Batting, Backing and Thread, your set up should look like this: and then you will enter a line for each item and the price of the item in amount.

- Additional Charge No Tax Screen

Quilting Thread Batting Backing Binding Image Notes Additional Charge No Tax Additional Charge Taxed


- See Financials


Teaching

| Additional Chrg Sold |
| :--- |
| All Add Chges No Tax Summary |
| Specific Additional Charge |
| Border to Border |
| Specific Charge |


| Additional Charaes Non Taxed $1 / 1 / 2016$ to 12/31/2016 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Border to Border |  |  |  |  |  |  |
| Class Fees |  |  |  |  |  |  |
| Date Paid 4/11/201e | Invoice \#: 653 | Quilters Haven, | Quantity: 1 | Unit: @S250/ | Cost/Unit: $\$ 250.00$ | Final Charge: $\$ 250.00$ |
|  |  | Component Total: | 1 |  |  | \$250.00 |
| Expenses Paid |  |  |  |  |  |  |
| Date Paid 4/11/201e | Invoice \#: 653 | Quilters Haven, | Quantity: $250$ | Unit: a sessio | $\begin{array}{r} \text { Cost/Unit: } \\ \$ 1.00 \end{array}$ | Final Charge: $\$ 250.00$ |
|  |  | Component Total: | 250 |  |  | \$250.00 |
| Kit Fee |  |  |  |  |  |  |
| Date Paid 4/11/2016 | Invoice \#: 653 | Quilters Haven, | Quantity: 30 | Unit: @S35/st | $\begin{aligned} & \text { Cost/Unit: } \\ & t \quad \$ 35.00 \end{aligned}$ | Final Charge: $\$ 1,050.00$ |
|  |  | Component Total: | 30 |  |  | \$1,050.00 |
| Registration Fee |  |  |  |  |  |  |
| Date Paid 4/11/2016 | Invoice \#: 653 | Quilters Haven, | Quantity: 30 | Unit: <br> @S25/st | $\begin{aligned} & \text { Cost/Unit: } \\ & t \quad \$ 25.00 \end{aligned}$ | Final Charge: $\$ 750.00$ |
|  |  | Component Total: | 30 |  |  | \$750.00 |
|  |  | Border to Border Total: | 311 |  |  | \$2,300.00 |

Fabric Sale


Trouble shooting

- If you don't choose a customer first.
- When you go to print you will see

| Quilt by Check! |  |
| :--- | :--- |
| Mary Reinhardt | \#Type! |
| 129 Wishing it Were Summer Lane |  |
| Lakeshore, MN USA | \#Type! |
| 651-679-1234 |  |
| mary@quiltbycheck.com |  |

- Another symptom: when you go back into the system later and you find the customer and the quilt is not listed on her Search.
- To resolve use, Support, Sales Management, the quilt will be at the top of the list and you can choose the customer from the list and the quilt will associate with the customer.
Back Up Your Data Memory Device Installing on a new computer Contact Us Sales Mgmt Print Users Guide
This is a log of all of your sales. Be careful to not delete entries as they cannot be re-created. This log should only be used to change customers associated with a sale. Search the quilt by Inv \# or scrolling, then add/change the correct customer \# in Cust \# column.

| Search Inv \#: <br> Inv\#: Your Inv\# $\stackrel{\mathrm{A}}{\mathrm{Z}} \downarrow{ }_{\mathrm{A}}^{\mathrm{Z}} \downarrow \mathrm{Z}_{\mathrm{z}}^{\mathrm{A}} \downarrow{ }_{\mathrm{A}}^{\mathrm{Z}} \downarrow$ |  |  | Filter b | y Cust: |  | $\checkmark$ | ch Quilt Name: |  |  |  |  | Go to this Invoice (must have Cust \#) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Customer Name |  | Name of Quilt$\frac{1}{2} \downarrow,{ }_{A}^{2} \downarrow$ |  |  | Acceptec $\mathrm{A} \downarrow \left\lvert\, \begin{aligned} & \mathrm{z} \\ & \mathrm{~A} \end{aligned}\right.$ | $\begin{gathered} \text { Returned } \\ \substack{\hat{z} \downarrow \\ \frac{1}{2} \downarrow \\ \frac{1}{A} \downarrow} \end{gathered}$ | $\begin{aligned} & \text { Completed } \mathrm{Su} \\ & \frac{1}{2} \backslash \frac{2}{A} \downarrow \end{aligned}$ |  | Tax |  | Final Cost | Date Paid A $\downarrow$, ${ }_{A}^{\mathrm{Z}} \downarrow$ |
| 655 |  |  | $\checkmark$ | Quilt wi | th no Customer |  | 4/13/2016 |  |  | \$101.25 |  | \$7.21 | \$108.46 |  |
| 336 | 335 | Alins | $\checkmark$ | Ann's F | rst Quilt |  | 11/26/2010 | 12/19/2010 | 12/11/2010 | \$188.26 |  | \$13.41 | \$201.67 | 12/19/2010 |
| 466 | 440 | Alins | $\checkmark$ | Pillow 5 | hams |  | 7/12/2011 | 8/2/2011 | 7/22/2011 | \$26.62 |  | \$1.90 | \$28.52 | 1/25/2012 |
| 595 |  | Alins | $\checkmark$ | Lancast | er Puzzle |  | 2/4/2012 | 3/4/2012 |  | \$77.17 |  | \$0.00 | \$77.17 | 2/4/2012 |

- No totals are calculating
- There is a blank field in the right hand column.

- There is a blank field in Tax Rate Set Up

| dax Rates |  |  |  |  |  |  | - $\quad \times$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name of Tax: <br> ex: MN. $7.125 \%$ <br> do not remove tox from list | Quilting Charge Tax Rate ex: 07125 | Thread Charge Tax Rate | Batting Charge Tax Rate | Bocking Charge Tax Rate | Binding Charge Tax Rate | Additional Charges Tox Rate | Shipping Charge Tox Rate |  |  |
| MN 7.125\% | 0.07125 | 0.07125 | 0.07125 | 0.07125 | 0.07125 |  | 0 | $\square$ Archive |  |
| Tax Exempt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $\square$ Archive |  |

- No Tax has been chosen. Choose Tax Exempt or add 0 here

- Font choice is left blank, will see this error

- Solution is to re-enter the Invoice Font and or the Font Size.


## Work Log/ Waiting List

## Work Log



- Contains all quilts that have not been marked with a date in Returned to Customer.
- Very useful for scheduling,
- for organization of the day,

O if you can't see quilts at a glance very helpful to see what quilts are in your studio.

- Consider a print out and send to the cloud every week or so for liability. Back up works too, but this might be helpful.
- You can alphabetize the list on any field.
- Customer Name - will bring all of the customers quilts together
- Name of Quilt - allows you to see similarly named quilts together
- Date Accepted - a-z will show you the quilts you have had the longest
- Target $-\mathrm{a}-\mathrm{z}$ will show the quilts you need to work on as they are due the soonest
- Completed $-\mathrm{a}-\mathrm{z}$ will show you those quilts that done, just needing to be picked up.

O You can sort a-z, z-a on any field, just highlight the field and use the a-z, z-a icons in the toolbar.

- Filtering tools found along the bottom of the screen.

| Customer Name: |  |
| :---: | :---: |
| Name of Quilt: | Remove Sort and See all Quilts |
| Date Accepted; |  |
| Target Date: |  |
| Date Completed: |  |
| Filter for Quilt |  |

o Customer Name: helpful when a customer contacts you or drops off quilts, to quickly see you have other quilts in the queue.
O Other fields will show similarly to above.

