

Session 4-7								
Friday, October 13	1:00pm-2:30pm	Room 619						

Session 4-7

Sage 100 Contractor:

Accounts Receivable: Beyond the Basics

Presented By: Melanie Rogers WoodStone Earth Construction, Inc

Credits/Revision History

• Original Author(s): Melanie Rogers



After participating in this session, you will learn ways to:

-Record a down payment for a job
-Issue a refund check to a client
-Use an A/P balance to write off an A/R balance
-Invoice two clients for the same job
-Create a simple T&M invoice using A/R invoices
-Customize an A/R report to run billing vs receipts by project manager
-Voiding a 3-7 progress billing after it's been paid or been voided
-Correct way to fix a progress billing
-Adjusting A/R aging for rounding
-How to process a bounced check
-How to write off small balances on invoices

Record a Down Payment on a Job

Step 1- Create Receivable Invoice for Initial Deposit

-Invoice Type= Memo -Post to Job Deposits; subaccount using Job#/Name

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Payment Histor	y Tax Detail Contract Summary										
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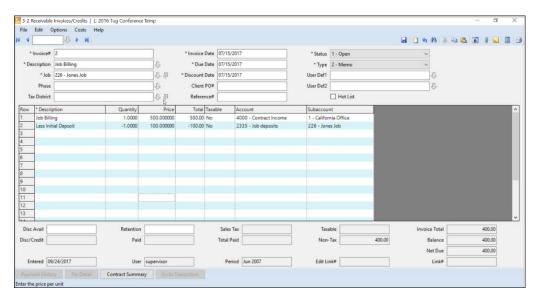
Step 2- Enter Cash Receipt for the initial deposit

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Step 3- Enter Receivable Invoice for Job Billing

-Post to income for full amount of invoice

-Post 2^{nd} line as a credit to Job Deposits account





CONSTRUCTION CONSTRUCTION CONSTRUCTION	69	Contract Invoice#: 2 Date: 07/15/2							
iilled To: Bob Jones 123 Maiin Street Anywhere CA 90005	Project:	Jones Job							
Due Date: 07/15/2017	Terms:	Order#							
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Issue a Refund Check to a Client

Step 1- Create A/R Credit for the refund amount

-Invoice Type = Contract -Post to Income Account

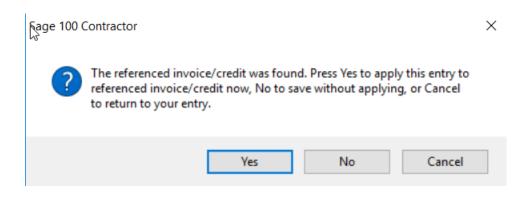
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	Contract Summary												
Record number (For a new record leave	blank)												



Step 2- Create an A/R Invoice

-Reference and apply to A/R Credit -Invoice Type = Memo -Post to Liability Account

* Invoice#	Refund Invoice		* Invoice Date	07/06/2017			* Status	1 - Open	1	~		
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									and a second second	Net Due	100.00	
	9/26/2017	User supervisor			Jul 2007		Edit Li			Link#		





Step 3- Create Refund Check in G/L

-Post to liability account

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* Check#	1234			Payee					Ĵ.			
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* Description	Refund		ln.	Address 1	<u> </u>				Ĩ			
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	Account Balance	190,603.31		N	let Check		100.0	0				
Ledger account num	nber * Entry is req	uired										

Z Contract Summary		\times
5		
Original Contract	37,500.00	
Changes to Date	0.00	
New Contract	37,500.00	
Invoiced to Date	37,400.00	
Balance on Contract	100.00	
Open Changes	0.00	
Balance with Tax	0.00	
Retained	0.00	
Net Due with Tax	0.00	
	Close	



Using an A/P Balance to Write Off an A/R Balance

Step 1- Select, pay and post a vendor payment to a clearing account

4-3-1 Select Invoices to Pay L: 2016 Tug Conference Temp		– 0 ×
File Edit Options Help		
Open Review		Pay No Pay Past
Row Vendor Job Invoice#	Due Date Status Invoice Total Net Due Set to Pay	
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	* Starting Check Number 9999	
	* Check Date 06/30/2017	
	Print Checks Cancel	
	Date to print on the check (mm/dd/yyyy) * Entry is required	



