

Two stylized white clouds with soft, rounded edges are positioned on the left side of the slide, partially overlapping the orange banner.

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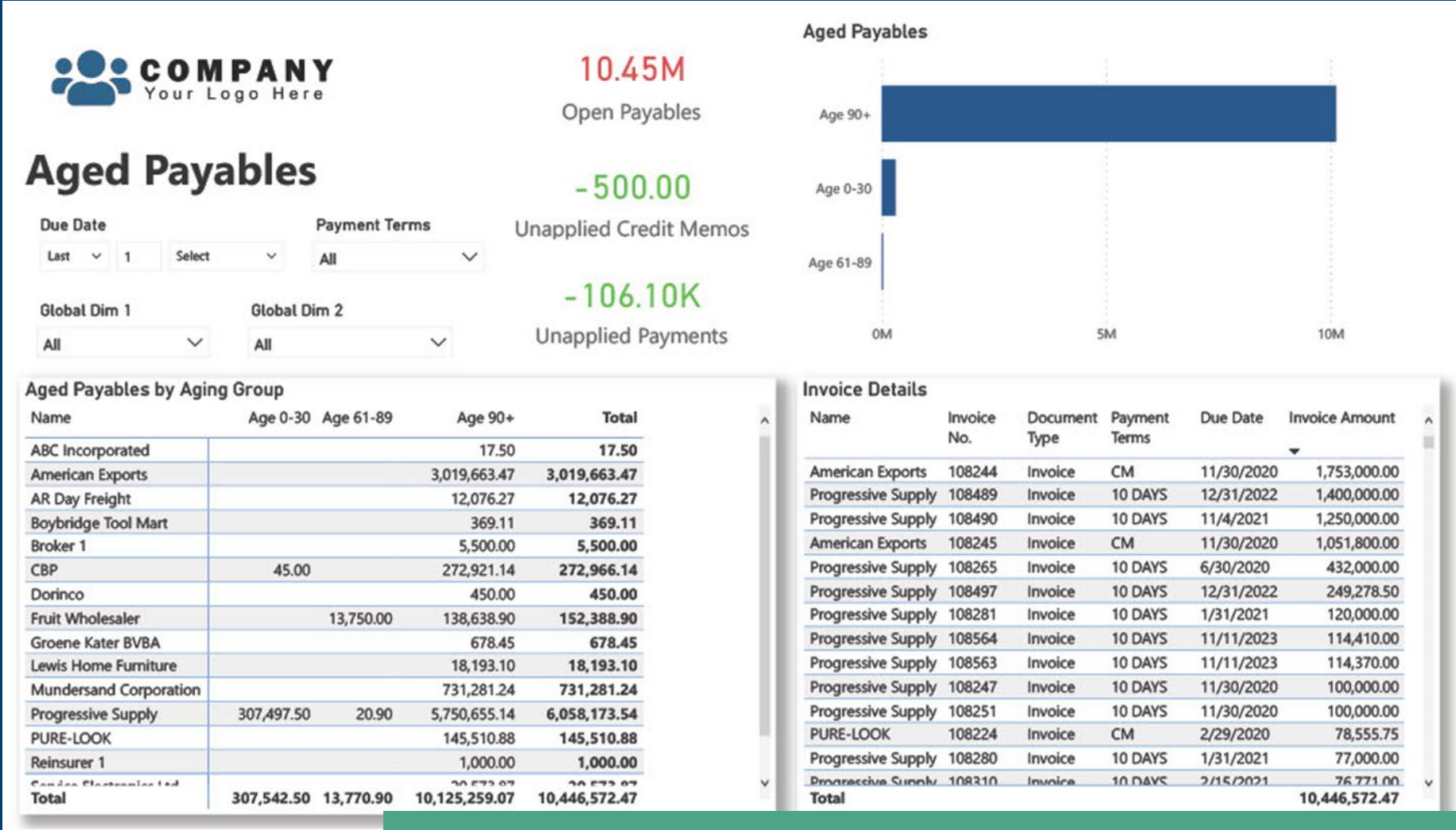


Accounting





Aged Payables

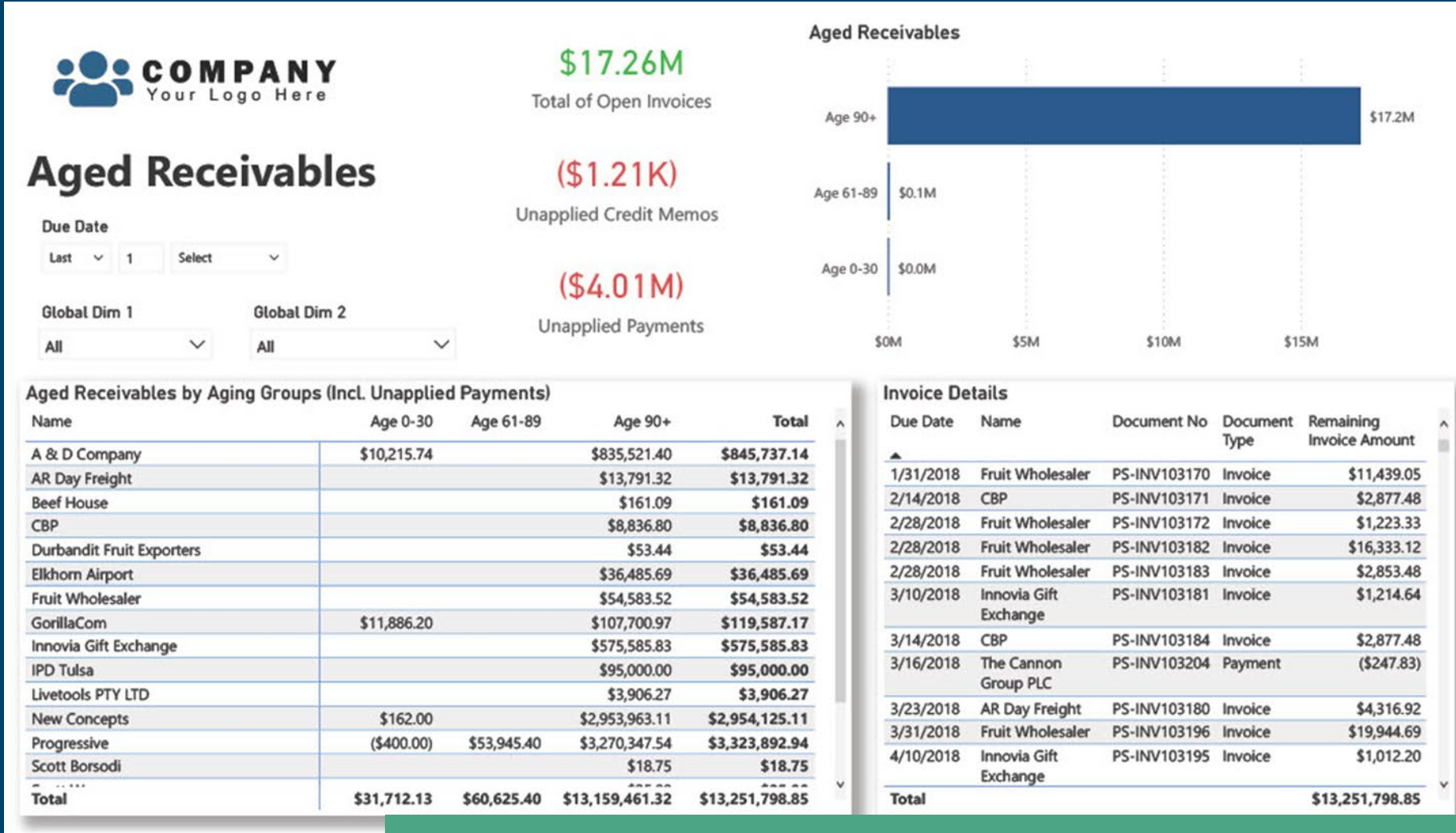


Based on and Validated using the Aged Payables Report

This offers an overview of the company's outstanding invoices and for how long. The page displays a table that breaks down the aging of payables by vendor, showing the number of outstanding invoices for each vendor broken down by These are broken into Groups 0-30 days, 31-60 days, 61-90 days, and 90+ days. This allows you to quickly identify which vendors have the most overdue invoices and how long they have been outstanding.