- Filter for quilts that are complete, will show all quilts that are completed and waiting pick up. This is helpful for contacting customers.
- Remove Sort and See all Quilts button will remove any filters so that you can see all of the quilts
- Go To Order/Invoice Button

- Click on the right facing arrow to the left of the customer name.
- Click on Go To Order/Invoice Form, you will be taken to the Sales Invoice screen for the Customer and to this specific quilt. You will not see the other quilts for the customer as you have filtered for this specific quilt. To see the other quilts, you must release the filter. Just click the Filtered button at the bottom and the rest of the quilts will come back.

- Links in the Navigation zone
- Sort by Quilting Service and Design will open a new screen seeing all quilts. You can sort by like design and service to see similar quilts.
- Print Quilt Work log by date Accepted
- Print Work Log by Target Date
- Print Work Log by Target Date with Details
- Print Calendar by Target Date
- Can copy and paste the information to Excel.


## Waiting List



- Attributes:
- All of to do list, etc in one location
- Helps with scheduling
- Build a list of potential quilts, those quilts that you are planning to do, but not yet in your studio.
- Allows customer to bring you quilts when you are ready
- Allows customer to work on quilts but hold a spot in your list, thus maximizing time and reducing your turn around time for the quilter.
- Prints upcoming future "appointments" on the bottom of the invoice
- Can see calendar of when quilts are due from the Invoicing side of program.
- Target Date, setting up,
- Use of buttons
- Entering more than one instance of day
- add new entry of the day by using Ctrl+' to copy line above, or highlighting and copy/paste
- Last Name or Task
- Entering openings designation
- Drops in First name and Telephone number if available
- Appointment Date, could be the date that the customer called to get on the waiting list.

| Search for Customer: |
| :--- |
| Search for Openings <br> small o in the Last Name field indicates an opening on the list. |

- Limitations
- Built in 2003 before smartphones!
- Unable to link with phone, other calendars work much better at this.


## Financials




## Supplies and Expense Entry, Supplier List Supply Entry

- Items that are resold to the customer.
- Ex: Batting, Thread, Fabric, notions
- Spreadsheet format

- Date: Should be the date of the invoice
- Type of Supply: This is the first major grouping for the supply. All items will be gathered and reported under this group. You will be able to see what you purchased over the entire group as well as by each name.
- Name of Supply,
- Should be the exact same name as used under drop down for Sales especially in Batting and Backing.
- Supplier
- Suppliers that you use over and over
- Note Add to List
- Includes Mileage and this will drop in for you.
- Total Cost
- Cost of the item
- Shipping can be broken out separately into a line item
- Should be considered when determining the price to charge for an item.
- Qty
- This can be the actual qty of an item purchased
- Can be a different number, such as batting (see below)
- Mileage
- Driving to and from purchasing supplies
- Batting,

You will want to see how much batting you have sold over a year or the course of your business. Using
Batting as a Type will allow you to do this

- Purchase batting the same way you sell it, ie if you sell by linear inch, enter the Qty purchased by the linear inch.

| 》 | 10/20/2012 | Batting | $\checkmark$ | Hobbs 80\% cotton/20\% | F | R\&Z | $\checkmark$ | \$115.04 | 1080 | 4330 yds |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | 10/20/2011 | Batting | $\checkmark$ | Legacy 100\% cotton - 9 | " | R\&Z | $\checkmark$ | \$50.61 | 324 | 9 yds |
| \% | 8/29/2011 | Batting | $\checkmark$ | Legacy Poly 96" wide | $\checkmark$ | R\&Z | $\checkmark$ | \$24.55 | 324 | 439 yds |
| 》 | 8/29/2011 | Batting | $\checkmark$ | Legacy king size batts | $\checkmark$ | R\&Z | $\checkmark$ | \$85.72 | 4 |  |

- Fabric:
- if you only buy fabric to use as Backing, perhaps Backing would be a better group.
- If you sell fabric for other purposes, then other fabrics might be grouped as Fabric
- 
- Thread:
- It may be helpful to list Thread as a type of supply and then the Brand in the Name. Enter the actual colors purchased in Notes

- Scanning
- Scan the receipt into your computer, or if you have an image from your phone that works too.
- Save the scan directly into the Receipts folder
- If your phone image is in Pictures, either move it to Receipts folder, or if you use the Select button, a copy of the image will be placed in the Receipts folder
- If you have an email, use the Snipping tool to grab and image and Save the image to the Receipts folder.
- Click on Select and find the location of the file and choose Open
- Then view will allow you to see the file.
- Sorting features at the bottom

| Search Tools: choose from Drop Downs: |  | Sum of Costs: |  |
| :---: | :---: | :---: | :---: |
| Type of Supply: | $\checkmark$ | Remove Sort and View All Supplies |  |
| Name of Supply: | $\checkmark$ |  |  |
| Supplier: | $\checkmark$ | Sort by D |  |

- 
- Add New Supply: as your list grows it is hard to see where to add a customer, this button will take you to the new line
- Delete Supply will delete the highlighted design
- Save Supply will save the supply and refresh the drop down lists.
- Type of Supply: choose from the list and all of the other supplies will filter out, not the Sum of Costs is now related to just the type of supply
- Name of Supply: this filter the list to include just the entries of the Supply name.
- Supplier: This will list out the supplier and purchases made from the Supplier
- Remove Sort and View all, will remove all the filters for the screen.
- Sort by Dates:

This allows you to sort your purchases by Date and then you can use the filters to see virtually, your purchases between the dates.

## - Expenses Entry

- Items that are expenses but are not re sold to the customer.

$\bullet$

|  | 3/30/2014 | Travel* | $\checkmark$ | Turnpike fee | $\checkmark$ |  | $\checkmark$ | 0 | \$4.25 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | 3/18/2014 | Legal and Professional* | $\checkmark$ | Tax Prep | $\checkmark$ | Nordstrom and Co | $\checkmark$ | 0 | \$200.00 |  |  |
| - | 3/1/2012 | Utilities* | $\checkmark$ | Telephone, Internet | $\checkmark$ | Sprint | $\checkmark$ | 0 | \$142.81 |  |  |
| 入 | 2/4/2012 | Mileage | $\checkmark$ | Pick Up/Drop Off Quil | $\checkmark$ | Local Quilt Store | $\checkmark$ | 0 |  | 17 |  |
| - | 2/1/2012 | Utilities* | $\checkmark$ | Telephone, Internet | $\checkmark$ | Sprint | $\checkmark$ | 0 | \$130.00 |  |  |
| - | 12/19/2011 | Supplies* | $\checkmark$ | Digital Designs | $\checkmark$ | Wildflower Quilting | $\checkmark$ | 0 | \$14.00 |  | Feather corner border |
| 离 | 12/18/2011 | Supplies* | $\checkmark$ | Digital Designs | $\checkmark$ | Anita Schackleford | $\checkmark$ | 0 | \$5.00 |  | Fills |
| - | 12/16/2011 | Tools and Parts | $\checkmark$ | Studio Equipment | $\checkmark$ | Amazon.com | $\checkmark$ | 0 | \$20.00 |  | Air compressor |
| - | 12/15/2011 | Tools and Parts | $\checkmark$ | Studio Equipment | $\checkmark$ | Radioshack | $\checkmark$ | 0 | \$8.98 | 10 | Switches |