Step 2- Post a cash receipt to the same clearing account

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Acce	unt 1005 - Chec	k Clearing		3.8	Balance			-708.00	۲	Open only				
Depo	sit# 9999				Client 131 -	Hotel Inc		Ð	· 得 0	Paid only				
• [ate 06/30/2017				Job 222 -	Big Redwood Tree H	lotel	J	(句) (句)	All invoices				
	tion Apply open			0						Display Invoices				
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oice P	ayments Reverse			Credit Pa	yments Reversed		í	Net Payr	ments Reversed	L				
	Overpaymen	•	-		Deposit Total		708.00		Discounts		1			

Invoicing 2 Clients for the Same Job-

Step 1- Create client with correct physical and billing address

-Use the shipping address field for the secondary billing address

Step 2- Use Form Design to create an invoice that pulls in shipping address field



Creating a Simple T&M Invoice using Receivable Invoices

Step 1- Create Parts

-Create at Menu 9-2 Estimating, for Labor and Material

9-2 Parts L: 2016 T	ua Conference Temp				_		- 3
ile Edit Options	Help					-	
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	5 G //91			Week (1) Cherk Lines	aa go -aa		_
* Description Lal	or		* Unit Hour			1	ŀ
Alpha Part#							
General Information	Cost, Billing and Ordering	Labor Inventory Servi	ce Equipment				
Default Cost	75.000000	Ordering Information	1				
Last Updated	09/04/2017	Minimum Order	Qty	hs			
		Package Quar	-				
Markup %		Unit We	-				
Billing Amount	100.000000	Shicwe					
Average Cost							
Vendors Inver	tory Serial =	Purchase History					
		Purchase History					
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-Create a Part for Overhead; complete billing amount

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-Create a Part for Profit; complete billing amount

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Step 2- Create a Receivable Invoice using parts

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* Invoice# 9	90655			* Invoice Date	06/23/201	7		• Status 4	- Paid	~	
Description F	Repair drywall		₽.	* Due Date	07/23/201	7		* Type 1	- Contract	~	
* Job	224 - Walking Shoes Sl	hop		* Discount Date	07/03/201	7	Us	er Def1		4	
Phase			Ŷ	Client PO#			Us	er Def2		Ŷ	
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	2 Materials		LS	1.0000		163.000000	163.00		4000 - Contract Income	1 - California Office	
_	3 Overhead @15% 4 Profit @10%		LS	663.0000 762.4500	D.	0.150000	99.45 76.25		4000 - Contract Income 4000 - Contract Income	1 - California Office 1 - California Office	
isc Avail		Retention			Sales Tax		62.91	Taxabl	e <u>838.70</u>	Invoice Total	901.61
c/Credit	0.01	Paid		901.60	Total Paid		901.61	Non-Ta	IX	Balance	
										Net Due	
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Step 3- Modify Receivable Invoice Report and System.Invoice_AR Form Design





XXXX Main St Anywhere CA 99999 800 555-5555

Billed To: George Oison 1802 West Street Sebastopol CA 954762

Time and Materials Invoice

Invoice#: 90655 Date: 06/23/2017

Order#

Project: Walking Shoes Shop 1255 A Street Novato CA 95823

Due Date: 07/23/2017

Description	Quantity	Unit	Price	Amount
Labor	5.0000	Hour	100.000000	500.00
Materials	1.0000	LS	163.000000	163.00
Overhead @15%	663.0000	LS	0.150000	99.45
Profit @10%	762.4500	LS	0.100000	76.25

Terms: 30DY

A service charge of 18.00% per annum will be charged on all amounts overdue on regular statement dates.	Non-Taxable Amount:	0.00	
-	Taxable Amount:	838.70	
Thank you for your prompt payment!	Sales Tax:	62.91	
	Amount Due	901.61	



