# Machine Quilters Business Manager On Line Class Block 2

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# Invoicing, Sales Invoice Screen

## Navigation zone

- Can access the screen via:
  - O Customer screen, this is a faster way to sort the quilts for the customer
  - O 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 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
  - o 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
  - o If you have blank names they will show as blanks
  - o The list will be just for this customer
  - o If you have just added a quilt, it will appear on list if you click Click to Save
- MOBM Invoice #
- Your Invoice #

#### **Dates**

		Add 14 30	0 4	5	60	90	Days	
Date Accepted:	2/13/2016	Target Date:					4/11/20 Returned: 4/11/20	16

#### Date Accepted

- This is the date the quilt arrives in your studio,
  - o it is used to calculate your turn around time on the Quilt Sales spreadsheet
- use 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

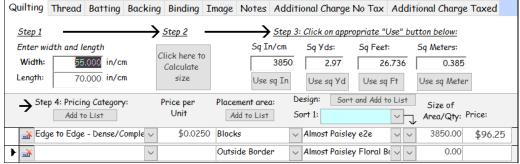
#### Completed

- 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.

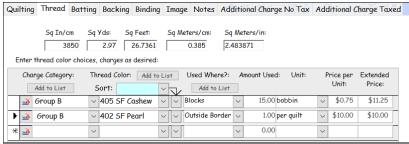
#### Step 4

- Pricing Category
  - o 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
  - o Where on the quilt the design will be placed on the quilt
- Design
  - o Choosing design
  - Sort 1
  - o 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



#### 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

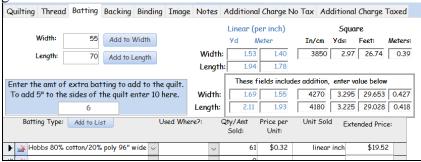
#### Thread Color

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

#### Used Where

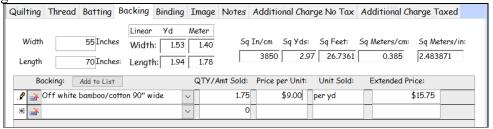
- Amount Used
  - Sample
    - Bobbin, counted and entered once quilt is completed
    - Overall Charge, use of 1 in Amount Used
    - Sq Yards used
- Unit
- Click here to Sum and Accept to move to right

#### **Batting**



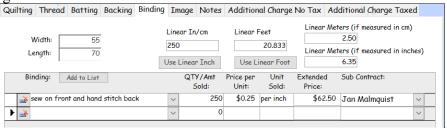
- Enter width and length
- Note Extra Amount
- Calculations:
  - Top values are the straight measurements
  - Boxed values include the extra amount indicated
- Batting Type
- Always choose from drop down, Price per unit will drop in
- Add to List, and Shopping List
- Samples:
  - Price per Linear Inch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

**Backing** 



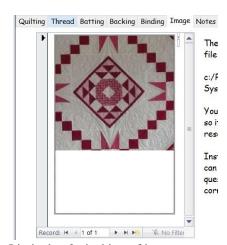
- Width and Length brought forward
- Calculations of linear yard of the width and length
  - Don't forget the calculator on your computer, often just a click on the keyboard
- Choose from drop down list, Price per unit will drop in.
- Add to List button and Shopping List

Binding



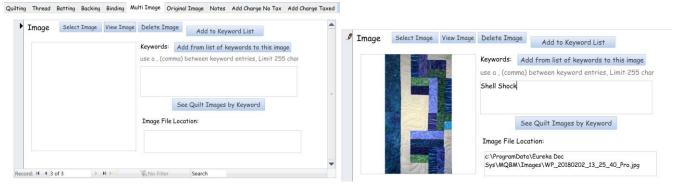
- Choose the service
- Add to List button
- Use Linear Inch or Foot
- Sub Contractor

**Image** 

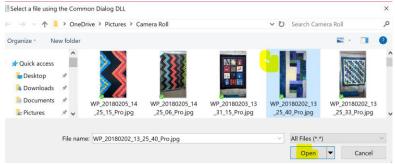


- Limited to 2 gigabites of images
- Held in QuiltPics.accdb
- Open a screen/window of the Quilt image in any application
  - Once it is on the screen,
  - Click to open the Snipping Tool, as the tool opens the screen will become grey
  - · Left click and hold the mouse click and drag a box around your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

Multi Images



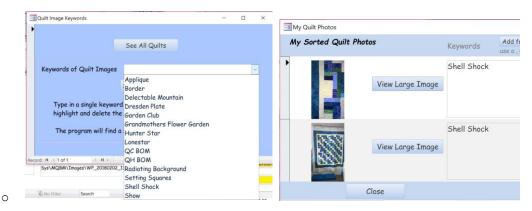
- Select Image button
  - Opens a browser window to locate the image
  - Once you click on an image and Open it will be copied to c:/ProgramData/EurekaDocSys/MQBM/Images folder



- 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.



- Add from List of keywords to this image
  - o 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
  - o This is where you sort the Quilt Images by Keyword to find them.