- 
- These items generally will be itemized on Schedule C for the IRS.

| Type of Expense | Name of Expense |
| :--- | :--- |


| *Advertising and Marketing | Bobbins |
| :--- | :--- |
| Bank Charges | Books |
| Continuing Education | Brochure |
| Quilt Delivery | Business Cards |
| Dues | Computer Equipment |
| Equipment | Computer Software |
| Furniture | Digital Designs |
| *Insurance | Ink |
| *Legal and Professional Services | Machine Parts |
| *Office Supplies | Membership Fees |
| *Office Expenses | Needles |
| Postage/Delivery | Photography Supplies |
| Printing | Pick Up/Drop Off Quilts |
| Publications | Pressing Supplies |
| Refunds | Shipping Fees |
| *Rent | Shop Samples |
| *Repairs/Maintenance | Name of Shows |
| Shop Samples | Subscriptions |
| Shipping | Website |
| *Taxes and Licenses |  |
| Telephone |  |
| *Travel and Entertainment |  |
| *Utilities |  |
| *Mileage |  |
| Computer Software |  |
| Tools and Parts |  |
| *Capital Payment |  |
| *Car and Truck |  |
| *Commissions and Fees |  |
| *Contract Labor |  |
| *Other Expenses |  |

- Try to use as many of these Types of Expenses with * as these match the schedule C fields.
- Sometimes the Type of Expense and the Name of Expense is very similar
- Sometimes Qty is left blank.
- Notes
- Scanning, same as above in Supply Entry
- Filters and Sort by Dates, same as Supply
- Supplier

- List of your suppliers,
- Quick Search will show the suppliers that have been entered into the system
- Make sure to not use special characters in the name: such as " @ *.
- Mileage to and from the location, this is what will drop in everytime you use the supplier on the entry list.
- Quilt/Sales Spreadsheet

- Names of columns.
- Hours and Quilting Charge and Subtotal. Quilting/Hrs divides the Quilting Charge by the hours entered. Subtotal/Hrs divides the Quilting Charge by the hours entered.
- Totals at the bottom of the screen
- Search Tools
- Type of Sale: can break out Quilts from Teaching/Classes, Charity, whatever you have entered in the Type of Sale on the Sales/Invoice screen
- Customer: allows you to take a close look at a customer and the quilts she brought over time.
- Name of Quilt: if you have quilts of similar names, ie Lonestar, Irish Chain, you can quickly filter for these quilts over all customers
- Type of Quilt: here is where you will find those quilts that have been marked as BOM, Mystery, Shop Samples, etc.
- Buttons
- Remove Sort: unfilters the list, returning all entries to the list
- Sort by Date Returned: here you can get a virtual look at the list and then Search/Filter the list to what you need to see between two specified dates
- Go to Invoice: you can quickly go to a highlighted invoice. To highlight an invoice, click in the small grey box to the left of the MQBM Inv \# field. It will turn black and display a right facing arrow.
- Totals
- Averages
- Average Turnarounds
- More Info to Right


Quilt Sales/Spreadsheet by Design and Pricing


- Allows you to quickly pull up a customer and see what designs you have used, and what pricing categories you have used
- Since the quilt will appear more than one time on the list, totals is not accurate so is not displayed, use other Spreadsheet for totals.


## Financial Reports

- Found under the Financial Tab in the navigation zone.

Start and Stop Dates:

| Financial | Reports |
| ---: | ---: |
| Start Date: | $1 / 1 / 2016$ |
| End Date: | $12 / 31 / 2016$ |

- Allows you to sort for any group of dates
- Invoices: most reports only gather quilts that have been marked paid.
- Supplies and Expenses are pulled by Date.
- Mileage rate is tied closely to Supplies and Expenses

Supplies/Expenses:

| Supply Reports |
| :---: |
| List of Supplies Purchased by Date |
| List of Supplies Purchased by Type |
| Choose a Specific Supply by Name: |
| Choose a Specific Type of Supply: |
| See this Report |
| Summary of Supplies by Type between above Dates |
| Summary of Supplies Purchased between above Dates |
| Chart of Percentages of Supplies Purchased |
| Compare Supplies Purchased over years in Business |

- Reminder of how we entered the info when purchased


Supplies by Date:

- Shows all supplies or expenses that are purchased between two dates. Will break the items into the month purchased, with a total for each month and a total at the end of the report.
- If you balance your books monthly, print a copy or Supplies and Expenses each month, place with receipts and bank statement and you are done!

| Financial Report <br> Supplies Purchased from: $1 / 1 / 2016$ to $12 / 31 / 2016$ |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Date | Type | Name of Supply | Supplier | Qty | Total Cost | Mileage/ | /Rate | Notes: | Receipt | Scan |
| February 2016 |  |  |  |  |  |  |  |  |  |  |
| 2/2/2016 | Kits | Paint |  | 0 | \$140.00 |  |  |  | $\square$ |  |
|  |  | February 2016 Expenditures |  |  | \$140.00 |  |  |  |  |  |
| April 2016 |  |  |  |  |  |  |  |  |  |  |
| 4/4/2016 | Backing | SewBatik - 108" wid | SewBatik | 15 | \$150.00 |  |  | 15 yards | $\square$ |  |
| 4/4/2016 | Backing | SewBatik Spray Baltic 112 " $\times$ 3yds | SewBatik | 1 | \$30.00 |  |  | 1 bundle | $\square$ |  |
| 4/4/2016 | Backing | muslin bleached 108 " wide | Kings Men Quilting | 15 | \$75.00 |  |  | 15 yards | $\square$ |  |
| 4/4/2016 | Batting | Hobbs 80\% cotton/20\% poly 96" wide | R\&Z | 1080 | \$135.00 | 43 | \$0.00 |  | $\square$ |  |
| April 2016 Expenditures |  |  |  |  | \$390.00 | 43 | \$0.00 |  |  |  |
| 1/1/2016 to 12/31/2016 Expenditures: |  |  |  |  | \$530.00 | 43 | \$0.00 |  |  |  |

Supplies by Type:

- First looks at Supplies by Type as a group and pulls all types together with a total amount at the end of the Type. You will see all of the Names of the items and if you have purchased more than one, you will see all instances of that Name and a total for that item.

| Financial Report <br> Supplies Purchased from: $1 / 1 / 2016$ to $12 / 31 / 2016$ |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Date Purchased | Name of Supply | Supp |  | Qty | Total Cost | Notes: | Receipt |
| Backing muslin bleached - 108 " wide |  |  |  |  |  |  |  |
|  | Expenditures |  | \$75.00 |  |  |  |  |
| SewBatik - 108" wide |  |  |  |  |  |  |  |
|  | Expenditures |  | \$150.00 |  |  |  |  |
| SewBatik Spray Baltic 112"x 3yds |  |  |  |  |  |  |  |
|  | Expenditures |  | \$30.00 |  |  |  |  |
| Total Ba | king Expenditures |  | \$255.00 |  |  |  |  |
| Batting |  |  |  |  |  |  |  |
| Hobbs 80\% cotton/20\% poly 96" wide |  |  |  |  |  |  |  |
| 4/4/2016 R\&Z |  | 1080 | \$135.00 | 43 | \$0.00 |  | $\square$ |
|  | Expenditures |  | \$135.00 |  |  |  |  |
| Total Batting Expenditures $\$ 135.00$ |  |  |  |  |  |  |  |
| Kits |  |  |  |  |  |  |  |
| Paint |  |  |  |  |  |  |  |
| 2/2/2016 |  | 0 | \$140.00 |  |  |  | $\square$ |
|  | Expenditures |  | \$140.00 |  |  |  |  |
| Total Kits Expenditures |  |  | \$140.00 |  |  |  |  |
| 1/1/2016 to 12/31/2016 Expenditures: \$530.00 |  |  |  |  |  |  |  |