Customize an A/R Report to run A/R billing vs receipts by Supervisor

Step 1- Ensure supervisor is set up on menu 3-5 job window

Step 2- Modify report 3-1-2 to add selection criteria- Supervisor

-Select 3-1-2 Receivable Invoice List report and then select desired report

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36 - 4	AR Inv	voice List~A	lpha; by Job				Job Type	Between	~			
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-Select "Modify Report" and report writer menu 13-3 will open

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Primary Table	A/R Invoices New Form Automatic V New Page Automatic V	
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Heading +		
Group 1 🔸	Client: < <reccin^cinnme>></reccin^cinnme>	
Group 2 +	Job: < <acrnum^acrnme>></acrnum^acrnme>	
Group 3 🔸	<< Record#>> << Invoice#>> < <description>> <<invoice d="">> <<due date="">> << acrinv^ac>> << acrinv^pa>></due></invoice></description>	
Detail 🔸	Check: < <trans#>> Date:<<date>> Amount: << Amount>> Credit<< Credit Ta>> DiscountDiscount Ta>></date></trans#>	
Subtotal 2 🔸		
Subtotal 2 🔸	Job Totals: << acriny^ac>><< acriny^pad>>	
Subtotal 1 🔸		
Subtotal 1 +	Client Totals: << acrinv^ac>><< acrinv^pad>>	
Total +		
Total +	Grand Totals: << acrinv^ac>><< acrinv^pad>>	
+		
+		
*		
•		
•		
+		
<		, İ
Add Text		

-Click on (Define Selection Criteria)

-Click on A/R Table

-Under "Fields" scroll down to "Supervisor" and double click -Supervisor is now listed on bottom

you run the report. This adds th	E field to the bottom par		List Fields	N.
A/R Invoices	Name			by Nan
- A/R Invoice Payments	. terne	Description		
- A/R Invoice Lines	Architect		of the architect or engineer	
A/R Tax Details	Supervisor		of the lending institution per of the job supervisor	
Accounts Receivable	Salesperson		er of the job salesperson	
Job Phases	Estimator		er of the job estimator	
- Tax Districts	<	The Lapleyee manie	ici or the job estimator	>
like to set as the default. You can	n lock criteria values by e	entering values in the entry b	ooxes - this fixes these valu	les
like to set as the default. You can permanently in the report as pa voided invoices - the invoice sta	n lock criteria values by e rt of its design. This is us itus criteria should be loc	entering values in the entry b seful, for example, for an inv cked as 'Less than 5-Void.'	ooxes - this fixes these valu	ies
In the panel below you can select like to set as the default. You can permanently in the report as pa voided invoices - the invoice sta X 3 1	n lock criteria values by e rt of its design. This is us itus criteria should be loc	entering values in the entry b seful, for example, for an inv	ooxes - this fixes these valu	ies
like to set as the default. You can permanently in the report as pa voided invoices - the invoice sta	n lock criteria values by e rt of its design. This is us itus criteria should be loc Status B	entering values in the entry b seful, for example, for an inv cked as 'Less than 5-Void.'	ooxes - this fixes these valu	ies
like to set as the default. You can permanently in the report as pa voided invoices - the invoice sta	n lock criteria values by e rt of its design. This is us itus criteria should be loc Status B Period E	entering values in the entry b seful, for example, for an inv cked as 'Less than 5-Void.' Between	ooxes - this fixes these valu	ies
like to set as the default. You can permanently in the report as pa voided invoices - the invoice sta	n lock criteria values by e rt of its design. This is us itus criteria should be loc Status B Period E	entering values in the entry b seful, for example, for an inv cked as 'Less than 5-Void.' Setween V iqual V ireater V	ooxes - this fixes these valu	ies