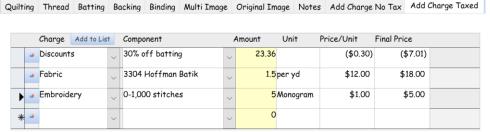


## Notes



- 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



- 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



- 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

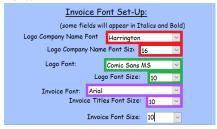
#### Click to Save



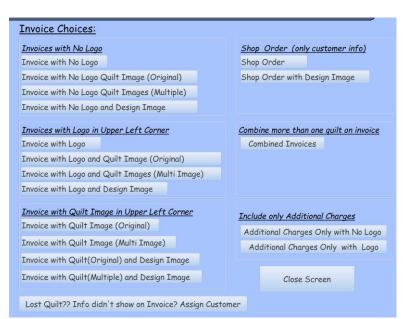
- Save after any changes and after Payment is entered.
- Payment Box
- Enter Date, Amount of Payment (use Copy Final Cost button)
- Leave Final or choose Deposit or Payment
- Form is a field to add Cash, CC, Check #, etc.

# **Invoice Choices**

• Fonts



- Review the Labels
- Invoices

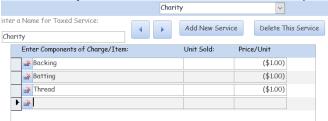


- Emailing an invoice to a customer.
  - Select the pdf icon from the Print banner, save the pdf in a folder on your computer and then attach it to an email.

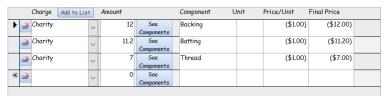


# Sample Invoices

- 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.

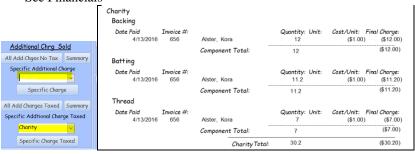


Additional Charge No Tax Screen

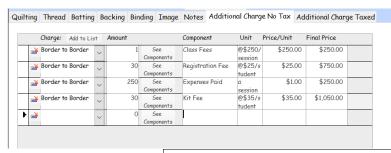


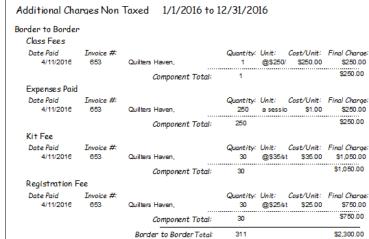
Quilting Thread Batting Backing Binding Image Notes Additional Charge No Tax Additional Charge Taxed

See Financials



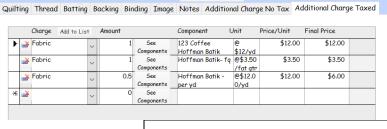
Teaching

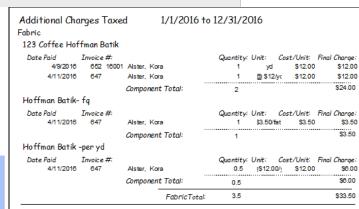






#### Fabric Sale





#### Trouble shooting

• If you don't choose a customer first.

Fabric

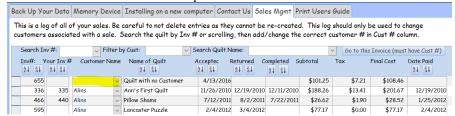
When you go to print you will see

Specific Addtional Charge Taxed

Specific Charge Taxed



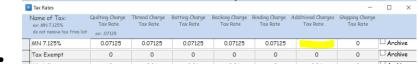
- Another symptom: when you go back into the system later and you find the customer and the quilt is not listed on her Search.
- To resolve use, Support, Sales Management, the quilt will be at the top of the list and you can choose
  the customer from the list and the quilt will associate with the customer.



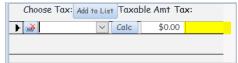
- No totals are calculating
  - There is a blank field in the right hand column.



• There is a blank field in Tax Rate Set Up



• 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,
  - o 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.
  - O 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.
  - O Customer Name will bring all of the customers quilts together
  - O Name of Quilt allows you to see similarly named quilts together
  - O Date Accepted a-z will show you the quilts you have had the longest
  - Target a-z will show the quilts you need to work on as they are due the soonest
  - O Completed a-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.



- O Customer Name: helpful when a customer contacts you or drops off quilts, to quickly see you have other quilts in the queue.
- 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.
- o 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

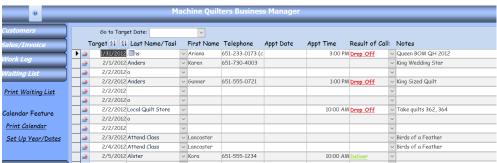


- Click on the right facing arrow to the left of the customer name.
- Click on Go To Order/Invoice Form, you will be taken to the Sales Invoice screen for the Customer and to this specific quilt. You will not see the other quilts for the customer as you have filtered for this specific quilt. To see the 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
  - O Print Work Log by Target Date with Details
  - O 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
    - •
  - o 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
  - o 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
  - o 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.