Specific Supply by Name:

- Quick way to pull up a specific item by the Item Name.
- Choose item from the drop down list and then click on Supply by Name

Financial Report
Supplies Purchased from: $1 / 1 / 2016$ to 12/31/2016

| Date Purchased | Name of Supply | Supplier | Qty | Total Cost | Notes: | Receipt |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Batting |  |  |  |  |  |  |
| Hobbs 80\% cotton/20\% poly $96{ }^{\prime \prime}$ wide |  |  |  |  |  |  |
|  | 4/4/2016 | \& $Z$ | 1080 | \$135 |  | $\square$ |
| Hobbs 80\% cotton/20\% poly 96" wide Expenditures |  |  |  |  |  |  |
| Batting Expenditures |  |  |  | \$135 |  |  |
| 1/1/2016 to 12/31/2016 Expenditures: |  |  |  | s: \$135 |  |  |

- Specific Supply Type:
- Quick way to pull up a specific item by the Item Type.
- Choose Type from the drop down list and then click on Supply by Type
- Will show that Type of Item and all items that were purchased.

- Summary
- This summary will gather all items purchased, total them by the Type of Supply. A great way to see what your purchasing pattern has been over the dates specified.

- Chart
- This summary gives you a pie chart of the information in the Summary

- Compare
- Shows how much you have purchased over the course of your business
- An excellent way to spot trends, changes in purchasing practices, does the spending match your revenue?



## Reports by Type of Sale

- Before we look at the individual reports and before you begin to work with these reports, run these two reports first! This will clean up your system and all quilts will be reported

| Financial | Reports |
| :--- | :---: |
| Start Date: | $1 / 1 / 2016$ |
| End Date: | $12 / 31 / 2016$ |
| Sale All Types of Sale Reports <br> Sale to show <br> lat Type. Sales Not Marked Paid | Invoices with Balance Due |

## Sales Not Marked Paid

- These should be the quilts that are in your studio. They may be complete and just waiting to be picked up, but are not marked with any payment.
- If there are other quilts on this list, return to the Sales/Invoice screen and complete the paper work.
- If you don't want to count the quilt as income, discount the price of the quilt and enter $\$ 0.00$ in the payment section.


Invoices with Balance Due

- These quilts have some difference between the Balance due and the Payment. It will catch those Deposits or Tips for you.
- If you have made an error in the Amt of Payment, it will show here
- Return to the Sales/Invoice screen and fix the errors.

| Financial Report |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Invoices Marked with A Payment but does not equal Final Cost: $1 / 1 / 2016$ to 12/31/2016 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| April 2016 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Inv\#'s: |  | Paid On: SqYds: Hrs: |  |  | Subtotal Taxable Amt: Tax: Final Cost: Payment: Difference: |  |  |  |  |  |  |  |  |
| 852 or 18001 Class, Alster, Kora |  | 4.9/2016 | 4.91 | 5.5 | \$288 |  | \$0.00 | \$0.00 |  | 288.33 | \$300 |  | \$32.49 |
| Totals between 1/1/2016 to 12/31/2016 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \# of Sales : Sq Yds: | Hours: | Subtotal: | Taxable Amt: |  |  | Tax: |  | Final Cost: |  | Paym ents: |  | Diff | rence: |
| 14.91 | 5.5 | \$268.33 |  |  | 0.00 |  | \$0.00 | \$268 |  |  | 00.82 |  | \$3249 |

Reports by Type of Sale

| Reports Broken out by Type of Sale <br> Includes any type of payment, ie, deposit, down <br> payment, Final, netc. |
| :---: | :---: |
| Choose Type of Sale from Drop Down to |
| show only Invoices of that Type. |
| Quilt |

- The reports in this box are sorted by the Dates designated in Start and Stop Dates, then the Type of Sale chosen in the drop down list. The box defaults to Quilt.
Sales by Date:
- Gives the details of each invoice that has Type of Sale as Quilt and was marked with any payment between the two designated dates. It will include Deposits, Payments and Final Payments. The invoice information is listed and a total is given for each month and for the whole report.
- This is a good place to really look at the different Types of Sales and print them out separately.
- Note sq yards completed and hours
- Subtotal Amt, Taxable Amt, Taxes Collected and Final Charge.

Quilts
Financial Report
Quilt Invoices Marked Paid Between: 1/1/2016 to 12/31/2016
Inv\#'s: Accepted: SqYds: Hours: Subtotal Taxable Amt: Tax: Final Charge: Payment: Difference:


Teaching

| Financial Report |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TeachingInvoices Marked Paid Between: 1/1/2016 to 12/31/2016 |  |  |  |  |  |  |  |  |
| Inv\#'s: Accepted: SqYds: H | Hours: | Subtotal | Taxable Amt: | Tax: Final | Charge: | Payment: |  | Difference: |
| April 2016 |  |  |  |  |  |  |  |  |
| Border to Border | Quilters | s Haven, |  |  |  | 4/11/2016Final | \$2,300.00 |  |
| 4/11/2016 0.00 | 0 | \$2,300.00 | \$0.00 | \$0.00 \$2,3 | 300.00 | Total Payment: | \$2,300.00 | \$0.00 |
| Totals for Month |  |  |  |  |  |  |  |  |
| .-..-.- \# of Sales: | Hours: | Subtotal: | Taxable Amt | Tax: Fina | ICharge: |  |  |  |
| 10.00 | 0 | \$2,300.00 | \$0.00 | \$0.00 \$2, | 300.00 |  |  |  |
| Averages: 0.00 | 0 | \$2,300.00 |  |  |  |  |  |  |
| Totals between 1/1/2016 to 12/31/2016 \# of Sales: Sq Yds: Hours: Subtotal: |  |  | Taxable Amt | Tax: | Final | Charge: Total | Payments: |  |
| 10.00 | 0 | \$2,300.00 | O $\quad \$ 0.00$ | \$0.00 | \$2,300 |  | 300.00 |  |

Summary

- Same information as above, minus the details of each invoice.