Aged Receivables



Based on and Validated using the Aged Receivables Report

This provides an overview of the company's outstanding invoices and how long they have been outstanding. The report displays a table that breaks down the aging of the receivables by customer, showing the number of outstanding invoices for each customer. These are broken into Groups 0-30 days, 31-60 days, 61-90 days, and 90+ days.



Balance Accounts



Balance Accounts

Account Category

All

Account Subcategory

All

Years

All

Month

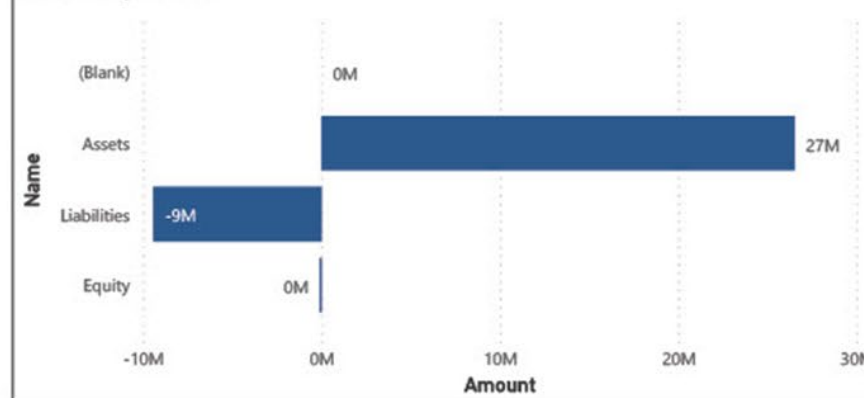
All

Quarter

All

Name	Amount
	0.00
Assets	26,502,828.50
Liabilities	-9,426,217.53
Equity	-89,723.14
Total	16,986,887.83

Amount by Name



Income Balance	Account Category	Account Subcategory	No	Name	Amount
Balance Sheet	Liabilities	Current Liabilities	20100	Accounts Payable	-53,981.42
Balance Sheet	Assets	Accounts Receivable	10400	Accounts Receivable	72,893.84
Balance Sheet	Assets	Equipment	16300	Accum. Depreciation, Vehicles	-1,611.00
Balance Sheet	Assets	Accumulated Depreciation	10900	Accumulated Depreciation	3,499.00
Balance Sheet	Equity	Common Stock	30100	Capital Stock	-20,000.00
Balance Sheet	Assets	Cash	11200	Cash	474,295.00
Balance Sheet		CENSUS1		Census 1 Head Count	95.00
Balance Sheet		CENSUS99		Census Clearing Account	-95.00
Balance Sheet	Assets	Cash	10100	Checking account	1,425,294.41
Balance Sheet	Liabilities	Current Liabilities	22160	Customer Prepayments Tax 0 %	-30,000.00
Balance Sheet	Assets	Accounts Receivable	13100	Customers Domestic	10,187,096.85
Balance Sheet	Assets	Accounts Receivable	13200	Customers, Foreign	2,983,404.95
Balance Sheet	Liabilities	Current Liabilities	20400	Deferred Revenue	0.00
Balance Sheet	Assets	Equipment	23850	Employees Payable	225.00
Balance Sheet	Assets	Inventory	14200	Finished Goods	1,571,177.42
Total					16,986,887.83

Based on and Validated using the Chart of Accounts

The General Ledger Balance Accounts page in this Power BI report provides a high-level snapshot of the company's balance accounts, broken down by account category and subcategory. This page is designed to provide a quick overview of the company's financial position, without going into the level of detail typically found in a balance sheet.

General Ledger Detail



General Ledger Detail

Account Category

All

Account Subcategory

All

Year

2022

Month

All

Quarter

All

Global Dim 1

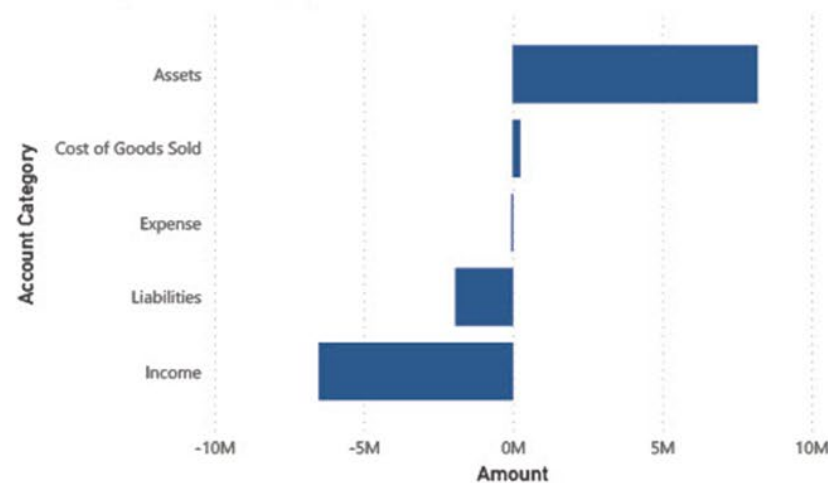
All

Global Dim 2

All

Category	Amount
Assets	8,200,200.19
Cost of Goods Sold	233,988.21
Expense	-193.45
Income	-6,506,728.04
Liabilities	-1,927,266.91
Total	0.00

Amount by Account Category



Account Category	Q1	Q2	Q3	Q4	Total
Assets	1,214,893.76	559,696.45	429,401.77	5,996,208.21	8,200,200.19
Cost of Goods Sold	537,973.09	318,310.77	188,661.35	-810,957.00	233,988.21
Expense	4,006.55	-4,200.00			-193.45
Income	-1,677,866.25	-870,013.72	-565,614.20	-3,393,233.87	-6,506,728.04
Liabilities	-79,007.15	-3,793.50	-52,448.92	-1,792,017.34	-1,927,266.91
Total	0.00	0.00	0.00	0.00	0.00

The General Ledger Detail page provides a comprehensive and flexible view of the company's financial transactions, making it easy to identify trends, investigate discrepancies, and monitor financial performance.

Based on and Validated using the Chart of Accounts



Income Accounts



Income Accounts

Account_Category

All

Account Subcategory

All

Year

All

Month

All

Quarter

All

Global Dim 1

All

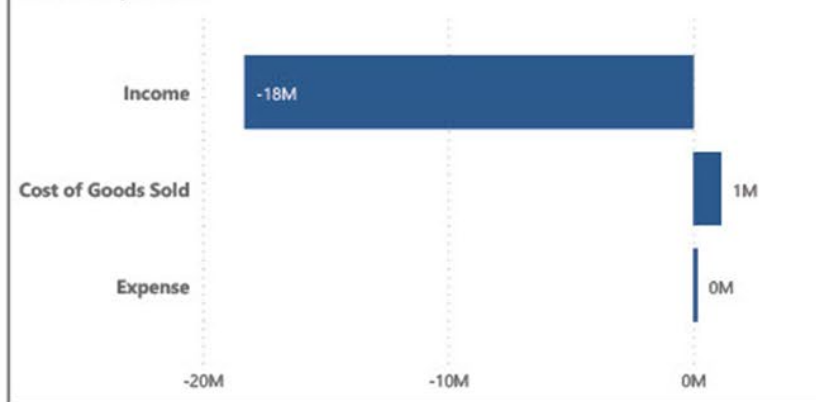
Global Dim 2

All

Account Category	Amount
Cost of Goods Sold	1,137,571.13
Expense	163,049.11
Income	-18,287,508.07
Total	-16,986,887.83

