

U.S. NATIONAL DEBT AS OF:

April 2021

\$28,081,128,042,831

April 2020

\$23,201,380,134,806

+\$5T YOY!

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Our CFO'S:

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New!

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President's Message: *Hyber-Nation is Over; It's Time to Grow Again*

Happy Spring! By the time you're reading this, I will have had my 2nd COVID shot and therefore will be bullet-proof. . . and able to go around licking door-knobs if I choose to. I probably won't choose to, but I'd like to have the option at least.

But this was my 2nd attempt with the COVID shots. The first one was ill-advised and offered at a fly-by-night "clinic". I should've known it wasn't going to work when I left the clinic feeling better than when I walked in, but peer pressure got to me as "everyone was doing it", and celebrating. Heck, they even had a band playing. The good news was I experienced very little side effects. The bad news? It didn't work – a scam I suspect, praying on us desperate folks trying to find a way to stay safe. In retrospect, it just seemed too good to be true.

(see photos on p.2.)

Hopefully you're in process or have completed the vaccine shots through a **reputable** clinic. 🤔

While there are many very serious and tragic implications as a result of COVID, there's also a growing amount of laziness/excuse making in how some businesses are operating. It seems that any problem can have "_____ **because of COVID**" added on the back of the statement, and whether or not it makes sense, we're supposed to accept it. After one particularly frustrating day of hearing this repeatedly, I decided this statement needed to be on a

T-Shirt, so I went online and made one (see p.2 for a pic). While it didn't solve anything, it did make me feel better!

Despite all of that, there is reason for optimism. Last year at this time, we didn't know what was going to happen. This year, there's hope.

We're not out of the woods, but there's reasons for optimism. There's also a high probability that our fine state is once again locked down at the time you're reading this – but "whatever". . . I'm still optimistic!

And it's good to hear optimism again. It's good to connect with people again. But it's also good to open new doors, new pathways. At Michigan CFO, we've learned that we can deliver our high level of service **remotely** without issues. So we'll be pursuing this as an additional service offering **intentionally** now.

Other things have changed too. . . people dress much more casually. Bankers, CPAs – no suit & tie. Jeans & maybe a sport coat. Maybe. And mostly no one cares – myself included.

It's hard to process what has happened to the hard hit industries like restaurants, events, travel, entertainment. Some of those businesses & jobs aren't coming back. But with any luck, we may be able to see a concert later this year. Fingers crossed!

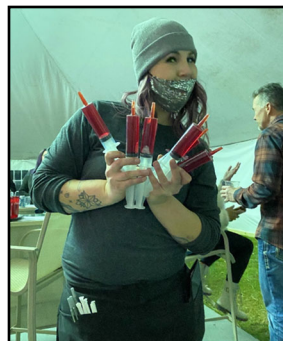
I hope you & your family are safe, secure and looking forward to reconnecting & growing in 2021!

Todd Rammler





This looks like a reputable dose!



Vaccines for everyone!



Insert COVID excuse here!

Success is not the key to happiness. Happiness is the key to success. If you love what you are going, you will be successful.

- Herman Cain



HAPPY ANNIVERSARY!

FYI... It's also our 15th year at Michigan CFO!

15 Years: Michigan Custom Machines

Design and build custom industrial test machines

www.mcm1.com

12 Years: Colony Marine

Sales and service of power boats

www.colonymarine.com

11 Years: Giffels Webster

Civil engineers, landscape architects & surveyors

www.giffelswebster.com

9 Years: Unitex Direct, Inc.

Security uniforms, public safety & career apparel

www.unitexdirect.com

6 Years: Right Brain Networks

Cloud strategy and software development

www.rightbrainnetworks.com

4 Years: Aluminum Blanking Company

Processor of aluminum sheet metal

www.albl.com

3 Years: RHK Technologies

Atomic scale research equipment

www.rhk-tech.com

2 Years: Sterling Insurance Agency

Insurance Agency

www.sterlingagency.com

Wahl Refractory Solutions

Metal casting

www.wahlref.com

GSH Group

Real Estate Investors

www.gshrealestate.com



Brian's Corner: Quickbooks Integrations

If you're using QuickBooks you may or may not be happy with how it's fitting your business needs. Some owners put up with it because they know it's expensive and time consuming to change software. But sometimes, you don't have to replace, you can add-on capabilities through third party software that integrates directly with QuickBooks.

A large number of our clients use QuickBooks so we decided to review a few of the most useful and popular add-on applications that integrate with both QuickBooks desktop and QuickBooks on-line.

QuickBooks is a well-designed software that for the most part works well covering basic accounting needs. These add-ons integrate with QuickBooks to either improve or enhance usability, or provide a whole new set of software functionality in certain areas.

Below is a quick overview of 3 popular add-ons that have been around for a while and are shown to improve your processes. This is a high level review, and not a deep dive, to introduce some of the features and functionality these add-ons bring to better manage certain business functions. The three we looked at are SOS Inventory, QuickBooks Time (previously TSheets) and Bill.com.

SOS Inventory:

Most businesses know QuickBooks has limitations when it comes to managing inventory and in particular, manufacturing. This add-on vastly expands the ability to manage basic inventory, work-in-process, job costing, process manufacturing, serial number and lot/batch tracking. There is a sales orders process that interfaces with QuickBooks customers and AR.

- * Sales orders and assemblies
- * Rule-based workflow
- * Pricing – from \$40-\$120/mth (5 users)
- * Multiple locations
- * Job costing
- * www.sosinventory.com

QuickBooks Time (previously TSheets):

This add-on is more than just tracking time. It integrates directly with QuickBooks and can either be used with QuickBooks payroll service or can interface with a number of other major payroll providers.

- * Time tracking with mobile app
- * Time clock kiosk with face recognition
- * Pricing – \$20/mth + \$8 per user
- * GPS time tracker
- * Project & shift scheduling
- * www.quickbooks.intuit.com/time-tracking

Bill.com:

Bill.com is well known and it's not surprising when you see what it has to offer. They have 2 modules, one for managing accounts payable and one for managing accounts receivable. Their purpose is simple, help businesses record and pay bills easier and quicker, or help invoice and collect faster.

- * Smart data entry – automated data capture
- * Expand ways to pay – ACH, wires, direct pay
- * Pricing – \$40-\$70/mth per user
- * Automated sync with QuickBooks
- * Dashboard visibility and control
- * www.bill.com

If you're not happy with how QuickBooks is working in your business, take a look at these add-ons. Most all are offered on a monthly subscription so they are affordable and can help better manage your business processes.

According to recent studies, improving technology is one of small businesses major challenges in staying competitive in 2021. Updating your technology through add-ons can be a simple and cost-effective way to address this challenge. Don't let your business fall behind.

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Davalor Mold Corporation

Plastic Injection Molding

www.davalor.com

Performance Line Tool Center

Professional quality tool retailer

www.performancetoolcenter.com

Check out our latest webinar!

What to Expect from Your Finance Team in 2021

Uncertainty still reigns, and getting critical financial and operational data to support decision making is the job of your CFO. Are they delivering? What should you expect?

We've put together an informative webinar that outlines the types of reports, the level of involvement and the financial guidance owners should be getting from their CFO/Controller as we move through 2021.


<https://bit.ly/2RU5bpN>


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The CFOs for Small-Business

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NEWSLETTER

The CFOs for Small-Business

Outsourced CFO & Controller Services Including:

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- ✔ *Cost & Profit Margin Analysis*
- ✔ *Bank Financing Packages & Negotiations*
- ✔ *Financial Projections*
- ✔ *Cash Planning & Management*