| Financial Report <br> Quilt Invoices Marked Paid Between: 1/1/2016 to 12/31/2016 <br> SqYds: Hours: Subtotal Taxable Amt: Tax: Final Charge: Paym |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
| February 2016 <br> Totals for Month <br> \# of Sales | $s \mathrm{Y}$ Yds: | Hours: | Subtotal: | Taxable Amt | Tax: Fina | I Charge: |  |
| Averages : | $\begin{aligned} & 14.81 \\ & 4.94 \end{aligned}$ | $\begin{aligned} & 12 \\ & 4 \end{aligned}$ | $\begin{gathered} \$ 673.38 \\ \$ 224.46 \end{gathered}$ | \$596.60 | \$42.51 \$71 | 15.89 |  |
| March 2016 <br> Totals for Month \# of Sales | Sq Yds: | Hours: | Subtotal: | Taxable Amt | Tax: F---Fina | ICharge: |  |
| Averages: | $\begin{aligned} & 14.17 \\ & 3.54 \end{aligned}$ | $\begin{array}{r} 17.5 \\ 4.375 \end{array}$ | $\begin{gathered} \$ 717.39 \\ \$ 179.35 \end{gathered}$ | \$594.05 | \$41.18 $\$ 75$ | 58.57 |  |
| April 2016 Totals for Month \# of Sales | Sq Yds: | Hours: | Subtotal: | Taxable Amt | Tax: Fina | I Charge: |  |
| Averages : | $\begin{aligned} & 10.20 \\ & 2.55 \end{aligned}$ | $\begin{gathered} 9.5 \\ 2.375 \end{gathered}$ | $\begin{gathered} \$ 2,725.35 \\ \$ 681.34 \end{gathered}$ | \$123.27 | \$8.78 \$2, | 734.13 |  |
| Totals between 1/1/2016 to 12/31/2016 |  |  |  |  |  |  |  |
|  | 39.18 | 39 | \$4,116.12 | 2 \$1,313.92 | \$92.47 | \$4,208.59 | \$4,241.08 |

## Sales Marked Final Payments

- This report is helpful if you take deposits or payments.
- It will only pull those quilts that have been marked Final Payments.
- Deposits and Payments will not be reported.
This report includes Type of Sale
above, but only invoices marked "Final".
Quilts not marked Final Payment will be
unreported until Final Payment is
designated. Use if Payments extend
across end of the year.
(a) Sales Marked Final Payments

Individual Customer


- If a customer would like a printed report of all the quilts you have done for her, this report would give that info
- The first report might be just for you to see your customer patterns as it includes the hours it takes to complete a quilt
- The second does not include hours.

All Invoices, Types of Payments

| (6) All Inv, Types of Payment are Displayed |  |
| :---: | :---: |
| All Invoices by Date Pd-Details Summary |  |
| Combined Financials - All Invoices |  |
| Summary - Combined - All Invoices |  |
| Summary -Type of Sale -All Invoices |  |
| All Invoices by Tax Rate | Summary |
| Sales per Service Details | Summary |

All Invoices by Date Pd - Details

- Includes All Types of Payments between the two designated dates and is grouped by the month, with totals for each month, and then for the year.
- Your Quilts and Teaching will be included, doesn't break out by the Type of Sale
- No averages are given

| Financial Report |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Invoices Marked with Any Payment: |  |  | $1 / 1 / 2016$ to $12 / 31 / 2016$ |  |  |  |  |  |  |
| February 2016 |  |  |  |  |  |  |  |  |  |
| Inv\#'s: | Paid On: SqYds: Hours: Subtotal Taxable Amt: Tax: Final Charge: Payment: Difference |  |  |  |  |  |  |  |  |
| 645 or Garden Club, Alster, Kora | 2/12/2016 | 3.47 | 0 | \$166.12 | \$166.12 | \$11.84 | \$177.96 | \$177.96 | \$0.00 |
| 644 or Lonestar, Alster, Kora | 2/12/2016 | 5.23 | 5 | \$218.90 | \$202.40 | \$14.42 | \$233.32 | \$233.32 | \$0.00 |
| 650 or Evening Star, Alster, Kora | 2/13/2016 | 6.11 | 7 | \$288.36 | \$228.08 | \$16.25 | \$304.61 | \$304.61 | \$0.00 |
| \# of Sales : |  |  |  |  |  |  |  |  |  |
| Totals for the Month: | 314 | 4.81 | 12 | \$673.38 | \$596.60 | \$42.51 | \$715.89 | \$715.89 | \$0.00 |
| March 2016 |  |  |  |  |  |  |  |  |  |
| Inv\#'s: | Paid On: SqYds: Hours: Subtotal Taxable Amt: Tax: Final Charge: Payment: Difference |  |  |  |  |  |  |  |  |
| 640 or Auction Quilt, Alster, Kora | 3/6/2016 | 1.56 | 10.5 | \$155.85 | \$155.85 | \$11.10 | \$166.95 | \$166.95 | \$0.00 |

- Summary
- Same info just summarized by month.



## Combined Financials - All Invoices

- Includes Expenses and Supplies along with Sales
- Excellent report to give to Accountant
- Summary is same information, but no details.


| Supplies | Total Cost | Mileage | Mileage Reimbursement |
| :---: | :---: | :---: | :---: |
| Backing |  |  |  |
| Bali 44" wide black | \$255.00 |  |  |
| Inventory Brought forward | \$292.50 |  |  |
| BackingTotal: | \$547.50 |  |  |
| Batting |  |  |  |
| Hobbs $80 \%$ cotton/20\% poly $96{ }^{\prime \prime}$ wide | \$115.04 |  | \$0.00 |
| Hobbs Wool | \$761.98 |  | \$0.00 |
| BattingTotal: | \$877.02 | 43 | \$0.00 |
| Thread |  |  |  |
| Inventory brought forward | \$439.45 |  |  |
| KingTut Thread | \$110.00 |  |  |
| ThreadTotal: | \$549.45 |  |  |
| 1/1/2017 to 12/31 | res: \$1,973.97 | 43 | \$0.00 |


| Invoices Marked with Any Type Payment by Type of Sale: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quilt |  |  |  |  |  |  |
| \# of Sales: | Subtotal: | Texable Amt: | Tax: | Final Charge: | Payments: | Difference: |
| 2 | \$357,30 | \$299.93 | \$21.37 | \$378.67 | \$378.67 | \$0.00 |
| Totals between 1/1/2017 to 12/31/2017 |  |  |  |  |  |  |
| \# of Sales : | Subtotal: | Taxable Ant: | Tax | Final Charge: | Payments: | Difference: |
| 2 | \$357.30 | \$299.93 | \$21.37 | \$378.67 | \$378.67 | \$0.00 |
|  |  |  | Total Payments |  |  | \$378.67 |
|  |  |  | Total Expenditures |  |  | 2,207.89 |
|  |  |  | Paymen | s-Expenditu | es: (\$1 | 1,829.22) |

The report of Taxable Amt is accurate if only one tax is applied, If more than one tax is applied, please refer to Final Payment by Tax Rate Report for correct Taxable Amount.

| Combined Financial Report: <br> All Sales, Expenses and Supplies <br> 1/1/2017 to 12/31/2017 |  |  |  |
| :---: | :---: | :---: | :---: |
| Expenses Summary: 1/1/2017 to 12/31/2017 |  |  |  |
| Type of Expense Total Ex | Total Expenditure for Type | Mileage | Mileage Reimbursement |
| Advertising |  |  |  |
| Machine Tools | \$110.00 |  |  |
| Office Supply | \$110.00 | 13 | \$0.00 |
| Photography Supplies | \$13.92 |  |  |
| 1/1/2017 to 12/31/2017 Expenses: | penses: \$233.92 | 13 | \$0.00 |


| Supplies 1/1/2017 to 12/31/2017 |  |  |  |
| :---: | :---: | :---: | :---: |
| Type of Supply | Total Expenditure for Type | Mileage | Mileage Reimbursement |
| Backing | \$547.50 |  |  |
| Batting | \$877.02 | 43 | \$0.00 |
| Thread | \$549.45 |  |  |
| 1/1/2017 t | enditures: \$1,973.97 | 43 | \$0.00 |


| Invoices Marked with Final Payment : |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Quilt |  |  |  |  |  |
| \# of Sales: Subtotal: | Taxable Amt: | Tax: | Final Charge: | Payments: | Difference: |
| 2 \$357.30 | \$299.93 | \$21.37 | \$378.67 | \$378.67 | \$0.00 |
| Totals between 1/1/2017 to 12/31/2017 |  |  |  |  |  |
| \# of Sales: Subtotal: | Taxable Ant: | Tax: | Final Charge: | Payments: | Difference: |
| 2 \$357.30 | \$299.93 | \$21.37 | \$378.67 | \$378.67 | \$0.00 |
|  |  | Total Payments: |  |  | \$378.67 |
|  |  | Total Expenditures: |  |  | ,207.89 |
|  | Pay | ments min | Expenditur | : (\$1 | 829.22) |