Income Balance	Account Category	Account Subcategory	No	Name	Amount
Income Statement	Income	Income, Services	45000	Consulting Fees - Dom.	1,000.00
Income Statement	Income	Sales Discounts	45200	Discount Granted	1,098,025.21
Income Statement	Income	Income, Services	45100	Fees and Charges Rec. - Dom.	4,500.00
Income Statement	Income	Income, Product Sales	40200	Income, Product Sales	-660,997.50
Income Statement	Income	Income, Services	40100	Income, Services	23,127.97
Income Statement	Income	Income, Product Sales	41200	Job Sales	-101,329.96
Income Statement	Income	Income, Product Sales	44400	Job Sales Adjmt., Retail	-9,959.59
Income Statement	Income	Income, Product Sales	44399	Job Sales Applied, Retail	103,159.59
Income Statement	Income	Income, Product Sales	40260	Pallet Sales	-4,000.00
Income Statement	Income	Sales Discounts	40300	Sales Discounts	5,872.58
Income Statement	Income	Sales Returns & Allowances	40400	Sales Returns & Allowances	110.00
Income Statement	Income	Income, Product Sales	41100	Sales, Other Job Expenses	2,500.00
Income Statement	Income	Income, Product Sales	43100	Sales, Raw Materials - Dom.	-12,450.41
Income Statement	Income	Income, Services	42100	Sales, Resources - Dom.	-253,474.80
Total					-16,986,887.83

Amount by Name



The General Ledger Income Accounts page provides a high-level snapshot of the company's income accounts, broken down by account category and subcategory. This page is designed to provide a quick overview of the company's income streams, without going into the level of detail typically found in an income statement.

Based on and Validated using the Chart of Accounts



Receipts Pending Invoice



Receipts Pending Invoice

Order_Date: Last 1 Select Vendor: All

No filters applied

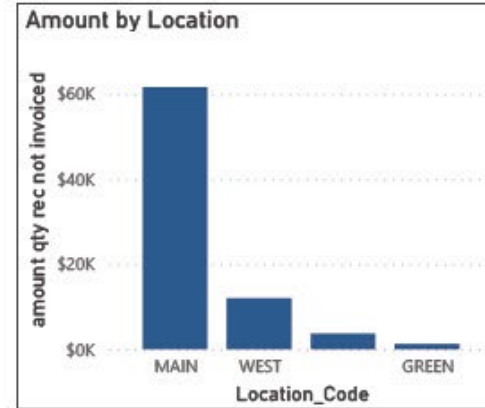
Global Dim 1: All Global Dim 2: All Location: All

17

Receipts Pending Invoice

\$78.42K

Amount Due



Vendor No.	Vendor	Purchase No.	Line No	Order Date	Location	Item	Description	Qty Ordered	Qty Received not Invoiced	Amount Due
01254796	Progressive Supply	106441	10000	11/1/2023	MAIN	02004	1/16" Hi-Molybdenum Drill Bit	10	5	\$50.00
01254796	Progressive	106121	10000	12/31/2020	MAIN	1200BW-OUTS	Back Wheel	4	4	\$518.72
01254796	Colfood Trade	106156	10000	5/18/2021	MAIN	70207	Basil	100	100	\$254.00
01254796	Colfood Trade	106154	10000	5/18/2021	MAIN	70212	Mint	100	100	\$299.00
01254796	Colfood Trade	106155	10000	5/18/2021	MAIN	70212	Mint	80	80	\$239.20
40000	Wide World Importers	106003	60000	4/13/2018		P-FREIGHT	Misc. Freight Charge (Purch.)	1	1	\$158.00
30000	CoolWood Technologies	106109	10000	12/2/2020	MAIN	SPACK	Packaging for Kosher Salt 3lb	800	800	\$120.00
40000	Wide World Importers	106003	10000	4/13/2018	GREEN	1900-S	PARIS Guest Chair, black	8	8	\$1,202.40
01254796	Progressive	106103	10000	12/1/2020	MAIN	SPACK	PKG,Kosher Salt 3lb	505	505	\$50.50
40000	Wide World Importers	106003	40000	4/13/2018		14300	Raw Materials	1	1	\$11.00
30000	CoolWood Technologies	106108	10000	12/1/2020	MAIN	SK100	Salt, Kosher, Coarse Grind	30,000	30,000	\$45,000.00
01254796	Progressive Supply	106346	10000	12/31/2022	MAIN	70224	Ultracore HDF Plywood - 1 Sided	1,000	1,000	\$15,000.00
01254796	Proagressive Supply	106443	10000	11/1/2023	GREEN	0004	Walnuts	10	10	\$15.00
Total										\$78,417.82

Based on and Validated using the Reconcile Accounts Payable to General Ledger Report

The Receipts Pending Invoice page provides a detailed view of all vendor receipts that are currently pending the receipt of an invoice. This page displays a table that lists all vendor receipts where items have been received but have not yet been matched to an invoice. This information can be used to help identify and investigate discrepancies between receipts and invoices.



Purchasing



Purchases by Vendor



Purchases by Vendor

compared to same period the previous year

Purchases
\$323.07K

All Vendors

Top 10 Vendors

Month
All

Years
2023

Vendor
All

Vendor Name	Vendor No	Purchase Amount	Purchase Amount SPLY	Puch Diff btwn periods	Purchase % Change
Progressive Supply	01254796	\$309,271.40	\$104,474.36	\$204,797.04	196.03%
Fruit Wholesaler	10000	\$13,750.00	\$843.06	\$12,906.94	1530.96%
CBP	30000	\$45.00		\$45.00	0.00%
American Exports	01863656		\$16,210.00	(\$16,210.00)	-100.00%
Colfood Trade	01254796		\$74.75	(\$74.75)	-100.00%
CoolWood Technologies	30000		\$9,212.54	(\$9,212.54)	-100.00%
Groene Kater BVBA	32456123		\$678.45	(\$678.45)	-100.00%
L&N Woodworking	01254796		\$4,360.24	(\$4,360.24)	-100.00%
Progressive	01254796		\$47,561.53	(\$47,561.53)	-100.00%
Total		\$323,066.40	\$183,414.93	\$139,651.47	76.14%

Purchases by Vendor is designed to provide insights into the purchasing activity of the organization by comparing the current year's purchases with the same period last year (SPLY). The page consists of a main page and an embedded secondary page: Purchases by Vendor Compared to SPLY and Top 10 Purchases by Vendor Compared to SPLY.

Based on and Validated using Vendor Ledger Entries

Open Purchase Items



Open Purchase Items

Expected Receipt Date

Last 1 Select

No filters applied

Item & Description

All

Location Code

All

Vendor

All

Item Category

All

Expected Receipt Date	Item & Description	Vendor	Quantity	Quantity Received	Remaining Qty
3/11/2024	0004 - Walnuts	Progressive Supply	10	10	0
11/15/2023	2507-RCS-8 - 2507-RCS-8	Progressive Supply	10	0	10
11/1/2023	02004 - 1/16" Hi-Molybdenum Drill Bit	Progressive Supply	10	5	5
11/1/2023	101WALMART - Tuna	Progressive Supply	1	0	1
11/1/2023	10BIKE - Bicycle	Progressive Supply	0	0	0
11/1/2023	180WN0150RF000-F53 - 18" WN 150& FF F53	Progressive Supply	10	0	10
11/1/2023	2000-S - SYDNEY Swivel Chair, green	ABC Incorporated	0	0	0
11/1/2023	70311 - 50005 Magnetic Flip Easel	Progressive Supply	20	0	10
11/1/2023	70312 - 3/8" 4x8 Unprimed MDO Plywood	Progressive Supply	51	0	51
10/31/2023	70374 - BOHW 5004 C 108" Purple Paisley	CBP	200	0	200
10/12/2023	70228 - HDPE HD300 M Holland (7.0 MI) BXS	Progressive Supply	721	0	721
10/12/2023	70229 - LLDPE-ACFX-40942 (2.0 MI) SILO#1	Progressive Supply	721	0	721
10/5/2023	70321 - 580091 TUBE CRISPER 0.67 DIA*22.10" CLEAR FROSTED	Progressive Supply	1,100	0	1,100
10/5/2023	70322 - 227048 CONN HOUSING 16-20 AWG MALE 2 POS LOCKING IP68	Progressive Supply	1,100	0	1,100
10/5/2023	70323 - 228044 WEDGELOCK 2-PIN FOR USE WITH 227048 CONNECTOR	Progressive Supply	1,100	0	1,100
10/5/2023	70324 - 990200 White, 1/4", 3:1 Shrink Ratio, Spool, w/ Adhesive	Progressive Supply	3,850	0	3,850
10/5/2023	70325 - 050044 Sealant UV Cure	Progressive Supply	1	0	1

