Invoicing, Progress Invoicing, Job Costing, and Reporting

About this Guide and Webinar

This guide is designed to accompany our webinar entitled *Invoicing, Progress Invoicing, Job Costing, and Reporting*, in which you will be introduced to the concept and use of *Invoices* in QuickBooks Online. *Invoices* are what you send to your construction customers, and it is based on these *Invoices* that your customers pay you. This webinar will cover invoicing based on an estimate, as well as progress invoicing (multiple invoices from an estimate), job costing, and reporting on these areas.

Note: this supplemental guide and the video it accompanies were prepared using QuickBooks Online ("QBO") Plus Canada and a Construction Demo company set up specifically by the author for this purpose. This company is not available to students taking this webinar, but you can set up your own company with this Demo company as a model. You can also access the QuickBooks Online Canada Sample Company, *Long for Success – Event Planning* to test out what you've learned. *Long for Success – Event Planning* is a "dummy" set of QBO Plus books that will maintain your additions, deletions, and edits only as long as the browser windows you use to access it are open, or after a period of inactivity. *Do not use this company as your real set of books*. The *Long for Success – Event Planning* is accessible here: http://tinyurl.com/canadasampledata.

What are Invoices in QuickBooks Online?

Invoices are sales forms you use to notify your customers that they owe you money. They are populated, very much the way estimates are, with customer details, the date, and product or service items, which are linked to the general ledger or chart of accounts. Unlike estimates, invoices do affect the general ledger. Invoices for service items, such as we are using for construction, affect those linked general ledger accounts, usually income accounts (AKA revenue or sales) and any sales taxes being collected.

Invoices that are issued to customers but not yet paid in full increase Accounts Receivable ("A/R"), and you can view A/R reports so that you know *who* owes you *how much* and *from when*.

There are other sales forms, such as Sales Receipts and Credit Memos, but those are not necessary at the present time. Your income will result mainly, if not entirely, from producing invoices.

You can start your sales workflow with an invoice to a customer, but in a construction setting we are going to focus on invoicing from an estimate.

Invoicing in Full from an Estimate

QuickBooks has made it very simple to invoice in full from an estimate. The workflows that follow assume that Progress Invoicing, the ability to issue two or more partial invoices from an estimate, is not enabled. We'll cover that later in this webinar.

To invoice from an estimate, you can follow one of two workflows.

Workflow #1: Invoicing from inside the estimate

1. Open the estimate from which you wish to issue an invoice. You can find the estimate in many ways, but we'll concentrate on clicking on it from the Customer or Sub-customer record's transaction list tab.

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2. With the estimate open, select **Create invoice** in the top right corner.

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3. The invoice pops open, populated with details brought over from the estimate. It also includes a link to the estimate in the header. Make any changes such as the date or message.

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- 4. Save the invoice.
- 5. If you open the estimate again, you see a link to the invoice in the header. And remember: once you've invoiced from an estimate in full, the estimate's status changes automatically to *Closed*.

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There is a second way to create an invoice from an estimate.

Workflow #2: Invoicing from outside the estimate

1. Select **+New** and then **Invoice**.

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+ New	Construction	Demo Company	
CUSTOMERS	SUPPLIERS	EMPLOYEES	OTHER
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Estimate	Bill		Journal entry
Credit memo	Pay bills		Statement
Sales receipt	Purchase order		Inventory qty adjustment
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2. Enter or select the name of the customer or sub-customer and then hit the **TAB** key to get to the next field.

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3. A "drawer" pops out from the right side of the screen with items you may wish to add to the invoice (such as billable time and expenses, etc.). Choose the estimate linked to that sub-customer and select **Add**. (FYI you would be able to select more than one estimate to add to this invoice.)

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4. Make any edits as in the first set of instructions and **Save** the invoice. As before, both the invoice and the estimate have hyperlinks to each other in their respective headers.

What is Progress Invoicing?

As we saw, you can invoice fully from an estimate in one invoice if you so choose.

In addition, however, you can enable Progress Invoicing in QuickBooks to create partial invoices from an estimate, and QBO will track what you have invoiced so far compared to the original estimate.

Progress invoicing allows for the following:

- Divide project estimates into multiple invoices based on milestones or phases or dates
- On each line item of a progress invoice, you can use a full, partial, or custom amount to invoice clients as you go, and your progress for that line item is tracked automatically
- Each estimate shows customers exactly what's been invoiced from it so far, as well as the remaining balance

If progress invoicing is for you, you'll need to enable it in QuickBooks.

Enabling Progress Invoicing

Select the **gear icon** at the top right of the QBO screen > **Account and settings** > **Sales** > **Progress Invoicing**. Toggle to turn on Progress Invoicing. Select **Save** in the *Progress Invoicing* section and **Done** at the bottom right of the screen.