## All Invoices by Type of Sale

Do not duplicate, Mary Reinhardt, 2016

- Has same information as above, but breaks the Sales into Types of Payments

| Invoices Marked with Any Type Payment : |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Product Sales |  |  |  |  |  |  |
| \# of Sales : | Subtotal: | Taxable Amt: | Tax: | Final Charge: | Payments: | Difference: |
| 1 | \$525.00 | \$0.00 | \$0.00 | \$525.00 | \$525.00 | \$0.00 |
| Quilt |  |  |  |  |  |  |
| \# of Sales: | Subtotal: | Taxable Amt: | Tax: | Final Charge: | Payments: | Difference: |
| 11 | \$4,116.12 | \$1,313.92 | \$92.47 | \$4,208.59 | \$4,241.08 | \$32.49 |
| Totals between 1/1/2016 to 12/31/2016 |  |  |  |  |  |  |
| \# of Sales: | Subtotal: | Taxable Amt: | Tax: | Final Charge: | Payments: | Difference: |
| 12 | \$4,641.12 | \$1,313.92 | \$92.47 | \$4,733.59 | \$4,766.08 | \$32.49 |

All Invoices by Tax Rate

- Gathers All invoices with any type of payment entered
- Groups by Tax Rate
- If one quilt has two different tax rates applied, it will appear on this report two times, once in each tax rate
- Thus there is no total at the bottom of the report, just for each tax rate.

Financial Report
Invoices Marked with Any Payment per Tax Rate: $\quad 1 / 1 / 2016$ to 12/31/2016

## Tax Rate: MD $6 \%$

March 2016

| Inver's: | Paid On: SqYds: Hours: Subtotal Taxable Amt: Tax: Final Charqe: Payment: Difference |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 541 or 16001 Hexle, A bter, Kora | 3/28/2016 | 5.11 | 7 | \$225.43 | \$102.14 | \$6.13 | \$231.61 | \$231.61 | \$0.00 |
| \# of Sales: |  |  |  |  |  |  |  |  |  |
| Totals for the Montr. | 1 | 5.11 | 7 | \$225.48 | \$102.14 | \$0.13 | \$231.01 | \$231.01 | \$0.00 |
| April 2016 |  |  |  |  |  |  |  |  |  |
| Invei's: | Paid On: SqYds: Hours: Subtotal Taxable Amt: Tax: Final Charge: Payment: Difference |  |  |  |  |  |  |  |  |
| 547 or Frozen P anel, Alster, Kora | 4/11/2016 | 2.97 | 4 | \$157.02 | \$123.27 | \$8.78 | \$165.80 | \$165.80 | \$0.00 |
| \#of Sales: |  |  |  |  |  |  |  |  |  |
| Totals forthe Montr. | 1 | 207 | 4 | \$157.02 | \$123.27 | \$8.78 | \$105.80 | \$105.80 | \$0.00 |

Totals for MD $6 \%$

| \# of Sales: Sq Yds: | Hours: | Subtotal: | Taxable Amt | Tax: | Final Charge: |  | Payments: Differnce: |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 2 | 8.08 | 11 | $\$ 382.50$ | $\$ 225.41$ | $\$ 14.91$ | $\$ 397.41$ | $\$ 397.41$ | $\$ 0.00$ |

Tax Rate: MN 7.125\%
February 2016


Summary

| Financial Report |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tax Rate: MD $6 \%$ |  |  |  |  |  |  |  |  |  |
| March 2016 |  |  |  |  |  |  |  |  |  |
| Inver's: |  | Paid On: SqYds: Hours: Subtotal Taxable Amt: Tax: Final Charge: Payment: Difference \#of Sales: |  |  |  |  |  |  |  |
|  | the Month. | 1 5.11 | 17 7 | \$225.48 | \$102.14 | \$ 50.13 | \$231.01 | \$231.01 | \$0.00 |
| April 2016 |  |  |  |  |  |  |  |  |  |
| Inver's: |  | Paid On: SqYds: Hours: Subtotal Taxable Amt: Tax: Final Charge: Payment: Difference\#of Sales: |  |  |  |  |  |  |  |
|  | Orthe Montr: | 12.07 | 7 - 4 | \$157.02 | \$123.27 | 7 $\$ 8.78$ | \$105.80 | \$105.80 | \$0.00 |
| Totals for. MD $6 \%$ |  |  |  |  |  |  |  |  |  |
| 28.08 | 11 | \$382.50 | \$225.41 |  | 4.91 | \$397.41 | \$397. |  | \$0.00 |
| Tax Rate: MN 7.125\% |  |  |  |  |  |  |  |  |  |
| February 2016 |  |  |  |  |  |  |  |  |  |
| Inver's: |  | Paid On: SqYds \#of Sales: | ds: Hours: Sult | bitotal Ta | abable Am | nt: Tax: Final | Charge: | Payment: | ifference |
|  | orthe Montr | $3 \sqrt{14.81}$ | 1 12 | \$073.36 | \$500.00 | \$0 | \$715.80 | \$715.80 | \$0.00 |
| March 2016 |  |  |  |  |  |  |  |  |  |
| Inver's: |  | Paid On: SqYds: Hours: Subtotal Taxable Amt: Tax: Final Charge: Payment: Difference \#or Sales: |  |  |  |  |  |  |  |
|  | orthe Montr | 310.00 | 1 10.5 | \$401.21 | \$401.01 | $1 \longdiv { \$ 3 5 . 0 5 }$ | \$520.00 | \$520.00 | \$0.00 |
| April 2016 |  |  |  |  |  |  |  |  |  |
| Invé's: |  | Paid On: SqYds: Hours: Subtotal Taxable Amt: Tax: Final Charge: Payment: Difference |  |  |  |  |  |  |  |
|  | orthe Montr. | 14.91 | 15.5 | \$208.33 | \$208.33 | \$10.12 | \$208.33 | \$208.33 | \$0.00 |
| Totals for. MN 7.125\% |  |  |  |  |  |  |  |  |  |
| 7 7 28.79 | 28 | \$1,433.62 | \$1,356.84 |  | 6.68 | \$1,511.18 | \$1,511 |  | \$0.00 |

Sales per Service/Category

- This will show you Sales broken down into Quilting Charges, Batting Sold, Backing Solder, etc.


Summary

- Just shows the Sum total for each category across the dates or the last line of the above report.

