



## How a Residential Construction Company Saves 182 Hours and \$32K Annually Using QuickBooks Online Advanced, Payroll, and Time and Can Now Track Project Profitability.

**B and B Home Improvements** is a full-service, family-owned and operated, residential construction and renovation company based in Martha's Vineyard, Massachusetts. They provide general contracting services as well as home improvement and property repairs to clients all around the island.

### Challenges

When Bruno Oliveira first started his company 12 years ago, he handled his own bookkeeping, ran his weekly payroll, and relied on paper time sheets to track his employees' time.

As his business grew, he faced multiple challenges, including:

- Difficulty finding a bookkeeper who could work with QuickBooks, the accounting program he was using at the time.
- Reducing the time spent calculating payroll weekly.
- Trying to reconcile cumbersome, often inaccurate paper timesheets and coding each job manually.
- Knowing where his employees were located at various job sites scattered across the island.
- Integrating tools to track time and project profitability, so he knew how each job was impacting his P&L.
- Data analytics to assess the health of his business and help him set reasonable goals for future growth.

*"With QuickBooks, I can really understand the true financial picture with regard to my business. I know by analyzing the reporting data how much time each task should take, and I can set a realistic goal by having the ability to make projections. I now have the tools to focus on profitability, but also more of my time freed up to focus on business development."*



### Impressive Savings and Projected Growth

# \$32K

Annual Savings from Employee Timesheet Errors

# 182

Annual Hours Saved Processing Payroll

# \$15K+

Annual Savings in Bookkeeping Expenses

# 50%

Targeted Growth in Profit for 2024

## An Integrated, One-Stop Solution

For his business to expand and scale, Bruno realized he needed software tools to help him automate processes, increase efficiency, more accurately track employee time, and make informed business decisions based on business intelligence and financial reporting.

Enter QuickBooks Online Advanced and QuickBooks Payroll – the integrated solution for Bruno’s business needs.

Now, Bruno:

- Can easily review his financial reporting and P&L statements in one easy-to-view dashboard. He can go line-item by line-item to see where he can save money and reduce costs in the future.
- Has the ability to track project profitability more accurately.
- Can more accurately create job costing estimates since he has a breakdown of labor costs as well as costs of building materials and supplies to track against.
- Has more time to spend on business development and revenue creation.
- Uses QuickBooks Time’s Who’s Working Window to know where his employees are located at all times at various construction sites across the island.
- Has saved an estimated \$32K per year in timesheet errors now that employees use the mobile app to clock in/out of jobs and accurately track time.
- Can accept ACH payments so he gets paid quicker without waiting for paper checks.<sup>1</sup>
- Saves about 3.5 hours per week running payroll, which equates to an annual savings of 182 hours or an estimated \$15,600 in bookkeeping costs.

### At a Glance

#### Company

B and B Home Improvements

#### Industry

General Contractor specializing in Home Improvements, Renovations, and Construction

#### Location

Martha’s Vineyard, MA

#### Business Facts

- Established in 2011
- 14 FTE and 100+ subcontractors
- 1 FT in-house bookkeeper; works with outside accountant

#### Favorite Features

- Tracking project profitability more accurately
- Ability to send recurring invoices
- Tracking employee time by job
- GPS Location Feature
- Job costing
- Financial Reporting, P&L Statements, and drill-down ability



Bruno Oliveira, CEO

*“QuickBooks really helps me track how much money we’re making as well as where we are spending our money. That’s the most important key to running a successful business. I tell everyone who is starting a business they need QuickBooks!”*

## Setting Goals for Future Growth

Like many business owners, Bruno has experienced a period of slower growth over the past few years. In 2023, his profits were in the 15-18% range. He’s determined to double his profits to a goal of 30% by the end of 2024.

With QuickBooks’ ability to perform job costing and a seamless integration between accounting, payroll, and time tracking, Bruno has all his labor costs plugged into each project and his company profitability reports. With this data, he is confident he can achieve his goal.