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

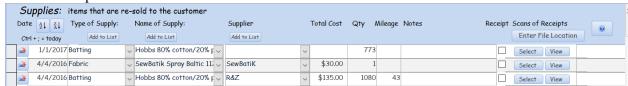
#### **Financials**





# Supplies and Expense Entry, Supplier List Supply Entry

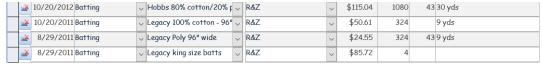
- Items that are resold to the customer.
- Ex: Batting, Thread, Fabric, notions
- Spreadsheet format



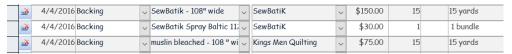
- Date: Should be the date of the invoice
- Type of Supply: This is the first major grouping for the supply. All items will be gathered and reported under this group. You will be able to see what you purchased over the entire group as well as by each name.
- Name of Supply,
  - Should be the exact same 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.



- 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

≥ 10/20/2012 Thread	√ KingTut Thread	Superior Threads	V \$75.00	3 inv# 55661	Select View
≥ 10/20/2012 Thread	→ Omni Thread	Superior Threads	\$51.00	4 501. 406.400	Select View
	√ So Fine	Superior Threads		3	Select View
≥ 10/18/2012 Thread	→ Bottom line			3	Select View

#### 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

  Add New Supply
  Delete Supply
  Delete Supply
  Save Supply
  Save Supply
  Supplier
  Supply
  Supplier
  Supply
  Supplier
  Supply
  Supplier
  Supply
  Supplier
  Suppli
  - 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:

Type of Expense

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

Qty Total Cost Mileage

Receipts and Scans

Enter File Location

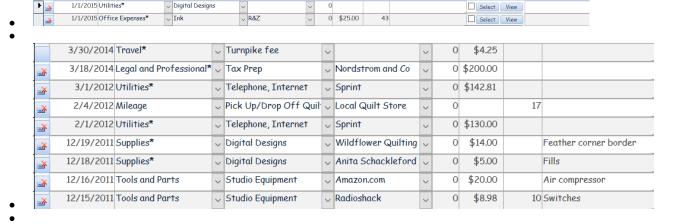
#### Expenses Entry

Date AL ZI

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

Expenses: items that are not sold to the customer

Name of Expense



• 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

Quilting Charge:	Subtotal:	Quilting /Hrs:	Subtotal /Hrs:	Stitch Count:	PictureLink	Thread:	Batting:	Backing:	Binding:	Add Service No Tax:	Add Serv Tax:	Shipping:	of days bet Return _ Accepted	# of days bet Completed Accepted
\$453.60	\$526.48	\$11.34	\$13.16			\$10.00	\$30.72	\$0.00	\$32.16	\$0.00	\$0.00	\$0.00	)	
\$403.20	\$443.20	\$18.33	\$20.15			\$10.00	\$30.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	20	19
\$368.48	\$416.48	\$18.42	\$20.82			\$10.00	\$38.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	36	31
\$329.00	\$373.20	\$16.45	\$18.66			\$10.00	\$34.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
\$285.60	\$341.18	\$14.28	\$17.06			\$10.00	\$42.56	\$0.00	\$31.52	\$0.00	(\$28.50)	\$0.00	79	72
\$216.00	\$310.20	\$10.80	\$15.51			\$12.00	\$34.20	\$0.00	\$48.00	\$0.00	\$0.00	\$0.00	37	33
\$240.10	\$535.30	\$12.01	\$26.77			\$8.00	\$40.00	\$18.00	\$39.20	\$0.00	\$190.00	\$0.00		

Quilt Sales/Spreadsheet by Design and Pricing

ales/Invoice		MQBM#	Your#:	Cust#: Cust Name:		Name of Quilt:	Pricing Category:	Design Choice:	Sq Yds:	Stitch Count:	Hrs:	Quilting Charge:	Subtotal:	Quilting /Hrs:	Subtotal /Hrs:
Vork Log	F	643		95 Anders	Gunner	joes	Edge to Edge- Basic Design Plu	ı	3.37		0	\$0.00	\$0.00	#Div/0!	#Div/
TOTA LOG	Г	249	195	95 Anders	Gunner	Paper roses	Hourly Rate		2.592		4	\$67.20	\$85.60	\$16.80	\$21.40
laiting List	г	254	207	95 Anders	Gunner	Labyrinth Design Quilt	Custom		1.056		7	\$41.07	\$59.07	\$5.87	\$8.4
	Г	290	227	95 Anders	Gunner	Blowin' in the wind	Edge to Edge		3.703		4	\$96.00	\$116.00	\$24.00	\$29.0
nancials	Г	366	354	95 Anders	Gunner	Beyound the Border	Edge to Edge - Basic Plus		4.867		4	\$110.39	\$129.39	\$27.60	\$32.3
	Г	483	459	95 Anders	Gunner	Ice Cream Quilt	Edge to Edge		4.75		4	\$123.12	\$139.12	\$30.78	\$34.7
Quilt/Sales	Г	289	227	95 Anders	Gunner	Baby	Edge to Edge	Butterflies and Flowers	1.881		3	\$48.76	\$42.76	\$16.25	\$14.2
	Г	292	229	95 Anders	Gunner	Hand Dyed Quilt	Custom	Feather- Wedding Ring B	2.777		8	\$108.00	\$143.00	\$13.50	\$17.8
uilt/Sales Design		250	194	95 Anders	Gunner	Spring Leaves	Edge to Edge	Fern B2B	2.259		4	\$58.56	\$56.56	\$14.64	\$14.1
and Pricing		366	354	95 Anders	Gunner	Beyound the Border	Edge to Edge - Basic Plus	ocean froth	4.867		4	\$110.39	\$129.39	\$27.60	\$32.3
	Г	249	195	95 Anders	Gunner	Paper roses	Edge to Edge	Rose Bouquet B2B	2.592		4	\$67.20	\$85.60	\$16.80	\$21.4
t-Up	г	484	458	95 Anders	Gunner	Sugar and Spice		Spilt Paint Border	4.166		7	\$192.00	\$199.00	\$27.43	\$28.4
		291	228	95 Anders	Gunner	Asian Quilt	Edge to Edge	Split Paint B2b	3.827		5	\$99.20	\$130.40	\$19.84	\$26.0
pport		484	458	95 Anders	Gunner	Sugar and Spice	Special Order	Sticky Buns	4.166		7	\$192.00	\$199.00	\$27.43	\$28.4
ose System		483	459	95 Anders	Gunner	Ice Cream Quilt	Edge to Edge	swirling b2b	4.75		4	\$123.12	\$139.12	\$30.78	\$34.7
siere y siteilli		292	229	95 Anders	Gunner	Hand Dyed Quilt	Custom	Variety Up and Down	2.777		8	\$108.00	\$143.00	\$13.50	\$17.8