Sales per Category $\quad 1 / 1 / 2016$ to $12 / 31 / 2016$

| Sum Totals: | Quilting: | Thread: | Batting: | Backing: | Bindinq: | Add Chra No Tax | Add Chra Tax | Ship | Subtotal | Tax | Final Charge | Amt Paid |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$1.222.53 | \$138.82 | \$215.14 | \$195.14 | \$227.50 | \| \$2,816.84 | (\$21.18) | \$0.00 | \$4,641.12 | \$92.47 | \$4,733.59 | \$4,733.59 |

For those who want to only report invoices marked with Final Payments. The next series of reports are helpful

The reports are exactly the same as above, so we are not going to look at each one individually. Just note that only invoices that are marked Final will appear in these reports. Sales that are marked with Deposit or Payment, but Final is not indicated, will not appear on these reports.

| These reports includes All Types of Sales, but only invoices marked "Final". Quilts not marked Final Payment will be unreported until Final Payment is designated. Use if Payments extend across end of the year. |  |  |
| :---: | :---: | :---: |
| - Include Invoices marked "Final" only |  |  |
|  | Final Paymts by Date Pd-Details | Summary |
| These Reports combine Supplies, <br> Expenses and Invoices Marked Final into one report, good reports for Accountant |  |  |
| Combined Financials - Final Payment |  |  |
| Summary - Combined - Final Payments |  |  |
| Summary -Type of Sale - Final Payments |  |  |
| Use this report if you choose more than one Tax Rate on the Sales/Invoice screen |  |  |
|  | Final Payments by Tax Rate | Summary |

Only Payment Information
Only Payment Info is Displayed
All Paymemts by Date
All by Type: Cash, CC, Check
All by Payment Type: Final, Deposit, etc
These Reports combine Supplies,
Expenses and All Types of Invoices
Combined Financials -All Payments
Close Screen

- These reports do not report Sales, they only report Payment information.
- A good report to use if you take Deposits



## Combined Financials

- Will gather Expenses and Supplies and report these along with Payments
- Make sure that your Payments are consistent with Sales
- Will report the Deposits, Payments and Final designation separately.
- You will get a bottom line for your business

Combined Financial Report:
All Payments, Expenses and Supplies $\quad 1 / 1 / 2012$ to 12/31/2012

| Expenses: |  |  |  |
| :---: | :---: | :---: | :---: |
| Mileage |  |  |  |
| Pick Up/Drop Off Quilts |  | 17 | \$9.35 |
| Mileage Totals: |  | 17 | \$9.35 |
| Telephone |  |  |  |
| Telephone, Internet | \$260.00 |  |  |
| Telephone Totals: | \$260.00 |  |  |
| 1/1/2012 to 12/31/2012 Expenditures: | \$260.00 | 17 | \$9.35 |


| Supplies |  | Total Cost | Mileage |
| :--- | :--- | :--- | :--- |
| Backing | Mileage Reimbursement |  |  |
| Cotton Backing |  |  |  |
|  | Backing Total: | $\$ 12.00$ |  |
| Thread |  |  |  |
| Bottom line |  | $\$ 2.00$ |  |
| KingTut Thread |  | $\$ 7.00$ |  |
| Omni Thread |  | $\$ 51.00$ |  |
| Sew Fine | $\$ 35.00$ |  |  |
|  | ThreadTotal: | $\$ 7.620 .95$ |  |
|  |  |  |  |


| Payment by Type: | Total Payments |  |  |
| ---: | ---: | ---: | ---: |
| Deposit | $\$ 100.00$ |  |  |
| Final | $\$ 2,081.56$ |  |  |
| Total Payments: | $\$ 2,181.56$ |  |  |
|  |  | Total Payments: | $\$ 2,181.56$ |
|  |  | Total Expenditures: <br> Payments-Expenditures: | $\$ 7,892.95$ |

Quilting Designs
See how many times each design has been used.
Quilting Designs
See how many times each Pricing category has

been used. | All Pricing Categories Summary Chart of \% of use |
| :--- |
| Compare Totals per Category Compare Average per |
| List of Services and Totals between Start and Stop |
| Dates |
| Compare Invoices Totals over Years |
| List of Services from each Invoice per Category |
| Sales per Service Pricing Category |
| Sales per Service Summary |
| See how many quilts each Customer has brought in |
| Customer Trends-Quilts Data |
| See how many quilts were accepted per month |
| Quilt Trends Chart |
| Close Screen |

- Reports all the Quilting designs listed on the Quilting Service tab of the Sales Invoice Screen.
- Reminder of where the info comes from on the Sales/Invoice screen

- It is first grouped by the Design Name
- Then the Placement Area
- Then by the Quilt, showing the Area Size and the Quilt Size, etc


| Quilting Designs |
| :---: |
| Pricing Categories Summary Chart |
| Customer Trends - Quilts |
| Quilt Trends Chart |

- Where the info comes from on Sales Invoice screen

Quilting Thread Batting Backing Binding Image Notes Additional Charge No Tax Additional Charge Taxed

| Step 1 |  | $\rightarrow$ Step 2 |  | $\rightarrow$ Step 3: Click on appropriate "Use" button below: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Enter width and length |  | Click here to Calculate size |  | $\mathrm{Sq} \mathrm{In} / \mathrm{cm}$ | Sq $\mathrm{Y}_{\mathrm{ds}}$ : | Sq Feet: | Sq Meters: |  |
| Width: | $88.000 \mathrm{in} / \mathrm{cm}$ |  |  | 7920 | \% 6.111 | 55.000 | 0.792 |  |
| Length: | $90.000 \mathrm{in} / \mathrm{cm}$ |  |  | Use sq In | Use sq Yd | Use sq Ft | Use sq Mete |  |
| $\rightarrow$ Step 4: Pricing Category: |  | Price per Unit |  | Placement area: | Design: Sort | ort and Add to List | Size of Area/Qty: | Price: |
|  |  | Add to List | Sort 1: |  |  |  |
| - - Edge to Edge with Border |  |  |  | $\checkmark$ | \$0.0250 | Blocks | $\checkmark$ Almost Paisle | e2e $\checkmark$ | 7920.00 | \$198.00 |
| 閏 |  | $\checkmark$ |  | Outside Border | $\checkmark$ Almost Paisle | Floral $\mathrm{Bc} \checkmark \checkmark$ |  |  |

Pricing Categories Used


Edge 2 Edge Basic


Edge to Edge - Dense/Complex Design


Summary


Chart


- Customer Trends - Quilts
- This will build a chart of all of your customers over the time period specified.
- It will show the spread of when they bring quilts across the time period
- The bottom row shows the total quilts accepted in a month.

| Quilting Designs |
| :---: |
| Pricing Categories Summary Chart |
| Customer Trends - Quilts |
| Quilt Trends Chart |

## Trends by Date Accepted

Wednesday, April 20, 2016
1/1/2016 to 12/31/2016

| Quilter |  | Total Quilts | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Alster | Kora | 13 |  | 9 |  | 4 |  |  |  |  |  |  |  |  |
| Anders | Gunner | 1 |  | 1 |  |  |  |  |  |  |  |  |  |  |
| Quilters Haven |  | 1 |  |  |  | 1 |  |  |  |  |  |  |  |  |
|  | Sums: | 15 |  | 10 |  | 5 |  |  |  |  |  |  |  |  |

Quilt Trends Chart

| Quilting Designs |
| :---: |
| Pricing Categories Summary Chart |
| Customer Trends - Quilts |
| Quilt Trends Chart |

- This shows the number of quilts accepted by date and shows the per month total.
- Excellent to see the ups and downs of the time period
- If fewer intakes, might plan a sale during that time.