Based on and Validated using Purchase Lines (Page 518)

Based on and Validated using Purchase Lines

The Open Purchase Items page provides a comprehensive view of all open purchase items that have not yet been received. This page includes a table that lists each open purchase item along with information such as the item code, description, supplier, order date, expected delivery date, order status, and quantity ordered.



Open Purchase Orders



Open Purchase Orders

109

Purchase Order Count

\$3.26M

Amount

Purchase Order No
All

Status
All

Location Code
All

Buyer
All

Vendor
All

Item Category
All

No	Vendor	Location Code	Status	Document Date	Buyer	Amount (excluding tax)
106003	Wide World Importers		Released	4/28/2022		\$11,097.40
106005	Graphic Design Institute		Open	4/9/2018		\$4,684.20
106024	OakvilleWorld		Open	4/9/2018	Richard Lum	\$429.90
106026	CoolWood Technologies		Open	3/3/2018	Richard Lum	\$350.30
106030	Hershey		Open	2/15/2020	Richard Lum	\$0.00
106032	CoolWood Technologies		Open	2/15/2020	Richard Lum	\$15,030.00
106033	PURE-LOOK		Open	2/15/2020	Richard Lum	\$0.00
106034	PURE-LOOK		Open	2/15/2020	Richard Lum	\$50.00
106035	Mundersand Corporation	BLUE	Open	2/15/2020	Richard Lum	\$526.73
106036	Hershey	WHITE	Open	2/15/2020	Richard Lum	\$1,620.00
106037	Hershey		Open	2/15/2020	Richard Lum	\$5,000.00
106038	Hershey		Open	2/15/2020	Richard Lum	\$500.00
106040	Hershey		Open	2/15/2020	Richard Lum	\$5,000.00
106041	CoolWood Technologies	SILVER	Open	2/15/2020	Richard Lum	\$12,000.00
106043	Mundersand Corporation		Open	2/15/2020	Richard Lum	\$5,267.32
106046	Mundersand Corporation		Open	2/15/2020	Richard Lum	\$1,053.46
106052	Custom Metals Incorporated		Released	2/15/2020	Richard Lum	\$14,000.00
106054	London Postmaster		Open	2/15/2020	Richard Lum	\$3,600.00
Total						\$3,256,656.12

Based on and Validated using the Purchase Order Page

This is a detailed view of all open purchase orders that have not yet been received. This page includes a table that lists each open purchase order along with information such as the supplier, document date, buyer, order status, and total amount. You can gain a better understanding of your purchasing operations, identify potential issues, and take corrective action to improve the efficiency and effectiveness of your procurement processes.



Inventory





Inventory Aging



Inventory Aging

\$12M

Inventory Value

Item No

All

Item Category Code

All

Location

All

Gen Prod Posting Group

All

Inventory Posting Group

All

Values by Item Aging Group

0 to 30 Days

\$1.6M

61 to 90 Days

\$0.0M

Over 90 Days

\$10.0M

Value of Aging Inventory

No	0 to 30 Days	61 to 90 Days	Over 90 Days	Total
1000FIFO			\$2,849,829.39	\$2,849,829.39
70370	\$1,424,000.00			\$1,424,000.00
TUNA1002			\$832,000.00	\$832,000.00
70145			\$721,256.40	\$721,256.40
1100			\$705,409.89	\$705,409.89
1920-S			\$684,311.55	\$684,311.55
70130			\$670,989.20	\$670,989.20
1906-S			\$499,521.42	\$499,521.42
1900-S	\$23,296.50		\$340,053.75	\$363,350.25
10BIKE			\$333,766.43	\$333,766.43
70234			\$236,709.45	\$236,709.45
1964-S			\$215,725.59	\$215,725.59
Total	\$1,620,323.24	\$14,878.62	\$9,983,936.42	\$11,619,138.27

Quantity of Aging Inventory

No	0 to 30 Days	61 to 90 Days	Over 90 Days	Total
00011			9,906	9,906
0004				
1/25/2018			-2	-2
2/4/2018			-33	-33
2/9/2018			-14	-14
11/1/2021			85	85
1/14/2023		2,000		2,000
1/15/2023		5,000		5,000
1/31/2023		10,000		10,000
2/9/2023		1,000		1,000
11/1/2023	10			10
02004	7		35	42
02005			45	45

Based on and Validated using Item Age Composition - Quantity Report

The Inventory Aging page provides a detailed view of the company's inventory aging, broken down by value and quantity. The page includes two tables that provide different views of the inventory data, using the standard aging format of 30, 60, 90, and 90+ days.



Inventory Valuation



Inventory Valuation

\$12M

Inventory Value

Item No

All

Item Category Code

All

Location

All

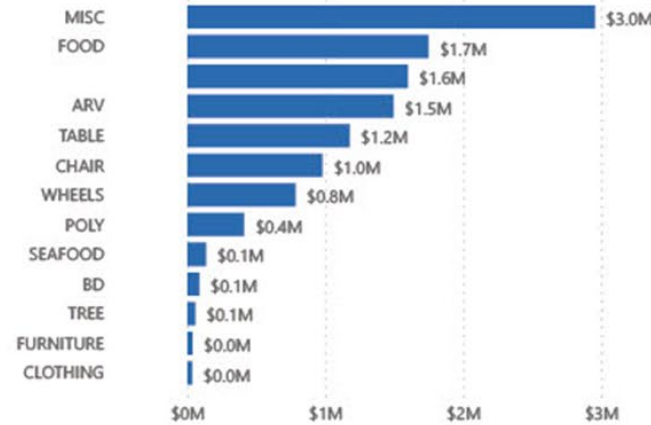
Gen Prod Posting Group

All

Inventory Posting Group

All

Inventory Value by Item Category Code



Inventory with Zero Value

No	Qty on hand	Inventory Value
00011	9,906	\$0.00
1925-W	-2	\$0.00
1965-W	-81	\$0.00
1969-W	-7	\$0.00
70131	600	\$0.00
70140	1,245	\$0.00
70141	3,124	\$0.00
70169	20	\$0.00
70170	1,200	\$0.00
70207	100	\$0.00
70226	1	\$0.00
Total		\$0.00

Inventory Valuation

Item No	Description	Inventory Value
00011	Butter Ball Turkey	\$0.00
0004	Walnuts	\$14,250.00
02004	1/16" Hi-Molybdenum Drill Bit	\$50.69
02005	5/64" Hi-Molybdenum Drill Bit	\$61.65
02006	3/32" Hi-Molybdenum Drill Bit	\$61.65
02007	7/64" Hi-Molybdenum Drill Bit	\$61.65
02008	1/8" Hi-Molybdenum Drill Bit	\$61.65
02009	9/64" Hi-Molybdenum Drill Bit	\$61.65
02010	5/32" Hi-Molybdenum Drill Bit	\$61.65
02011	11/64" Hi-Molybdenum Drill Bit	\$61.65
02012	3/16" Hi-Molybdenum Drill Bit	\$61.65
Total		\$11,619,138.27

Item Details by Month


Item No	Remaining Quantity	Unit Cost	Inventory Value
00011	9,906	\$0.00	\$0.00
0004	18,046	\$1.43	\$14,250.00
02004	42	\$5.48	\$50.69
02005	45	\$2.74	\$61.65
02006	45	\$2.74	\$61.65
02007	45	\$2.74	\$61.65
02008	45	\$2.74	\$61.65
02009	45	\$2.74	\$61.65
02010	45	\$2.74	\$61.65
02011	45	\$2.74	\$61.65
02012	45	\$2.74	\$61.65
02013	45	\$2.74	\$61.65
Total		\$1,814,624.06	\$11,619,138.27

Based on and Validated using Inventory Valuation Report

Based on and Validated using the Inventory Valuation Report

The Inventory Valuation page provides a detailed view of the company's inventory valuation, broken down by item. The page includes three tables that provide different views of the inventory data, as well as a visual that breaks down the inventory value by item category code.