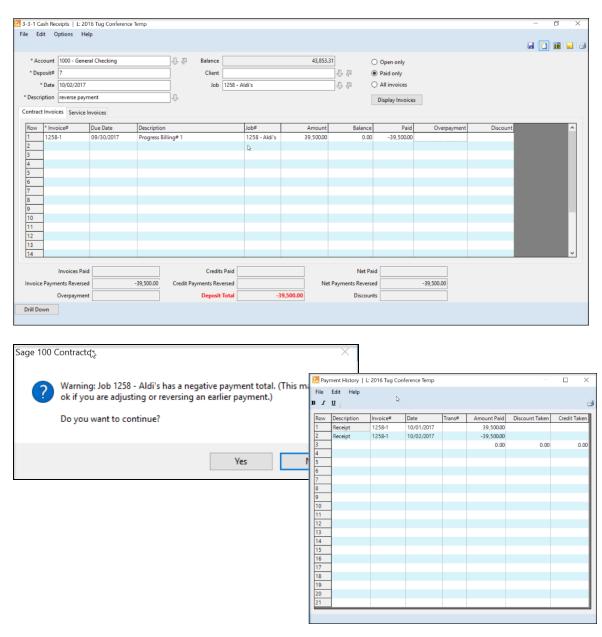
-Save report and run report entering in supervisor's employee # in the field



Correcting a posted 3-7, Progress Billing

After the progress billing has been paid-

Step 1- Reverse the payment in Menu 3-3-1 Cash Receipts





Step 2- Void posted application and make the adjustments, so it re-opens to post

🔀 3-7 Progress Billing L: 2016 Tug (Conference Temp						-	đ	×
File Edit Options Update	Help								
Void Application						🗟 i 🛅 🖣	A & 6	I 🛛 🔜 I 🗐	13
Application Notes Attachments Period Ctrl-M Undo Typing Ctrl-Z Combine pha	Ses into single application		09/30/2017 30DY 09/30/2017	_	Status 3 - Posted Billing Basis Bill by cost codes Bill by cost divisions				
	a 1.1								_
Row Cost Code	Description	Vendor	Scheduled	Changes	Contract Previous Complet		Retention Rate	Completed Re	^
1 1000.000 - GENERAL REQ 2 1540.000 - Mobilize & De			5,000.00		5,000.00 12,500.00	1,000.00			
3 2200.000 - Mobilize & De			48,500.00		48,500.00	2,500.00			
4 2300.000 - Excavation/Exp			110.000.00		110.000.00	25.000.00			
5 2900.000 - Landscaping			49,000.00		49.000.00	23,000.00			
6	Change Order# 1		45,000.00	5.000.00	5.000.00	1.000.00			
7				-,	-,	.,			
8									
9									
10									
11									
12									
12								>	×
Link#	681 Scheduled	225,000.00	Changes	5,000.	00 Contract	230,000.00			
Previous	Current	39,500.00	Stored		Completed	39,500.00			
% Complete	17.17 Balance	190,500.00	Retention		Current Due	39,500.00			
Sales Tax	Taxable		Non-Taxable	39,500.	00 Invoice Amount	39,500.00			
Setup Submit P	ost Next Go to	Invoice							
Enter a description of the work perform	ned * Entry is required								

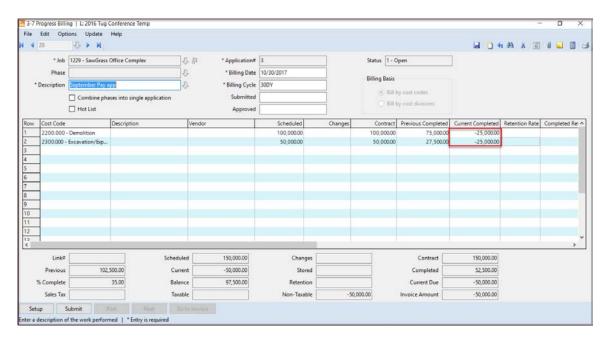
Step 3- Enter cash receipt

	ount 1000 - Gene	al Chashing		5 P [Balance		4,353.3	21				and a	2	
	osit# 8	nai checking		00	Client		4,533.	-	Open only Paid only					
	Date 10/02/2017				Job 1258 -	Aldi's		Second Second	All invoices					
	tion payment	<u>.</u>		- D-D-		rivi s								
	Invoices Service	Invoices						L	Display Invoices					
	* Invoice#	Due Date	Description			job#	Amount	Balance	Paid	Overpayment	Discount	-	3	l
	1258-1	09/30/2017	Progress Bi	lling#1		1258 - Aldi's	39,500.00	39,500.00	39,500.00					
											_			
-											_			
-											_			
3														
											_			
											_			
_											_			
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- 2			1											
	Invoices Pair	d	39,500.00		Credits Paid			Net Paid		39,500.00				
oice	Payments Reverse	đ		Credit Pa	ryments Reversed		Net	t Payments Reversed						
	Overpaymen				Deposit Total	30.0	500.00	Discounts						