- 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:



• Reminder of how we entered the info when purchased

¥	4/4/2016 Backing	~	SewBatik - 108" wide	SewBatiK	~	\$150.00	15	15 yards
<u>∡</u>	4/4/2016 Backing	~	SewBatik Spray Baltic 117 🗸	SewBatiK	~	\$30.00	1	1 bundle
<b>ĕ</b>	4/4/2016 Backing	~	muslin bleached - 108 " wi 🗸	Kings Men Quilting	~	\$75.00	15	15 yards

#### Supplies by Date:

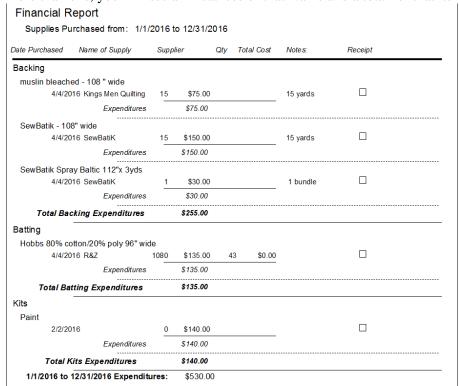
• Shows all supplies or expenses that are purchased between two dates. Will break the items into the month purchased, with a total for each month and a total at the end of the report.

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!

Date	Туре	Name of Supply	Supplier	Qty	Total Cost	Mileage	/Rate	Notes:	Receipt Scan
Februa	ry 2016								
2/2/2016	Kits	Paint		0	\$140.00				
		February 2010	6 Expenditur	es	\$140.00				
April 20	016								
4/4/2016	Backing	SewBatik - 108" wide	e SewBatiK	15	\$150.00			15 yards	
4/4/2016	Backing	SewBatik Spray Baltic 112"x 3yds	SewBat iK	1	\$30.00			1 bundle	
4/4/2016	Backing	muslin bleached - 108 " wide	Kings Men Quilting	15	\$75.00			15 yards	
4/4/2016	Batting	Hobbs 80% cotton/20% poly 96" wide	R&Z	1080	\$135.00	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.



# 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 R Supplies Po	urchased from: 1/	1/2016 to 12/	/31/2016			
Date Purchased	Name of Supply	Supplier	Qty Tot	al Cost	Notes:	Receipt
Batting						
Hobbs 80% o	cotton/20% poly 96	" wide				
	4/4/2016	R&Z	1080	\$135.00		
Hobbs 8	30% cotton/20% po	ly 96" wide Exp	enditures —	\$135.00		_
	Batting Expe	nditures		<b>\$1</b> 35.00		

- 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.

Oate Purchased	Name of Supply	Supplier	Qty	Total Cost		Receipt N	lotes:
Backing							
muslin bleach	red - 108 " wide						
	4/4/2016	Kings Men Quilting	15	\$75.00	15 yards		
	muslin bleached	- 108 " wide Exp	enditures	\$ 75.00			
SewBatik - 1	08" wide						
	4/4/2016	SewBatiK	15	\$150.00	15 yards		
	SewBatik	- 108" wide Exp	enditures	\$ 150.00			
SewBatik Sp	ray Baltic 112"x 3y	ds					
	4/4/2016	SewBatiK	1	\$30.00	1 bundle		
5eu	Batik Spray Baltic	112"x 3yds Exp	enditures	\$ 30.00			
	Backing Exp	enditures		\$ 255.00			

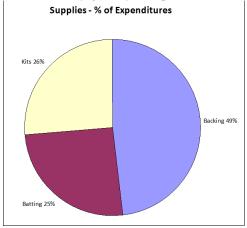
#### • Summary

• 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.

Type of Supply	<u>Total Expen</u>	diture for Type	Mileage	Mileage Reimbursement
Backing		\$255.00		
Batting		\$135.00	43	\$0.00
Kits		\$140.00		
1/1/2016 to 12/31/2	016 Expenditures:	\$530.00	43	\$0.00

#### Chart

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



Do not duplicate, Mary Reinhardt, 2016

Page 19 of 37

- 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?