Item Margins



Posting Date

Last 1 Years

5/2/2022 - 5/1/2023

Item

All

Inventory Posting Group

All

Item Category Code

All

Gen Prod Posting Group

All

Item Margins

Low Item Margins

Item	Description	Sales	Cost	Profit	Profit %
00011	Butter Ball Turkey	\$29.99	\$0.00	\$29.99	100.00%
101WALMART	Tuna	\$8,100.00	\$6,000.00	\$2,100.00	25.93%
101WT LOT TRACK	Tuna	\$2,700.00	\$2,455.56	\$244.44	9.05%
10360	1/8" Glass & Tile Drill Bit Carded	\$21.92	\$10.96	\$10.96	50.00%
10362	3/16" Glass & Tile Drill Bit Carded	\$23.76	\$11.92	\$11.84	49.83%
10364	1/4" Glass & Tile Drill Bit Carded	\$28.00	\$14.00	\$14.00	50.00%
10366	5/16" Glass & Tile Drill Bit Carded	\$34.48	\$17.28	\$17.20	49.88%
10368	3/8" Glass & Tile Drill Bit Carded	\$36.40	\$19.04	\$17.36	47.69%
10370	1/2" Glass & Tile 3/8" Shank Carded	\$45.92	\$22.96	\$22.96	50.00%
10372	5 Pc. Glass & Tile Drill Set	\$130.00	\$65.04	\$64.96	49.97%
103MEIJER	Tuna	\$30.00	\$20.00	\$10.00	33.33%
10BIKE	Bicycle	\$586,600.00	\$62,405.97	\$524,194.03	89.36%
1100	Front Wheel	\$293,000.00	\$37,993.64	\$255,006.36	87.03%
1310	Chain	\$1,152.85	\$646.75	\$506.10	43.90%
180WN0150RF000-F53	18" WN 150& FF F53	\$1,700.00	\$480.00	\$1,220.00	71.76%
1900-S	PARIS Guest Chair, black	\$46,464.80	\$36,222.30	\$10,242.50	22.04%
1906-S	ATHENS Mobile Pedestal	\$91,056.00	\$71,022.00	\$20,034.00	22.00%
1920-S	ANTWERP Conference Table	\$157,415.40	\$122,812.20	\$34,603.20	21.98%
1928-S	AMSTERDAM Lamp	\$13,285.80	\$10,357.60	\$2,928.20	22.04%
1936-S	BERLIN Guest Chair, yellow	\$46,335.30	\$31,412.70	\$14,922.60	32.21%
Total		\$4,507,348.12	\$2,023,450.42	\$2,483,897.70	55.11%

Most Profitable Items

00011	10BIKE	180WN...
100.00%	89.36%	
70237	1100	
100.00%	87.03%	71.76%

Least Profitable Items

1906-S	C143	C060
22.00%		
1920-S		
	19.35%	11.29%
21.98%	101WT LOT TRACK	

Based on and Validated using Inventory Sales Statistics Report

The Item Margins report allows you to identify which items are most and least profitable. The page includes a table that lists all items, along with their sales, cost, and overall profit margin. Additionally, there are two tree maps that showcase the top and bottom 5 most and least profitable items, providing a quick visual representation of the profitability of the company's products.



Item Profitability



Item Profitability

Year
All

Item Category Code
All

Month
All

Description
All

Global Dimension 1
All

Global Dimension 2
All

Top 5 Profitable Items

0004	1969-W	70064	70268	70311
100.00%	100.00%	100.00%		
1925-W	70062	70171		
100.00%	100.00%	100.00%	100.00%	100.00%
1965-W	70063	70237	8904-W	
100.00%	100.00%	100.00%	100.00%	

Item No	Description	Item Category Code	Sales Amount	Cost Amount	Profit	Profit %
0004	Walnuts		\$1,444,309.80	\$0.00	\$1,444,309.80	100.00%
1925-W	Conference Bundle 1-6		\$88,358.40	\$0.00	\$88,358.40	100.00%
1965-W	Conference Bundle 2-8		\$4,431,445.20	\$0.00	\$4,431,445.20	100.00%
1969-W	Conference Package 1		\$559,868.40	\$0.00	\$559,868.40	100.00%
8904-W	Computer - Basic Package		\$1,199.85	\$0.00	\$1,199.85	100.00%
70237	Hawker 400XP Flight	AIRCRAFT	\$20,000.00	\$0.00	\$20,000.00	100.00%
70311	50005 Magnetic Flip Easel	FLIPSIDE	\$162.00	\$0.00	\$162.00	100.00%
70171	Compliance and Regulation Annual Subscription	MISC	\$196,560.00	\$0.00	\$196,560.00	100.00%
70063	Physical Therapy Evaluation	PHYSICAL THERAPY	\$175.00	\$0.00	\$175.00	100.00%
70064	Physical Therapy Treatment	PHYSICAL THERAPY	\$95.00	\$0.00	\$95.00	100.00%
70268	PSW3- 1000 Encore	PJ	\$4,990.00	\$0.00	\$4,990.00	100.00%
70062	Physical Therapy Exam	PT EXAM	\$125.00	\$0.00	\$125.00	100.00%
1251	Axle Back Wheel	WHEELS	\$120.00	\$0.33	\$119.67	99.73%
70335	480461 CRISPER ASY 32 LED IP67 22.1" 120V 4.5" w/ DEUTSCH	VST	\$4,638.37	\$52.25	\$4,586.12	98.87%
1150	Front Hub		\$1,000.00	\$24.88	\$975.12	97.51%
1001	Walnuts		\$774,191.12	\$64,123.38	\$710,067.74	91.72%
Total			\$173,636,491.84	\$122,860,100.69		

The Item Profitability page provides a detailed view of the profitability of each item sold by the company. This page is designed to help you understand which items are driving profitability and which items may be negatively impacting the company's bottom line.