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	Products and services	Show Product/Service column on sales forms	On
		Show SKU column	Off
		Turn on price rules NEW	Off
		Track quantity and price/rate	On
		Track inventory quantity on hand	Off
	Progress Invoicing	Create multiple partial invoices from a single estimate Cancel Save	F
	Messages	Default email message sent with sales forms	
	Reminders	Default email message for invoice reminders	
		Automatic invoice reminders	Off

If you've turned on progress invoicing but have discovered it's not for you, you can always disable it selecting the **gear icon** at the top right of the QBO screen > **Account and settings** > **Sales** > **Progress Invoicing** and toggling the other way.

Progress Invoicing from an Estimate

To issue a progress invoice from an estimate, as before, you can follow one of two workflows.

Workflow #1: Progress invoicing from inside the estimate

- 1. Open the estimate from which you wish to issue an invoice.
- 2. Select **Create invoice** in the top right section of the header.
- 3. Now that Progress Invoicing is turned on, you'll see a new window pop up before the invoice appears: *How much to you want to invoice?*

How much do you want to invoice? ×
Total of all estimate lines = \$23,560.00
50% of each line = \$11,780.00
Custom amount for each line
Create invoice

- 4. Select one of the three options:
 - Total of all estimate lines (invoice in full)
 - Percentage of each line (you enter the percentage)
 - Custom amount for each line
- 5. Select Create invoice.

6. Let's assume that you chose the most complex option, **Custom amount for each line**. A zero-dollar invoice appears, populated with the items from the linked estimate. Line by line, enter the percentage or dollar amount you wish to invoice from the estimate total for that item.

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7. Save the invoice.

As we saw with invoicing fully from an estimate, there is a second way to create a progress invoice.

Workflow #2: Progress invoicing from outside the estimate

Let's proceed with a second progress invoice after having issued our first one, above.

- 1. Select +New and then Invoice.
- 2. Enter or select the name of the customer or sub-customer and then hit the **TAB** key to get to the next field.
- A "drawer" pops out from the right side of the screen with items you may wish to add to the invoice (such as billable time and expenses, etc.). Choose the estimate linked to that subcustomer and select Add. (FYI you would be able to select more than one estimate to add to this invoice.)
- 4. Now that Progress Invoicing is turned on, you'll see a new window pop up before the invoice appears: *How much to you want to invoice?* However, this time, QuickBooks is allowing you to invoice only up to the maximum amount of the remaining total, given that you've invoiced from this estimate before. Choose your option and select **Copy to invoice**.

How much do you want to invoice?	×
Remaining total of all lines = \$14,214.00	
50% of each line = \$11,780.00	
O Custom amount for each line	
Copy to invoice	

5. Again, let's assume that you chose the most complex option, **Custom amount for each line**. A zero-dollar invoice appears, populated with the items from the linked estimate. Line by line, enter the percentage or dollar amount you wish to invoice from the estimate total for that item. If you try and save the invoice for more than the original total line amount for any item, you'll see an *Estimate overage* window which warns you that you're going over on at least one item's quote. You can cancel and edit the invoice, or, if you meant to go over the original estimate amount, select **Go over**. It's a good practice to open the original estimate to review the original quoted amount as well as any amount outstanding, line by line.



- 6. When you're finished with your edits, **Save** the invoice.
- 7. Each invoice will have a link to the original estimate.
- 8. The estimate will have a hyperlink to as many progress invoices as you ultimately create. You can also see, line by line, what's been invoiced of the total, how much is remaining (notice we went over on the first item, but in most cases you'll end up having invoiced for 100% of each item over time), and if you've invoiced completely for any item, you'll see a green checkmark in the *Closed* column.

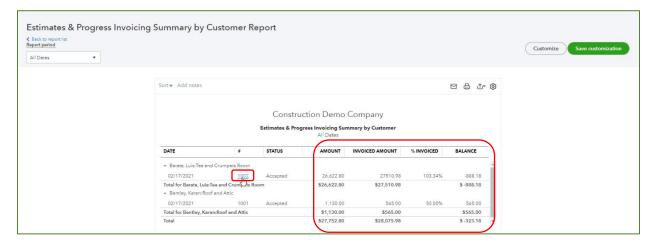
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	2	03/08/2021	Direct Costs:Cabinetry & Countertops Lab	c Cabinetry & Countertops Labour	1	5,600	5,600.00	HST ON	1,000.00	4,600.00		Ô

Reporting on Estimates and Related Invoices

As we learned in the webinar entitled *Estimates, Change Orders, and Reporting,* you can produce two standard reports related to estimates: *Estimates & Progress Invoicing Summary by Customer* and *Estimates by Customer*. These are found in the *Sales and customers* grouping of standard reports, and you can also search for them in the Reports tab by starting to enter "est" (or any other part of the report name) in the search bar.