2009 2010 2011 2012 2014 2008 -2016 2017 Backing \$255.00 Batik Fabric \$233.92 \$115.04 Batting \$370.12 \$1,061.77 \$1,918.36 \$135.00 Fabrio \$314.87 \$313.67 \$398.02 \$252.73 \$12.00 \$140.00 Kits Notions \$359.23 \$414.56 \$902.92 \$545.16 \$195.95 Thread

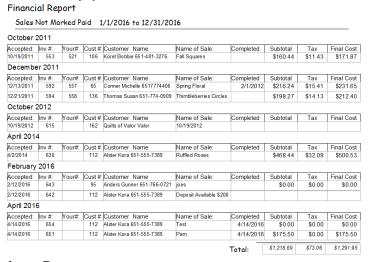
# Reports by Type of Sale

• 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



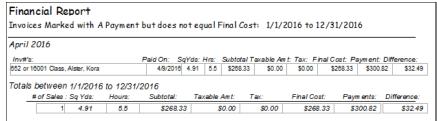
#### Sales Not Marked Paid

- 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.



#### Reports by Type of Sale

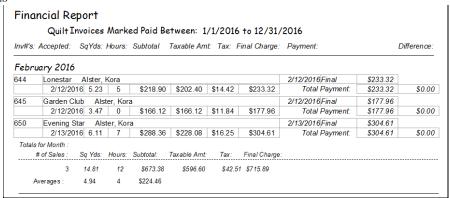


• The reports in this box are sorted by the Dates designated in Start and Stop Dates, then the Type of Sale chosen in the drop down list. The box defaults to Quilt.

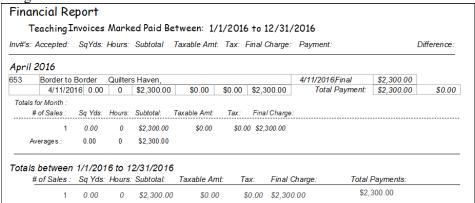
#### Sales by Date:

- 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

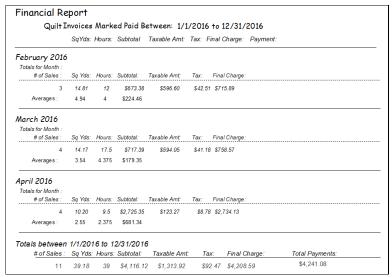


# **Teaching**



#### Summary

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



#### 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.



#### 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



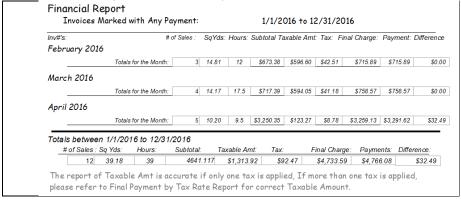
#### All Invoices by Date Pd – Details

- 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

ment: Differenc									February 2016
	iarge: Paymen	Final Charge:	Tax: I	Taxable Amt:	Subtotal	Hours:	SqYds:	Paid On:	Inv#'s:
77.96 \$0.0	77.96 \$177.9	\$177.96	\$11.84	\$166.12	\$166.12	0	16 3.47	2/12/201	645 or Garden Club, Alster, Kora
33.32 \$0.0	33.32 \$233.3	\$233.32	\$14.42	\$202.40	\$218.90	5	16 5.23	2/12/201	644 or Lonestar, Alster, Kora
04.61 \$0.0	04.61 \$304.6	\$304.61	\$16.25	\$228.08	\$288.36	7	16 6.11	2/13/201	650 or Evening Star, Alster, Kora
							:	# of Sales :	
15.89 \$0.0	15.89 \$715.8	\$715.89	\$42.51	\$596.60	\$673.38	12	14.81	3	Totals for the Month:
		1	******				:	# of Sales :	

#### 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.

#### Combined Financial Report:

All Sales, Expenses and Supplies

1/1/2017 to 12/31/2017

Expenses:				
Advertising				
Brochure				
Business Cards				
	Advertising Totals:			
Machine Tools				
Needle Bar		\$110.00		
	Machine Tools Totals:	\$110,00		
Office Supply				
Ink		\$110.00	13	\$0.00
	Office Supply Totals:	\$110,00	13	\$0,00
Photography Supplies	5			
Clamp Light		\$13,92		
	Photography Supplies Totals:	\$13.92		
	/1/2017 to 12/31/2017 Expenditures:	\$233.92	13	\$0,00

Supplies	Total Cost	Mileage	Mileage Reimbursemen
Backing			
Bali 44" wide black	\$255.00		
Inventory Brought Forward	\$292.50		
BackingTotal:	\$547.50		
Batting			
Hobbs 80% cotton/20% poly 96" 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. <b>4</b> 5		
1/1/2017 to 12/31/2017 Ex	penditures: \$1,973.97	43	\$0.00

Invoices Marked with Any	Type Payment by T	ype of Sale:				
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 Amt:	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
Payments-Expenditures: (\$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:

All Sales, Expenses and Supplies 1/1/2017 to 12/31/2017 to 12/31/2017 to 12/31/2017