Based on and Validated using Inventory Sales Statistics Report

Items by Location



Item No
All

Category
All

Inventory Posting Group
All

Description
All

Location
All

Gen Prod Posting Group
All

Items by Location

Item w Description	BLUE	EAST	GREEN	MAIN	OCEAN	RED	RETURNS	SCRAP	TRUCK2	WEST	YELLOW	Total
00011 - Butter Ball Turkey				9,906								9,906
0004 - Walnuts	-49		10	85						18,000		18,046
02004 - 1/16" Hi-Molybdenum Drill Bit				41				1				42
02005 - 5/64" Hi-Molybdenum Drill Bit				45								45
02006 - 3/32" Hi-Molybdenum Drill Bit				45								45
02007 - 7/64" Hi-Molybdenum Drill Bit				45								45
02008 - 1/8" Hi-Molybdenum Drill Bit				45								45
02009 - 9/64" Hi-Molybdenum Drill Bit				45								45
02010 - 5/32" Hi-Molybdenum Drill Bit				45								45
02011 - 11/64" Hi-Molybdenum Drill Bit				45								45
02012 - 3/16" Hi-Molybdenum Drill Bit				45								45
02013 - 13/64" Hi-Molybdenum Drill Bit				45								45
02014 - 7/32" Hi-Molybdenum Drill Bit				45								45
02015 - 15/64" Hi-Molybdenum Drill Bit				45								45
04540-003-99-44 - HEATER,240V 4KW 3-29-241-1 SQ 2-1/2 (USE 06401-004-59-25 FOR SERVICE)				99								99
04720 SUB ASSEMBLY - Sub Assembly Level 2	3											3
04720-004-24-67 - HOSE, ASSBLY 1/2ID 200PSI 200F 5FT 3/4 F-GHT W/STRAINER GASKET \				101								101
04720-004-32-00 - HOSE, 6 FT CORRUGATED DRAIN				1,101								1,101
04730 SUB ASSEMBLY - Sub Assembly Level 2	2											2

Based on and Validated using Items by Location Page

The Items by Location page in this Power BI report provides a detailed view of the quantity of items that are located in each location. The page includes a table that lists all locations, along with the total quantity of items that are currently in stock at each location. The table is sorted by location, allowing you to quickly identify which locations have the highest and lowest inventory levels.



Sales & Marketing





Customer Geographics



Customer Geographics

Salesperson Name

All

Year

All

Quarter

All

Month

All

Domestic Customers

Domestic Customers



International Customers

International Customers



No	Name	Name	Country	State	Net Sales
01121212	Spotsmeyer	Steve Waltz	US	FL	6,047,599.05
10000	The Cannon Group PLC	John Roberts	US	GA	3,409,241.50
01445544	Progressive	Steve Waltz	US	IL	3,325,292.94
01454545	New Concepts	Steve Waltz	US	GA	2,948,120.11
C00080	A & D Company	Tom Doran	US	AL	916,995.20
20000	Innovia Gift Exchange	Buddy The Elf	US	FL	632,548.44
30000	Fruit Wholesaler	Peter Sadow	US	GA	224,166.70
IPD TULSA	IPD Tulsa	Richard Lum	US	OK	95,000.00
50000	CBP	Peter Sadow	US	FL	83,956.40
40000	AR Day Freight	Peter Sadow	US	IL	80,563.00
C00010	Dennis Ruto		US		205.00
Total					17,764,353.13

No	Name	Name	Country Code	Net Sales
C00200	ABC Incorporated	Richard Lum		473,000.00
C00070	GorillaCom	Tom Doran		119,139.00
01905899	Elkhorn Airport	Steve Waltz	CA	33,701.38
01905899	Elkhorn Airport	John Roberts	CA	8,821.31
C00040	Livetools PTY LTD	Tom Doran	GB	3,906.27
49525252	Beef House	John Roberts	DE	161.09
Total				638,729.05

The Customer Geographics page allows you to visualize the geographic distribution of your customers based on their country.

This page is useful for gaining insights into your customer base and identifying areas of potential growth or challenges in different regions.

Based on and Validated using the first 5 digits of the zip code on the customer card

International Sales



Net Sales

638.73K

Year

All

Name

All

International Sales

Filtered by country code to Exclude US

International Net Sales



Place	Jan	Feb	Mar	Apr	May	Jun	Sep	Oct	Nov	Dec	Total
Carrington NSW GB		3,906.27									3,906.27
Dusseldorf DE		161.09									161.09
Elkhorn MB CA	29,614.75	702.00	231.75	680.40	1,030.50	450.00	1,262.78	2,520.78	991.98	5,037.75	42,522.69
Total	29,614.75	4,769.36	231.75	680.40	1,030.50	450.00	1,262.78	2,520.78	991.98	5,037.75	46,590.05

The International Sales page provides an overview of sales performance across different countries outside the US. The page contains a tabular chart that breaks down the sales by country and month. The table allows users to filter the data by country, month, or year to identify trends and patterns in sales performance.

Based on and Validated using Posted Sales Invoice

Open Sales Orders



Open Sales Orders

\$37.26M

371

Total Order Amt

No. of Open Sale Orders

Status

All

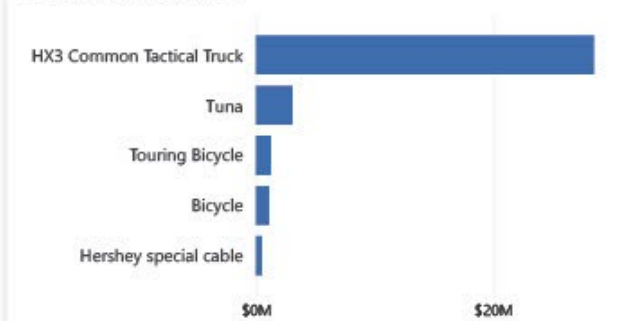
Customer

All

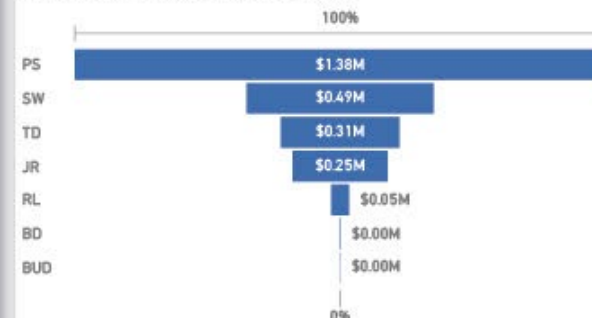
Salesperson Code

All

Top 5 Items on Open orders



Open Sales Orders by Sale Person



Open Sales Orders

Cust. No.	Customer	Order no.	Order Amount
10000	Adatum Corporation	S-ORD101012	\$28,448.00
10000	Adatum Corporation	S-ORD101011	\$3,856.00
40000	Alpine Ski House	S-ORD101010	\$9,640.00
10000	Adatum Corporation	S-ORD101008	\$1,928.00
10000	Adatum Corporation	S-ORD101007	\$1,928.00
10000	Adatum Corporation	S-ORD101006	\$1,928.00
10000	Adatum Corporation	S-ORD101005	\$385.60
40000	Alpine Ski House	S-ORD101004	\$570.30
30000	School of Fine Art	S-ORD101003	\$5,182.40
10000	Adatum Corporation	S-ORD101002	\$2,285.30
10000	Adatum Corporation	S-ORD101001	\$16,767.60
10000	The Cannon Group PLC	2008	\$96,950.00
Total			\$37,260,802.62

The Open Sales Orders page provides an overview of all open sales orders, allowing sales managers to keep track of sales orders that need attention. The page includes a tabular chart that displays a list of open sales orders, including customer name, salesperson name, order number, order date, and order amount.