## Additional Charges Sold

- Information comes from the Sales/Invoice Screen
- Additional Charge Taxed or No Tax
- Will group to Charge Name first
- Then to Component.
- Will show a total for each Component, each Charge Name Group
- Same for Tax and No Tax

Quilting Thread Batting Backing Binding Image Notes Additional Charge No Tax Additional Charge Taxed



Summary

- The same information but Summarized (no details)



## Specific Charge

- Allows you to choose a Charge Name and the details about just that Charge Name appear on the report.


Individual Items Sold
All Batting Sold

- Info comes from Sales/Invoice screen Batting Screen
- Also from Supplies and by the name of the batting

| Individual Items Sold |
| :---: |
| All Batting Sold $\quad$ Summary |
| Specific Batting |
| $\qquad$ This Batting |

- Note the small box off to right, if you have named the batting the exact same thing when purchase and buy it, then you will see the math done for inventory.
- Here is where we see what you have bought and what you have sold.

Batting Sold $\quad 1 / 1 / 2017$ to 12/31/2017
Cost of Batting Sold :(amount sold * cost per unit)
Profit on Batting Sold:(Total batting charge - cost of batting sold)
Batting left in Inventory: (Total purchased - Amt sold)
Inventory Value: (Batting in Inventory *cost per unit)
Hobbs $80 \%$ cotton/20\% poly $96^{\prime \prime}$ wide

| Quilt\#: | Date Paid: | Qty | Batting Charge: | Price per unit: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 603 | 11/17/2017 | 72 | \$23.04 | \$0.32 |  |  |  |  |
| 630 | 12/21/2017 | 73 | \$23.36 | \$0.32 |  |  |  |  |
|  | Amount Sold: | 145 | \$46.40 | Date Purchased 10/20/2017 Total: | $\begin{gathered} \text { Qty } \\ 1080 \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Total Cost } \\ & \$ 115.04 \\ & \hline \end{aligned}$ | Note <br> 30 yds |  |
|  |  |  |  |  | 1080 | \$115.04 | 0.1065 cost per unit |  |
|  |  |  |  | Cost of Batting Sold : |  |  |  | \$15.45 |
|  |  |  |  | Profit on Batting Sold: |  |  |  | \$30.95 |
|  |  |  |  | Batting left in Inventory: |  |  |  | 935 |
|  |  |  |  | Inventory Value: |  |  |  | \$99.59 |

- 

Summary

- Shows no details, the individual invoices


Specific Batting

- Allows you to see just the one batting information.



## All Backing Sold

- Info comes from Sales/Invoice screen Backing Screen
- Also from Supplies and by the name of the backing

All Backing Sold

- Note the small box off to right, if you have named the backing the exact same thing when purchase and buy it, then you will see the math done for inventory.
- Here is where we see what you have bought and what you have sold.



## Summary

- Shows no details, the individual invoices

Specific Backing

- Allows you to see just the one backing information.



## Comparing Sales to Purchases



All Binding Sold

| All Binding Sold | Summary |
| :---: | :---: |
| Specific Sub |  |
|  |  |
| Specific Sub |  |


| Binding Sold 1/1/2016 to 12/31/2016 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Date Paid | Quilt \#: | Charge/Unit |  | Unit | Extended Charge: |
| sew on frort ard hand stitch bock |  |  |  |  |  |
| 3/13/2016 | 649 | \$0.25 | 260 | per inch | \$65.00 |
| 3/28/2016 | 64116001 | 1 \$0.25 | 326 | per inch | \$81.50 |
| 4/9/2016 | 65216001 | $1 \quad \$ 0.25$ | 324 | per inch | \$8100 |
|  |  | Tatal: | 9 D |  | \$227.50 |
| Jan Malmquist sew on frort and hand stitch back |  |  |  |  |  |
| 4/1/2016 | 647 | \$0.25 | 250 | per inch | \$62.50 |
|  |  | Total: | 250 |  | \$62.50 |
|  |  | Total Binding Sold | 1160 |  | \$290.00 |

Summary

| Binding Sold 1/1/2016 to 12/31/2016 |  |  |  |
| :---: | :---: | :---: | :---: |
|  |  | Size | Extended Charge: |
| sew on front and hand stitch back |  | 910 | \$227.50 |
| Jan Malmquist |  | Size | Extended Charge: |
| sew on front and hand stitch back |  | 250 | \$62.50 |
| Total Binding Sold |  | 1160 | \$290.00 |

Specific Sub
Binding Sold 1/1/2016 to 12/31/2016

| Date Paid | Quilt \#: | Binding |  | Price/Unit Size | Unit |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jan Malmquist |  |  |  |  |  |
| $4 / 11 / 2016$ |  |  |  |  |  |

Thread

- From the Sales/Invoice Screen
- Sorts on the Price Group first, then the Color of thread

| Thread <br> All Thread Sold by color <br> Specific Thread |
| :---: |
| Thread by Price Category $\quad$ Summary |

Quilting Thread Batting Backing Binding Image Notes Additional Charge No Tax Additional Charge Taxed


## All Thread Sold by Color

| Thread Sold 1/1/2017 to 12/31/2017 |  |  |  |
| :---: | :---: | :---: | :---: |
| Quilt \#: Date Paid: | Charge per Unit: Extended Charqe: |  |  |
| PC Dill 44005 |  |  |  |
| 603 11/17/2017 | 1 per quilt | \$5.00 | \$5.00 |
| Totals per Color: | 1 |  | \$5.00 |
| Total Amount Sold | 1 |  | \$5.00 |

## All Thread Sold by Price Category

| Price Group: Metalic |  |  |  |
| :---: | :---: | :---: | :---: |
| 64116001 3/28/2016 | Oper quilt | \$9.00 | \$0.00 |
| Totals per Color: | 0 |  | \$0.00 |
| Met 1744 Lime Green |  |  |  |
| 649 3/13/2016 | 1 per quilt | \$9.00 | \$9.00 |
| Totals per Color: | 1 |  | \$9.00 |
| Totals per Group: | 1 |  | \$9.00 |
| Price Group: Permacore |  |  |  |
| PC Egg Shell 32674 |  |  |  |
| 649 3/13/2016 | 3.18 per sq yard | \$4.00 | \$12.72 |
| Totals per Color: | 3.18 |  | \$12.72 |
| Totals per Group: | 3.18 |  | \$12.72 |
| Price Group: So Fine |  |  |  |
| 1113 SF Bryte Pink |  |  |  |
| 649 3/13/2016 | 0.5 per cone | \$0.00 | \$0.00 |
| Totals per Color: | 0.5 |  | \$0.00 |
| 402 SF Pearl |  |  |  |
| 649 3/13/2016 | 10 per bobbin | \$1.50 | \$15.00 |
| Totals per Color: | 10 |  | \$15.00 |
| 409 SF Smoke |  |  |  |
| 64116001 3/28/2016 | 10 per bobbin | \$1.50 | \$15.00 |
| Totals per Color: | 10 |  | \$15.00 |

Summary

| Quilt\#: Date Paid: <br> Price Group: Permacore | Qty: | Charge per Unit: Extended Charge: |
| :---: | :---: | :---: |
| PC Egg Shell 32674 | 3.18 | \$12.72 |
| Totals per Group: | 3.18 | \$12.72 |
| Price Group: So Fine |  |  |
| 1113 SF Bryte Pink | 0.5 | \$0.00 |
| 402 SF Pearl | 10 | \$15.00 |
| 409 SF Smoke | 10 | \$15.00 |
| Totals per Group: | 20.5 | \$30.00 |
| Total Amount Sold | 94.2 | \$138.82 |