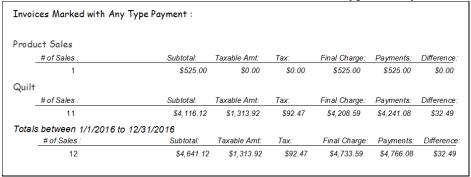
		****	
	Total Expenditure for Type	Mileage	Mileage Reimbursemen
Advertising			
Machine Tools	\$110,00		
Office Supply	\$110,00	13	\$0.00
Photography Supplies	\$13.92		
1/1/2017 to 12/31/2017 Expe	nses: \$233.92	13	\$0.00

Supplies 1/1/2017 to 12/31/201	17		
Type of Supply T	otal Expenditure for Type	Mileage	Mileage Reimbursement
Backing	\$547.50		
Batting	\$877.02	43	\$0.00
Thread	\$549.45		
1/1/2017 to 12/31/2017 Expend	ditures: \$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 Amt:	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
Payments minus Expenditures: (\$1,829.22)

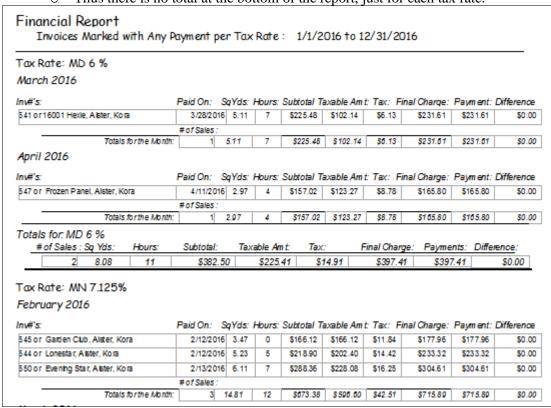
Has same information as above, but breaks the Sales into Types of Payments



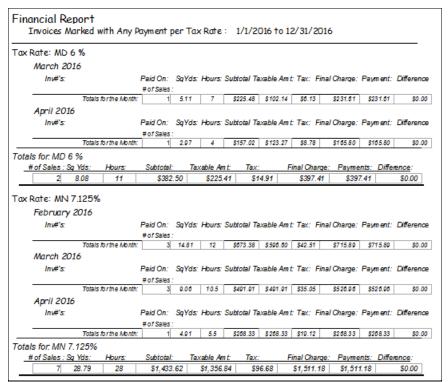
# All Invoices by Tax Rate

- 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

o Thus there is no total at the bottom of the report, just for each tax rate.

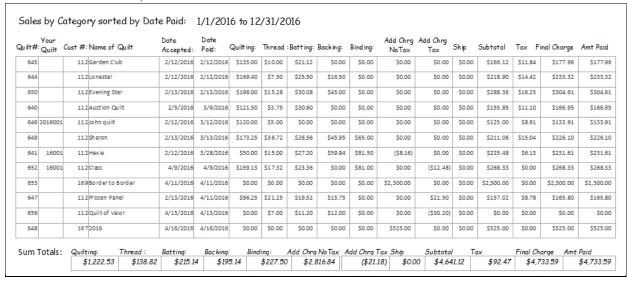


**Summary** 



## 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.



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

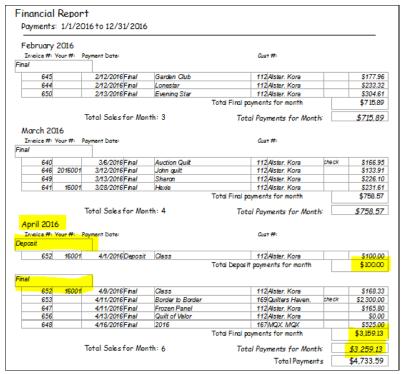
The reports are exactly the same as above, so we are not going to look at each one individually. Just note that only invoices that are marked Final will appear in these reports. Sales that are marked with Deposit or Payment, but Final is not indicated, will not appear on these reports.



# **Only Payment Information**



- 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

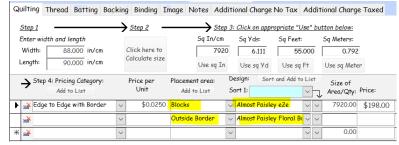
Combined Financial Report: All Payments, Expenses and Supplies 1/1/2012 to 12/31/2012 Expenses: Mileage Pick Up/Drop Off Quilts \$9.35 \$9.35 Mileage Totals: Telephone \$260.00 \$260.00 1/1/2012 to 12/31/2012 Expenditures: \$9.35 \$260,00 Supplies Total Cost Mileage Reimbursement Backing Cotton Backing \$12.00 BackingTotal: \$12.00 \$22.00 KingTut Thread \$7,512.95 Omni Thread \$51.00 \$35.00 Sew Fine \$7,620.95 ThreadTotal: 1/1/2012 to 12/31/2012 Expenditures: \$7,632.95 Payment by Type: **Total Payments** Deposit \$100.00 Final \$2.081.56 \$2,181.56 Total Payments:

> Total Payments: \$2,181.56 Total Expenditures: \$7,892.95 Payments-Expenditures: (\$5,711.39)