Based on and Validated using Outstanding Sales Order Status Report

Sales by Customer



Sales by Customer

Compared to the same period the previous year

Net Sales
\$31.76K

Sales by Customer

Top 5 Customer

Customer
All

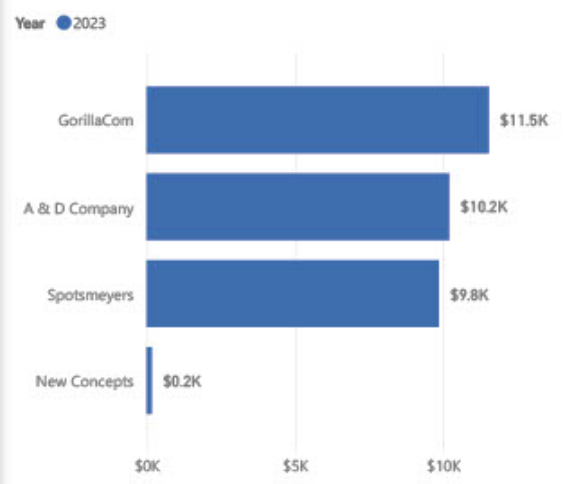
Year
2023

Month
All

Sales by Customer compared to SPLY

Customer No.	Customer	Net Sales	Net Sales SPLY	Net Sales diff	Net Sales % Change
C00070	GorillaCom	\$11,540.00		\$11,540.00	0.00%
C00080	A & D Company	\$10,205.80		\$10,205.80	0.00%
01121212	Spotsmeyers	\$9,848.19	\$66,143.98	(\$56,295.79)	-85.11%
01454545	New Concepts	\$162.00		\$162.00	0.00%
01905899	Elkhorn Airport		\$3,713.40	(\$3,713.40)	-100.00%
01454545	New Concepts Furniture		\$25,000.00	(\$25,000.00)	-100.00%
01445544	Progressive		\$3,165,892.40	(\$3,165,892.40)	-100.00%
01121212	Spotsmeyer Township		\$1,199.85	(\$1,199.85)	-100.00%
Total		\$31,755.99	\$3,261,949.63	(\$3,230,193.64)	-99.03%

Total Net Sales by Year



The Sales by Customer page provides a high-level overview of the company's net sales performance compared to the previous year. It includes a table that breaks down net sales by customer and compares it to the same period in the prior year, with a net sales difference and percent change. The table can be filtered by year, month, or other time periods.

Based on and Validated using Customer Top 10 List Report

Sales by State



Net Sales

6.57M

Year

2021

Salesperson

All

Net Sales by State by Salesperson

Salesperson ● JR ● PS ● RL ● SW ● TD



US State	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Alabama	181,945.65	128,913.81	117,993.81	157,325.08	117,993.81	117,993.81	117,993.81	117,993.81	117,993.81	1,357,993.81	117,993.81	138,643.81	2,790,778.83
Colorado	103,248.50	75,631.90	33,639.90	61,293.00	59,055.70	59,391.00	109,997.80	79,633.00	75,274.90	75,408.10	51,186.90	36,828.70	820,589.40
Georgia	95,000.00												95,000.00
Illinois	654,736.46	225,719.77	183,059.54	326,393.74	298,228.24	213,804.24	202,915.38	203,710.94	199,079.94	170,745.14	89,634.90	81,502.74	2,849,531.03
Texas	12,493.80	180.00											12,673.80
Total	1,047,424.41	430,445.48	334,693.25	545,011.82	475,277.75	391,189.05	430,906.99	401,337.75	392,348.65	1,604,147.05	258,815.61	256,975.25	6,568,573.06

The Sales by State page provides a high-level overview of sales data across different US states. The page includes a tabular chart that breaks down sales by state for each month. This allows users to easily compare sales trends across different states and identify any patterns or anomalies in the data.

Based on and Validated using Posted Sales Invoice



Sales Tax Nexus Evaluation



Sales Tax Nexus Evaluation

Net Sales
9.01M

Invoice Count
423

Year
All

Month
All

State
All

Month	Jan		Feb		Mar		Apr		May		Jun		Jul		Aug		Sep
US State	Invoice Count	Net Sales \$	Invoice Count	Net Sales \$	Invoice Count	Net Sales \$	Invoice Count	Net Sales \$	Invoice Count	Net Sales \$	Invoice Count	Net Sales \$	Invoice Count	Net Sales \$	Invoice Count	Net Sales \$	Invoice Count
Alabama	4	103,248.50	5	86,431.90	3	33,639.90	4	61,293.00	4	59,055.70	3	59,391.00	3	109,997.80	3	79,633.00	
California																	
Colorado	1	95,000.00															
Florida	1	719.76	1	395.00					2	31,600.00							
Georgia	42	709,700.36	33	597,961.86	21	247,366.74	14	358,307.44	15	325,517.04	10	239,363.84	17	224,987.38	16	228,591.14	
Illinois	22	556,722.70	27	1,155,516.68	13	305,201.40	9	296,109.60	10	291,424.00	9	279,420.70	6	222,307.60	7	218,664.50	
Indiana																	
Mississippi																	

From the Economic Nexus State Chart

state	Effective Date	Threshold	Measurement Date	Includable Sales (Gross, Retail, or Taxable)	When You Need to Register Once You Exceed the Threshold	More Information
Alaska	The Alaska Remote Seller Sales Tax Commission passed its "Remote Seller Sales Tax Code & Common Definitions" that would apply to local municipalities in Alaska that choose to adopt it. See our news update for the full list of	Per Remote Seller Sales Tax Code & Common Definitions: \$100,000 or 200 transactions	Per Remote Seller Sales Tax Code & Common Definitions: Previous calendar year	Per Remote Seller Sales Tax Code & Common Definitions: Gross sales Marketplace sales excluded towards the threshold for individual sellers.	The first day of the month following 30 days from adoption by the city or borough	Alaska Remote Seller Sales Tax Commission Economic Nexus Rules >

[Economic Nexus State Chart - State by State Economic Nexus Rules | Sales Tax Institute](#). Innovia Consulting is using this company's URL for Power BI illustration purposes only and has no affiliation.

The Sales Tax Nexus Evaluation page in this Power BI report provides an overview of the company's invoice count and net sales by month, along with information on its sales tax requirements by state from an independent URL.

Innovia is using this URL used for illustration purposes only and has no affiliation. The page includes a tabular chart that displays the monthly totals for invoices and net sales.

Based on and Validated using Posted Sales Invoice

Sales Comparison Overview



Year
2022

Sales Comparison

Compared to the same period the previous year

Current Month
KPI Indicator Order
Average



Average \$ per order (All Orders)

Month	Avg order CY	Avg order PY	% Change	KPI
Jan	\$75,978.55	27,778.57	126.59%	▲
Feb	\$60,222.66	20,370.21	179.82%	▲
Mar	\$37,097.84	25,006.79	44.09%	▲
Apr	\$41,798.19	32,295.38	30.38%	▲
May	\$29,165.07	30,022.46	-7.95%	▼
Jun	\$39,518.86	47,269.29	11.12%	▲
Total	\$23,000.00	30,000.00	154.42%	▲

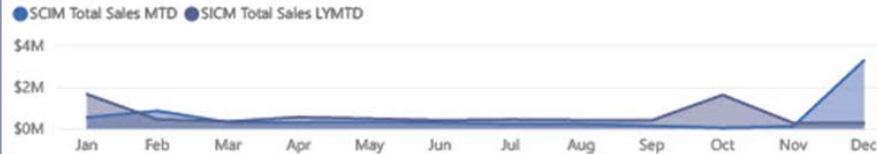
Current Month
KPI Indicator Order
Count



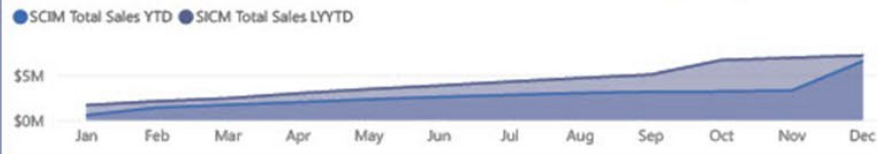
Total Orders Invoiced

Month	Order Count CY	Order Count PY	% Change	KPI
Jan	7	49	-600.00%	▼
Feb	14	20	-42.86%	▼
Mar	8	13	-62.50%	▼
Apr	7	17	-142.86%	▼
May	11	15	-36.36%	▼
Total	85	221	-160.00%	▼

Total Sales MTD and Same Period Last year by Day



Total Sales YTD and Total Sales LYTD by Day



% increase over same period last year

Month	Total Sales	Total Sales LY	KPI Value Sales	KPI Indicator
Jan	\$531,849.85	1,642,779.41	-208.88%	▼
Feb	\$843,117.23	430,325.48	48.96%	▲
Mar	\$296,782.75	334,693.25	-12.77%	▼
Apr	\$292,587.30	545,011.82	-86.27%	▼
May	\$320,815.80	475,277.75	-48.15%	▼
Jun	\$276,632.00	391,189.05	-41.41%	▼
Jul	\$219,259.00	430,906.99	-96.53%	▼
Aug	\$215,230.30	401,337.75	-86.47%	▼
Sep	\$131,124.90	393,611.43	-200.18%	▼
Oct	\$34,979.50	1,606,667.83	-4493.17%	▼
Nov	\$99,571.00	259,807.59	-160.93%	▼
Dec	\$3,260,441.12	256,975.25	92.12%	▲

The Sales Comparison Overview page provides a high-level overview of sales performance. It includes visualizations that show the average dollar amount per order by month, the total number of orders invoiced by month, and sales trends over time using a year-to-date (YTD), month-to-date (MTD), and same period last year (SPLY) model.