The *Estimates by Customer* report, introduced in the webinar entitled *Estimates, Change Orders, and Reporting*, will not indicate any progress invoices.

The *Progress Invoicing Summary by Customer* report, however, will provide us the progress invoicing information we need. Its default report period is *All Dates*. If you need to see detail about a particular estimate's line items, you'll need to click on the estimate to open and review it.



Customizing Invoice Templates

As we saw with estimates, you can customize your invoice template(s) so that invoices get sent to customers looking the way you want for your image. You can customize an invoice template in the same fashion as customizing an estimate template. Review the section on *Customizing Estimate Templates* in the webinar entitled *Estimates, Change Orders, and Reporting* to refresh your memory on how to do this, including how to select a default estimate template and how to customize an estimate from the bottom of the estimate screen. You can select a default invoice template and customize an invoice from the bottom of the invoice screen in exactly the same way.

More information on customizing templates can be found here: <u>https://quickbooks.intuit.com/learn-support/en-ca/customise-forms/customize-invoices-estimates-and-sales-receipts-in-quickbooks/00/291044</u>.

Job Costing and Reporting

Any invoice is automatically linked to a customer or sub-customer, by virtue of the fact that an invoice needs that name in order to be saved (it cannot be saved without a name).

Costs, however, require an extra field to be filled out in order to link them to a customer or subcustomer. We will use the two-sided service items we created on these purchase forms, and the costs will be linked to the purchase account on each item's setup as well as the customer or sub-customer indicated on the form.

On bills, cheques, expense and credit card credit forms, you'll use the *Item details* grid (if it's collapsed, expand it by clicking on the caret icon to the left of the words *Item details*). You can, if you wish, collapse the *Category details* grid, just to keep it out of the way.

Enter the items you've purchased, and use the service items you've set up. Enter the quantity (default to 1) and unit price or just enter the total amount as well as the sales tax code. Enter the customer or subcustomer name in the *Customer* or Customer/Project field. Save the transaction.

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Once your costs are entered, you can run a Profit and Loss by Customer report. Choose your report period.

You will see the income/revenue and costs/expenses by customer and sub-customer. You can drill down into any figure on this report to get to a list of transactions that made up that figure, and you can drill down on that list of transactions to open any individual transaction for reviewing and editing.

Now you have job costing!

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	Construction Income Total Income	BARATA, LUIS \$0.00			BENTLEY, KAREN S0.00			CIORAN, JASON	600 SQ FT ADDITION	TOTAL CIORAN, JASON				
	Construction Income Total Income + COST OF GOODS SOLD		24,346.00	24,346.00		500.00	500.00				\$24,846.00 \$24,846.00			
	Construction Income Total Income + COST OF GOODS SOLD + Cost of Goods Sold		24,346.00 \$24,346.00	24,346.00 \$24,346.00		500.00	500.00		\$0.00	\$0.00	\$24,846.00 \$24,846.00 \$0.00			
	Construction Income Total Income + COST OF GOODS SOLD + Cost of Goods Sold Direct Materials Costs		24,346.00 \$24,346.00 1,600.00	24,346.00 \$24,346.00 1,600.00		500.00	500.00		\$0.00 500.00	\$0.00 500.00	\$24,846.00 \$24,846.00 \$0.00 \$2,100.00			
	Construction Income Total Income - COST OF GOODS SOLD - Cost of Goods Sold Direct Materials Costs Total Cost of Goods Sold	\$0.00	24,346.00 \$24,346.00 1,600.00 1,600.00	24,346.00 \$24,346.00 1,600.00 1,600.00	\$0.00	500.00 \$500.00	500.00 \$500.00	\$0.00	\$0.00 500.00 500.00	\$0.00 500.00 500.00	\$24,846.00 \$24,846.00 \$0.00 \$2,100.00 \$2,100.00			
	Construction Income Total Income - COST OF GOODS SOLD - Cost of Goods Sold Direct Materials Costs Total Cost of Goods Sold Total Cost of Goods Sold	\$0.00	24,346.00 \$24,346.00 1,600.00 1,600.00 \$1,600.00	24,346.00 \$24,346.00 1,600.00 1,600.00 \$1,600.00	\$0.00	500.00 \$500.00 \$0.00	500.00 \$500.00 \$0.00	\$0.00	\$0.00 \$00.00 \$00.00 \$\$00.00	\$0.00 500.00 500.00 \$500.00	\$24,846.00 \$24,846.00 \$2,100.00 \$2,100.00 \$2,100.00			
	Construction Income Total Income - COST OF GOODS SOLD - Cost of Goods Sold Direct Materials Costs Total Cost of Goods Sold	\$0.00	24,346.00 \$24,346.00 1,600.00 1,600.00	24,346.00 \$24,346.00 1,600.00 1,600.00	\$0.00	500.00 \$500.00	500.00 \$500.00	\$0.00	\$0.00 500.00 500.00	\$0.00 500.00 500.00	\$24,846.00 \$24,846.00 \$0.00 \$2,100.00 \$2,100.00			