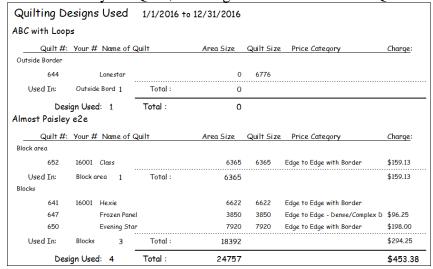
## **Quilting Designs**



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

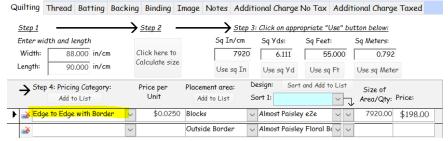


- It is first grouped by the Design Name
  - Then the Placement Area
- o Then by the Quilt, showing the Area Size and the Quilt Size, etc

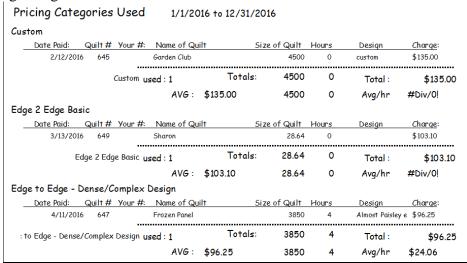




Where the info comes from on Sales Invoice screen



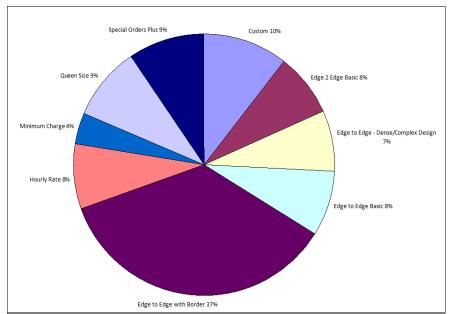
Pricing Categories Used



Summarv

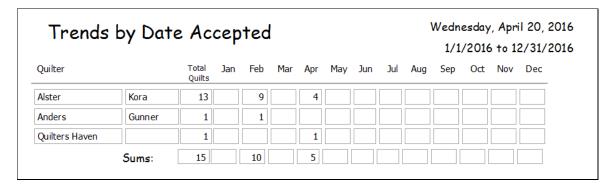
Pricing Categori	es U	sed	1/1/2	016 to 12/3	31/2016			
Custom					Charge:	Size of Quilt	Hours	Avg/hr
Use	d on:	1	quilts :	Totals:	\$135.00	4500	0	
				AVG:	\$135.00	4500	0	#Div/0
Edge 2 Edge Basic					Charge:	Size of Quilt	Hours	Avg/hr
Use	d on:	1	quilts :	Totals:	\$103.10	28.64	0	
				AVG:	\$103.10	28.64	0	#Div/0
Edge to Edge - Dense	e/Com	plex (	Design		Charge:	Size of Quilt	Hours	Avg/hr
Use	d on:	1	quilts :	Totals:	\$96.25	3850	4	
				AVG:	\$96.25	3850	4	\$24.06
Edge to Edge Basic					Charge:	Size of Quilt	Hours	Avg/hr
Use	d on:	1	quilts :	Totals:	\$104.94	3.18	0	
				AVG:	\$104.94	3.18	0	#Div/0
Edge to Edge with Bo	rder				Charge:	Size of Quilt	Hours	Avg/hr
Use	d on:	3	quilts :	Totals:	\$460.25	18410	12.5	
				AVG:	\$153.42	6136.67	4.16667	\$36.82

Chart



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

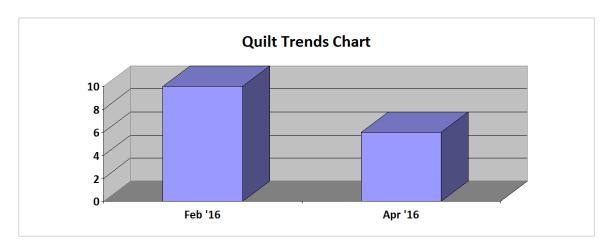




# Quilt Trends Chart

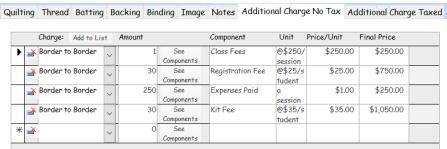


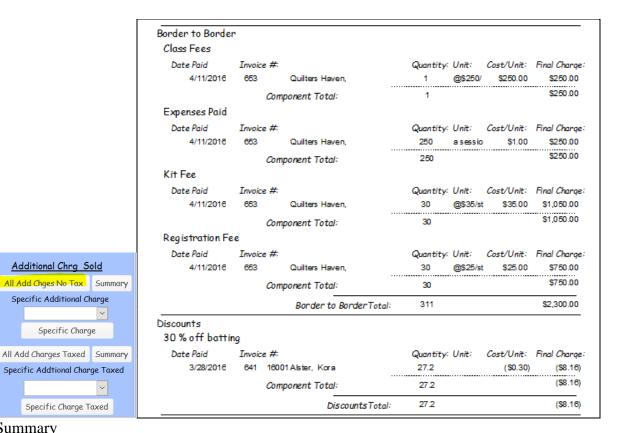
- This shows the number of quilts accepted by date and shows the per month total.
- Excellent to see the ups and downs of the time period
- If fewer intakes, might plan a sale during that time.