Auditing





Change Log Field Setups

Change Log "Some" Field Setups

Table with "All Fields" selected will NOT appear on this report

Log Modification

☐ False

☐ True

Log Deletion

☐ True

☐ False

Log Insertion

☐ False

☐ True

Custom Table

☐ Std or ISV

Table Name

Search

☐ Acc. Sched. Cell Value

☐ Acc. Sched. Chart Setup Line

☐ Acc. Sched. KPI Buffer

☐ Acc. Sched. KPI Web Srv. Line

☐ Acc. Sched. KPI Web Srv. Setup

Total No. of Tables

2952

Total No. of fields

61.16K

Deletions Tracked

28

Insertions Tracked

15

Modifications Tracked

30

Custom Fields

☐ Custom

☐ Standard

Table No	Table Name	Field No	Field Name	Deletion	Insertion	Modification
3	Payment Terms	1	Code	True	True	True
3	Payment Terms	2	Due Date Calculation	True	False	True
3	Payment Terms	3	Discount Date Calculation	True	False	True
3	Payment Terms	4	Discount %	True	False	True
3	Payment Terms	5	Description	True	False	True
3	Payment Terms	6	Calc. Pmt. Disc. on Cr. Memos	False	False	False
3	Payment Terms	8	Last Modified Date Time	False	False	False
3	Payment Terms	720	Coupled to Dataverse	False	False	False
3	Payment Terms	8000	Id	False	False	False
3	Payment Terms	27000	SAT Payment Term	False	False	False
3	Payment Terms	37028300	EFT Approval %-Post Invoice	False	False	False
3	Payment Terms	37028301	EFT Approval %-Post Shipment	False	False	False
3	Payment Terms	37028302	EFT Approval %-Release Order	False	False	False
3	Payment Terms	37028303	EFT Approval %-Post Prepayment	False	False	False
3	Payment Terms	37028304	EFT Approval %-Release Credit	False	False	False
3	Payment Terms	37028305	EFT Approval %-Post	False	False	False

Field Name

Search

☐ \$ ISO Code

☐ % Complete

☐ % Completed

☐ [deprecated]

☐ 100% of Net Earnings DD Code

☐ 1099 Amount

☐ 1099 Box Number

☐ 1099 Type

☐ 17A- Vacation Pay Type

☐ 17C- Other Money Type

☐ 19- Frequency

☐ 19- Special Payment Type

☐ 45 Day Duration Check

☐ 834 Value

☐ A. Rcd. Not Inv. Ex. Tax (\$)

☐ Abbreviated Language Name

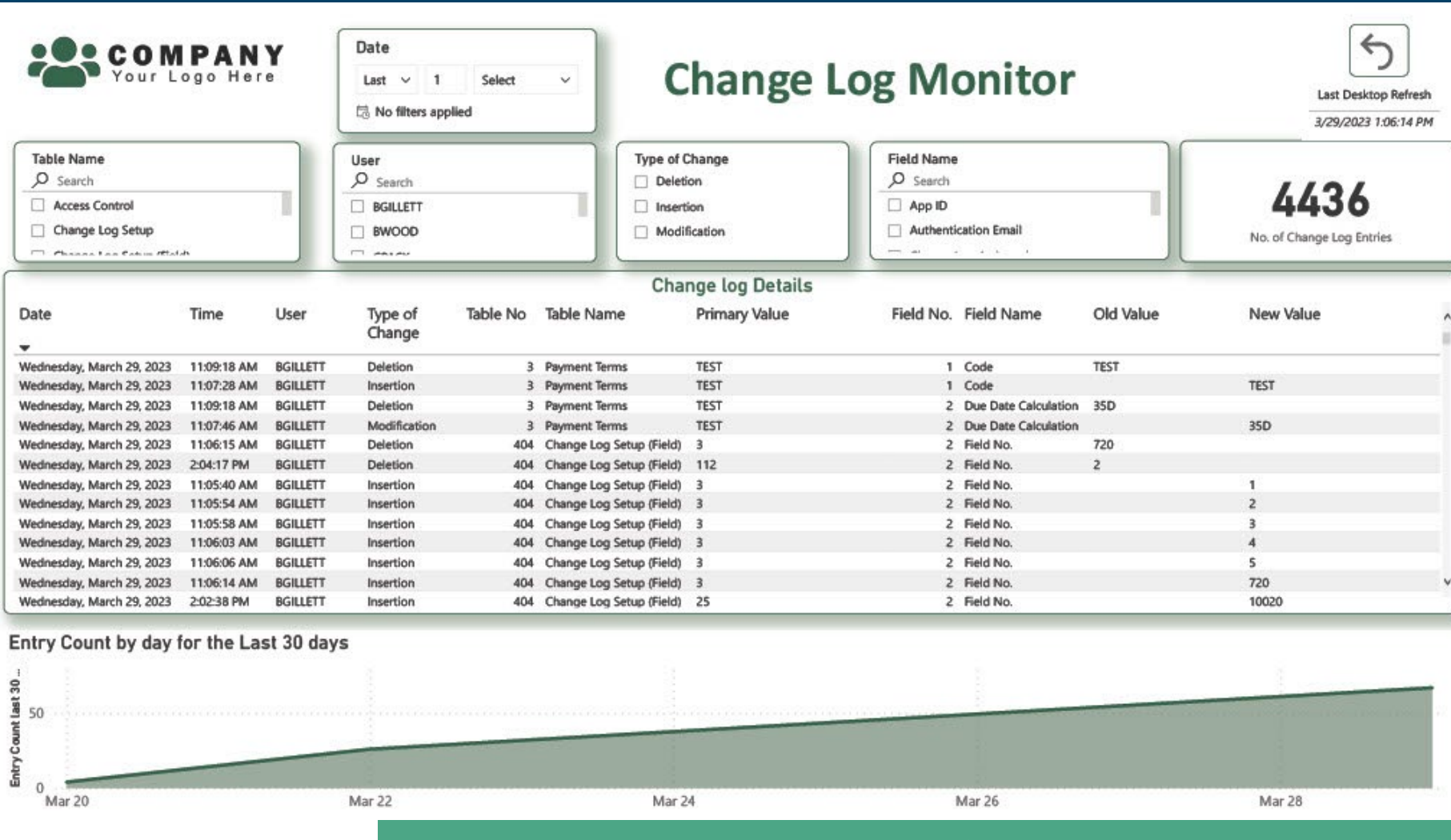
Custom Innovia Report

This page is intended to provide the user with insights for tracking change log setups when using "Some" fields functionality in Business Central. The page answers questions about what you are currently monitoring, and this page can also help you locate the fields that you may want to track.

Please Note: This and the Change Log Monitor come together!



Change Log Monitor



This page is intended to provide easy access to the Change log entries. This page is completely interactive so you can easily identify changes made to table data in your system. This report contains a relative date slicer that can be used to review last day, last month etc.

Please Note: This and the Change Log Field Setup come together!

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