If the progress billing was voided incorrectly through 3-2 Receivable Invoice/Credits-

Step 1- Open application in 3-7 Progress Billing and click next at bottom of window Step 2- Reverse billing in Current Completed column



- Step 3- Calculate and verify
- Step 4- Submit and post application
- Step 5- Recall and select Options, Go to Invoice
- Step 6- Void 3-2 Receivables Invoice/Credits

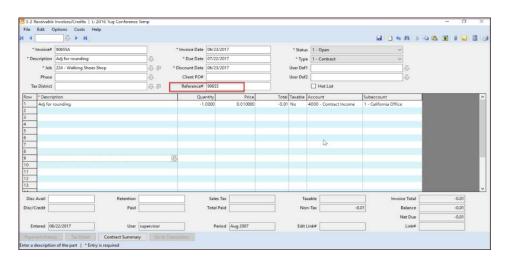


Adjusting A/R aging report for rounding- mention job is closed scenario

Curren	- 11 C C C C C C C C C C C C C C C C C C	ed Rite Con	struction		Jol	o Curren	t Aging 08/22/11
Job#	Description		Current + Retention	1 - 30	31 - 60	61 - 90	91
186	Williams Post	Office	54,055.18				95.641.0
201	Trappen Mot		75,563.92				80,489.5
207	Wood Element	ntary School	57,503.05				31,689.1
220	Lamb Shoes						4,306.8
222	Big Redwood			708.00			
224	Walking Shoe	es Shop		0.01			-5,000.0
226	Jones Job jewish home			4,000.00	400.00		
		Grand Totals:	187,122.16	4,708.01	400.00		207,126.6

Step 1- Enter in an A/R credit in menu 3-2 Receivable Invoices/Credits

-Include the original invoice # in the Reference field as that will allow you to apply the credit towards the referenced invoice when saving





Sage 100	Contractor	×
?	The referenced invoice/credit was found. Press Yes to apply this entry to referenced invoice/credit now, No to save without applying, or Cancel to return to your entry.	
	Yes No Cancel	

		nt Aging						
File	View Op	tions Hel	р					
	Curren		ged Rite Cons	struction		Jo	ob Curren	t Aging 08/22/17
	Job#	Description	1	Current + Retention	1 - 30	31 - 60	0 61 - 90	91 +
	186	Williams Pos	t Office	54,055.18				95,641.07
	201	Trappen Mo		75,563.92				80,489.56
	207	Wood Eleme	entary School	57,503.06				31,689.14
	220	Lamb Shoes						4,306.89
	222	Big Redwoo			708.00			
	224	Walking Sho	es Shop					-5,000.00
	226 1228	Jones Job jewish home			4,000.00	400.00		
			Grand Totals:	187,122.16	4,708.00	400.00		207,126.66



