

Frequently Asked Questions

What types of clients do you work with?

Our ideal clients are wineries or other craft producers with revenue between \$400k and \$4M. However we will consider clients in other industries if we think we can provide value.

We work best with clients who are interested in a fully outsourced accounting solution, who are comfortable with digital communication, and who are interested in understanding their numbers and growing their business.

What is a “fully outsourced accounting solution”?

We do everything that you would typically hire a bookkeeper or controller to do.

Controllershship duties are at the core of what we do. For us, this includes: managing your accounting system, accounting processes, and your chart of accounts; managing any tech integrations with your accounting system, such as with your POS; making sure your books are always up to date and accurate; and providing meaningful reports so that you can make management decisions.

While we don't make management decisions for you, we can do many of the things a typical CFO would do--such as providing the financial bones of a strategic plan, building out budgets and forecasts, tracking financial and nonfinancial metrics, and managing your cashflow.

On the bookkeeping side, we do it all: post and code transactions, pay bills (via bill.com), invoice customers, run payroll, file your sales and use tax, or whatever else is required!

What will it look like to work together?

Our number one goal with monthly accounting services is to make your life easier. Your main job is to send us documents in a timely manner.

We are proactive in our work and you will hear from us regularly. We will send you a weekly email with a list of missing documents and anything else we need to touch base on, depending on the agreed scope of work.

When it comes to more involved controllership and CFO work, we will work more closely with you and talk more often, via email, phone, or scheduled meetings.

What accounting software do you use?

We work exclusively with QuickBooks online. If you are using QuickBooks Desktop, we can convert it. If you are using another accounting system, we can always talk about a fresh start!

How do you manage the work remotely?

Having all our clients on QuickBooks Online is the first step. That way your team and our team (who are located in Washington, Oregon, and Minnesota) can access the books at any time.

To collect and store documents, we use an app called [Hubdoc](#). You can snap a picture with your phone or forward emails and PDFs into the app. From there, we can see all your documents, “file” them, and publish them into your QuickBooks file.

How do I reach you? Are you available for questions?

Yes! We prefer that you contact us via email. We strive to get back to you on all emails within 24 hours. If we can't quickly answer your questions, we will let you know our plan and timeline for getting you an answer.

What about meetings?

We always hold a series of three or four meetings with clients during onboarding. Once everything is up and running, the frequency of meetings will depend on what's in your proposal and how much strategic collaborative work we are doing. We meet with many clients every month, some quarterly, and some just at year end.

What kind of reporting will I get?

We use a program called [Fathom](#) to produce dynamic, visually appealing monthly financial reports. We always include the basic financial statements and basic data visualizations. Other reporting will depend on the complexity of your business and the scope of our work. Our reporting tends to evolve as we get to know you and your needs better, especially during our first year together. We generally send out monthly reports by the 15th of the following month.

We welcome your questions!

Please reach out at any time to rachel@booksonpoint.net or 509-670-8958.

Do you handle winery compliance? Inventory management? How do you handle wine costing?

If you are using production software such as Innovint or Ekos, or want to implement production software, we will gladly manage the costing side of the software, the compliance reporting, and make sure your books are synced and up to date. You still have to count the inventory and provide the data. :)

If you are not using production software, things are a little bit more difficult to do remotely, but not impossible. We can talk about what makes sense for your situation.

What are your fees?

We offer fixed monthly pricing. Fees depend on the size and complexity of your business and the services you engage. For full service bookkeeping and controllership services, packages typically run from \$800-\$3500/month. Fractional CFO work or heavy involvement in inventory management and compliance work may be additional. We price tax work separately (fee schedule here).