# Additional Charges Sold

- Information comes from the Sales/Invoice Screen
  - o Additional Charge Taxed or No Tax
  - o 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





# Summary

Additional Chrg Sold

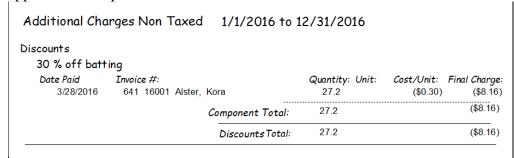
Specific Charge

The same information but Summarized (no details)

Additional Charge No Tax:	1/1/2016 to 12/31	/2016
_	Quanti	ity: Final Charge:
	0	
	Total: 0	
Border to Border	Quanti	ity: Final Charge:
Class Fees	1	\$250.00
Expenses Paid	250	\$250.00
Kit Fee	30	\$1,050.00
Registration Fee	30	\$750.00
Borde	er to Border Total: 311	\$2,300.00
Discounts	Quanti	ity: Final Charge
30 % off batting	27.2	(\$8.16)
	Discounts Total: 27.2	2 (\$8.16
Product	Quanti	ity: Final Charge:
class kits	15	\$525.00
	Product Total: 15	\$525.00

# Specific Charge

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



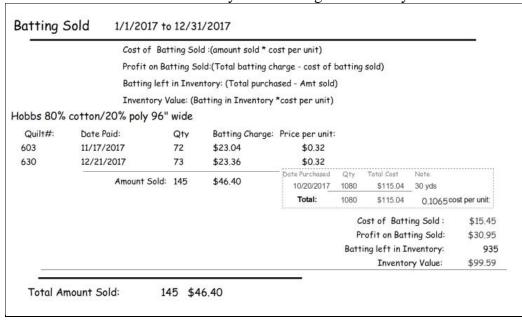
# Individual Items Sold

## All Batting Sold

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

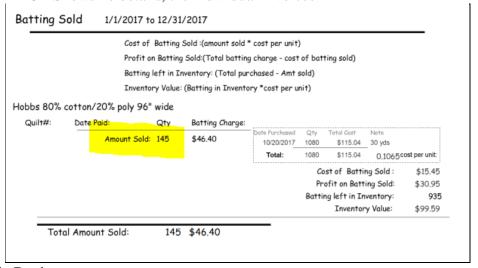


- Note the small box off to right, if you have named the batting the exact same thing when purchase and buy it, then you will see the math done for inventory.
- o Here is where we see what you have bought and what you have sold.



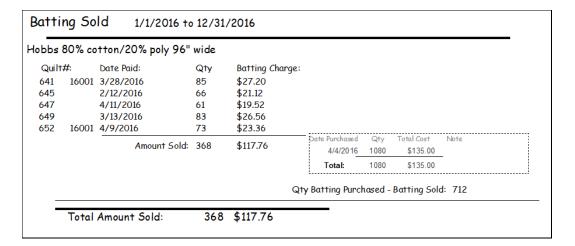
#### Summary

o Shows no details, the individual invoices



Specific Batting

Allows you to see just the one batting information.



# All Backing Sold

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

## All Backing Sold

- O 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.

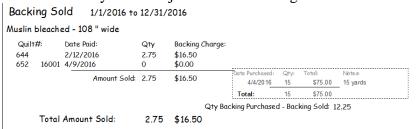


## Summary

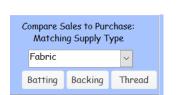
o Shows no details, the individual invoices

# Specific Backing

Allows you to see just the one backing information.



Comparing Sales to Purchases



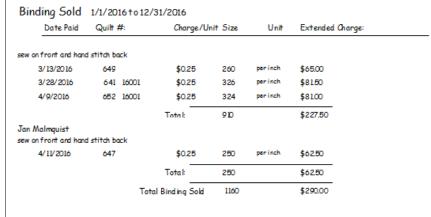
# 1/1/2016 to 12/31/2016

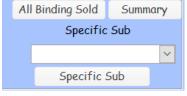
Backing Sold Backing Purchased \$195.14 \$255.00

Sales - Purchased Price (\$59.86)

This report provides you with total sales of backing and the total amount of backing purchased between the designated dates. This is not necessarily your profit, as some backing sold might have been purchased outside of the designated dates.

# All Binding Sold





# Summary

	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

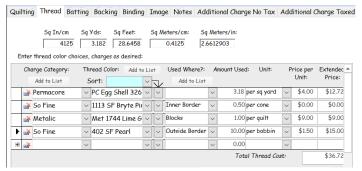


#### Thread

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



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# All Thread Sold by Color

Quilt #:	Date Paid:	Qty:	Charge per Unit: E:	xtended Charge:
C 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

641 1600	3/28/2016	Oper quilt	\$9.00	\$0.00
Totals	per Color:	0		\$0.00
Met 1744 Lime Gr	zen			
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 3267	4			
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
649	3/13/2016	10 per bobbin	\$1.50	\$15.00
Totals 409 SF Smoke	per Color:	10		\$15.00
641 1600	3/28/2016	10 per bobbin	\$1.50	\$15.00
	per Color:	10		\$15.00

Summary

Quilt #: Date Paid:	Qty:	Charge per Unit: Extended Charge:
rice Group: Permacore		
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

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