How to process a bounced check from a client

Step 1- Open 3-3-1 Cash Receipts window

-Select Paid Only

-In the Paid column enter in the original paid amount as a negative value -Save

Χ.	Account 10	1000 - General Checking		🕀 🖗 🛛 Balance		129	210.27	O Open only	-			
* Deposit# 4 * Date 08/23/ * Description bound		4		Client			5 P	Paid only				
		/23/2017	6/2017		Job			5 P	O All invoices			
		bounced check].].				Display Invoice	1			
Row	* Invoice#	Due	Date	Description		Job#	Amoun	Balance	Paid	Overpayment	Discount	
1	186-001-Pd	d 03/	27/2007	Prog. Bill #1		186 - Progr	86,124.0	0.00				
2	186-002-Pd	i 04/	24/2007	Prog. Bill #2		186 - Progr	56,446.7	0.00				
3	201-P0-00	1-Pd 02/	25/2007	Prog. Bill #1		201 - Progr	51,211.7	0.00				
4	201-P0-002	2-Pd 03/	25/2007	Prog. Bill #2		201 - Progr	70,062.9	0.00				
5	201-P1-00	1-Pd 03/	25/2007	Prog. Bill #1		201 - Progr	59,944.0	5 0.00				
6	201-P1-002	2-Pd 04/	25/2007	Prog. Bill #2		201 - Progr	42,188.0	5 0.00				
7	201-P2-00	1-Pd 03/	25/2007	Prog. Bill #1		201 - Progr	40,000.2	0.00				
B	201-P2-002	2-Pd 04/	25/2007	Prog. Bill #2		201 - Progr	4,444.4	0.00	5			
)	201-P3-00	1-Pd 03/	25/2007	Prog. Bill #1		201 - Progr	25,819.2	0.00				
10	201-P3-002	2-Pd 04/	25/2007	Prog. Bill #2		201 - Progr	137,702.8	0.00				
11	207-001-Pd	04/	25/2007	Prog. Bill #1		207 - Progr	175,000.0	0.00	-175,000.00			
12	1234	08/	06/2017	Initial deposit		1228 - jh	1,000.00	0.00				
13	1	06/	28/2017	Initial deposit		226 - Jones	100.0	0.00				
14	Refund Cr N	lemo 07/	29/2017	Refund check		224 - % Co	-100.0	0.00				
15	90655	07/	23/2017	Repair drywall		224 - % Co	901.6	0.00				
16	1229-1	08/	20/2017	Progress Billing	y# 1	1229 - Saw	52,500.0	0.00				
	Inv	oices Paid			Credits Paid			Net F	Paid			
Invoice Payments Reversed -175,000.00			Credit Payments Reversed			Net Payments Rever	rsed	-175.000.00				
	Overpayment			Deposit Total			Discou					

-Create an invoice in menu 3-2 Accounts Receivables Invoices/Credits if you want to charge the client any bank charges for the bounced check



How to write off small balances on invoices

Step 1- Open 3-3-1 Cash Receipts window

-Enter amount in the Discount field

• 4	Account 1000	- General Checking		🕀 🖗 🛛 Balance		144,510		Open only			
* D	eposit# 5			_	31 - Hotel Inc		58	O Paid only			
	* Date 08/2				201 - Trappen Motel	11 - Trappen Motel		O All invoices			
Des	cription write			\$				Display Invoices			
w	* Invoice#	Due Date	Description		Job#	Amount	Balance	Paid	Overpayment	Discount	_
-	201-P0-001-	Ret 02/25/2007	Prog. Bill #1		201 - Progr	5,690.19	5,690.19				
	201-P0-002-	Ret 03/25/2007	Prog. Bill #2		201 - Progr	7,784.77	7,784.77				
	201-P1-001-	Ret 03/25/2007	Prog. Bill #1		201 - Progr	6,660.45	6,660.45				
	201-P1-002-	Ret 04/25/2007	Prog. Bill #2		201 - Progr	4,687.56	4,687.56				
	201-P1-003	05/25/2007	Prog. Bill #3		201 - Progr	85,420.65	8,542.07				
	201-P2-001-	Ret 03/25/2007	Prog. Bill #1		201 - Progr	4,444.47	4,444.47				
	201-P2-003	05/25/2007	Prog. Bill #3		201 - Progr	101,481.60	10,148.16	5			
	201-P3-001-	Ret 03/25/2007	Prog. Bill #1		201 - Progr	2,868.81	2,868.81	L/2"			
	201-P3-002-		Prog. Bill #2		201 - Progr	15,300.32	0.32			0.32	
	201-P2-002-	002-Re 04/25/2007 Prog. Bill			201 - Progr	493.83	493.83				
	201-P1-004	06/24/2007	Progress Billing	# 4	201 - Progr 201 - Progr	66,732.15	66,732.15				
	201-p2-004	06/24/2007	Progress Billing	g# 4		22,700.70	22,700.70				
_											
											 _
	Invoi	ces Paid		Credit	s Paid		Net P	aid			
nvoi	ice Payments F	leversed		Credit Payments Rev	ersed	Ne	t Payments Rever	sed			
Overpayment				Deposit	Total			nts	0.32		

Step 2- File and Save