You can also get this report if you select a regular Profit and Loss report and choose to **Display columns by** and then choose *Customers*.

The regular Profit and Loss report is very flexible, in that you can choose your columns to be other parameters.

In fact, you can also run a regular Profit and Loss report and choose to **Display columns by** *Products/Services* so you can see profitability of those two-sided items:

	Construction Demo Company Profit and Loss January 1 - February 22, 2021										
	DIRECT COSTS	BRICKLAYING LABOUR	BRICKLAYING MATERIALS	CABINETRY & COUNTERTOPS	CABINETRY & COUNTERTOPS LABOUR	CLEAN UP LABOUR	CLEAN UP MATERIALS	DEMOLITION MATERIALS	DESIGN SERVICES	ELECT	
* INCOME											
Construction Income		500.00		22,800.00	1,546.00	0.00	0.00		10,000.00		
Total Income	\$0.00	\$500.00	\$0.00	\$22,800.00	\$1,546.00	\$0.00	\$0.00	\$0.00	\$10,000.00		
Direct Materials Costs			100.00					50.00			
Total Cost of Goods Sold			100.00					50.00			
Total Cost of Goods Sold	\$0.00	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00	\$0.00		
GROSS PROFIT	\$0.00	\$500.00	\$ -100.00	\$22,800.00	\$1,546.00	\$0.00	\$0.00	\$-50.00	\$10,000.00		
PROFIT	\$0.00	\$500.00	\$.100.00	\$22,800.00	\$1,546.00	\$0.00	\$0.00	\$-50.00	\$10,000.00		

And if you wanted to get super granular, you can take that profitability report, select the **Customize** button, and filter it for one or more customers, sub-customers, or projects by placing a checkmark in the checkbox(es). Make your customizations and then choose **Run report**.

Customize report	×
▼ General	
Report period	
Custom • 01.	/01/2021 to 02/22/2021
Accounting method	
Cash Accrual	
Number format	All
Divide by 1000	Not Specified
Without cents	Specified
✓ Except zero amount	
▼ Rows/Columns	(Select all)
Columns Sho	Barata, Luis
Products/Services 🔻 Ac	Barata, Luis:Basement Reno
Characteria Characteria	Barata, Luis:Tea and Crumpets Room
Change columns	Bentley, Karen
▼ Filter	Bentley, Karen:Door Handles
✓ Customer	Barata, Luis
Distribution Account	All
·	
Supplier	All
Employee	All
	Run report

The resulting report would be filtered but you would have to change the title to indicate the filters in place. Here, for example, we've changed the title to indicate the customer(s) chosen in the filter:

				Profit and Loss - for Luis Bara January 1 - February 22, 2021					
	DIRECT COSTS	BRICKLAYING MATERIALS	CABINETRY & COUNTERTOPS	CABINETRY & COUNTERTOPS LABOUR	CLEAN UP LABOUR	CLEAN UP MATERIALS	EXTERIOR WINDOWS & DOORS	TOTAL DIRECT COSTS	TOTAL
+ INCOME									
Construction Income			22,800.00	1,546.00	0.00	0.00		24,346.00	\$24,346.00
Total Income	\$0.00	\$0.00	\$22,800.00	\$1,546.00	\$0.00	\$0.00	\$0.00	\$24,346.00	\$24,346.00
👻 Cost of Goods Sold									\$0.00
Direct Materials Costs		100.00					1,600.00	1,700.00	\$1,700.00
Total Cost of Goods Sold		100.00					1,600.00	1,700.00	\$1,700.00
Total Cost of Goods Sold	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,600.00	\$1,700.00	\$1,700.00
GROSS PROFIT	\$0.00	\$-100.00	\$22,800.00	\$1,546.00	\$0.00	\$0.00	\$ -1,600.00	\$22,646.00	\$22,646.00
PROFIT	\$0.00	\$-100.00	\$22,800.00	\$1,546.00	\$0.00	\$0.00	\$ -1,600.00	\$22,646.00	\$22,646.00

Be sure to watch our video on *Projects*.