

Special Edition: Digital Dining Sales Meeting

Special Issue/February 1996

Let Computer Aid® help you sell *PayMaster*™ right in your own neighborhood!

DIGITAL DINING dealer Mike Wolfe of HDS New England installed *PayMaster* at Rosa's Restaurant in Portsmouth, NH last year (see the User Spotlight on page 4), but didn't have time to really become familiar with the software. And when *PayMaster* with its easy interface to DIGITAL DINING was the deciding factor in a sale to the Brew House of Danvers, Mike saw the value of promoting the two products together.

So on October 31, 1995, Computer Aid attended the New Hampshire Restaurant & Lodging Association Trade Show at Mike's invitation. Mike has chosen to sell two programs that interface with DIGITAL DINING: *PayMaster*, Computer Aid's in-house payroll system, and SuperDesk, a property management system. Mike thought it would be ideal to have a representative from each company in the HDS booth.

Mike and Sue Wolfe of HDS New England

Roxanne Mills represented Computer Aid and Mike was very happy with the way his plan worked out. "Roxanne's knowledge was an important contribution. She taught us a lot about *PayMaster* and

gave us a big boost of confidence for selling the payroll software. And Roxanne's personality was perfect for working a trade show! She's an expert at catching the attention of consumers, engaging them in conversation and quickly focusing on the product."

The HDS triple booth at the end of the aisle was very impressive. Computer Aid was very pleased to have a large sign promoting *PayMaster*, as well as brochures and a computer presentation created by Sue Tremblay of HDS. This last item especially attracted a great deal of attention from both show-goers and the competition.

Doug Heine of Business Data Systems, the DIGITAL DINING dealer in Billings, MT and the creative genius behind SuperDesk, was its representative at the HDS booth. After learning more about *PayMaster* at the show, Doug is now recommending —

and selling — *PayMaster*!

Roxanne teamed up with Sue Tremblay the day after the show to call on prospective and current *PayMaster* users in the area. Sue has since successfully installed *PayMaster* at two locations and has several new prospects.

Continued on page 2.

Inside

HDS New England & NH trade show	1-2
<i>PayMaster</i> does tips right	2
Income tax credit on excess tips	3
Spotlight on Pam Hunt & Rosa's Restaurant	4
Over six million payroll checks issued last year using <i>PayMaster</i>	5
<i>Restaurant Digest</i> article	6-7
<i>PayMaster</i> retail price list	8

A satisfied *PayMaster* customer

"If all the vendors I work with offered the support and care that Computer Aid does, I would have no problems. PayMaster is great."

Randy Caillouet, Mutt's Restaurant, Violet, LA

HDS New England, continued from page 1.

We at Computer Aid were excited for this opportunity to present *PayMaster* in cooperation with HDS New England. As a DIGITAL DINING dealer, you too can take advantage of the opportunity to show *PayMaster* payroll at your trade shows. We'll be happy to participate with you. Just tell us when — we'll mark our calendar and see you there!

Easy processing and professional support

When DIGITAL DINING users are ready to process payroll, they use Computer Aid's *PayMaster* and its DIGITAL DINING Time/Labor Interface to bring in each employee's hours by job, cash receipts, charge receipts, cash tips and charge tips. This information automatically appears on *PayMaster*'s batch screen. This means you do not have to rekey any of the payroll information.

The dealers really like being able to offer a payroll program that interfaces with DIGITAL DINING **without** requiring that they're payroll experts. Computer Aid's experts handle all software support for *PayMaster*.

DIGITAL DINING users can save time and money by doing payroll in-house with *PayMaster*. Call Computer Aid at 800-327-4AID to order their *PayMaster* payroll program **and** the DIGITAL DINING Time/Labor interface for a combined price starting at \$2,000 for small and medium size installations.

Peace of mind for you and your customers

Auto Update

Suggest to your customers that they sign up for auto update. This eliminates the possibility of not having the correct version of *PayMaster* to print the current year's W-2s. Auto update includes updated federal and state tax tables, as they change and, of course, all of the new features of each version of *PayMaster*.

Telephone Support

Suggest that your customers sign up for annual telephone support. This provides a toll-free number with experts at the other end of the telephone. You, the dealer, will never have to answer questions about *PayMaster* or payroll.

PayMaster's price includes the first year's Auto Update and Telephone Support. Users on both receive a \$75 discount off the annual renewal price. Users on annual Telephone Support receive a 10% discount on check orders.

PayMaster does tips right!

PayMaster, developed from the beginning for use by the hospitality industry, does tips right.

Cash and charge tips

To complete the annual Form 8027, your customers need a record of charge tips. *PayMaster* allows users to record cash and charge tips separately. Either can be included in net pay.

Tip allocation

PayMaster gives users the choice of allocating:

- ◆ by hours or by receipts
- ◆ by pay period or annually

Tip credit

Patricia Paul, owner of Jimmy Paul's Restaurant in Mt. Pleasant, PA, appreciates *PayMaster*'s tip credit calculations. When the PA Wage & Hour Law auditor visited, she was asked how she paid overtime for wait staff. She responded "1½ times their hourly rate." The auditor gleefully said "I always get an adjustment—everyone does that incorrectly." But when they checked *PayMaster*, the auditor saw that it really **was** being done correctly—1½ times minimum wage less tip credit. Patricia happily reported "it was a great disappointment to the auditor."

Deduction of credit card fee before paying tips to employees

PayMaster will calculate the employee's share of the credit card tip chargeback—the percentage your credit card company charges.

THE BLUE PAGES

published quarterly by
Computer Aid Corporation®
and distributed to all
registered licensees of *PayMaster*™.

Publisher: Donna Rosen
Editor: Susan Kousek

© 1996 Computer Aid Corporation
All rights reserved.

Computer Aid Corporation
P.O. Box 1074
Vienna, Virginia 22183
703/281-7486
FAX 703/281-3461
Sales: 800/327-4AID

Make sure that your clients take the tax credit on excess tips. Tio Leo's of San Diego had a credit of \$29,926.

Congress passed a law allowing a business income tax credit for food & beverage establishments. This credit is for employer FICA paid on tip income in excess of the minimum wage. The IRS is not making any great effort to notify you that you can take this credit.

How do you take it? For any tax period ending after 12/31/93, complete Form 8846 shown here, as part of your tax return. *PayMaster* automatically tracks this tax credit and gives you a report.

How do you calculate the credit? The IRS estimates it takes you six hours and 13 minutes for record keeping. Obviously they were not using *PayMaster*. We estimate one minute for record keeping. If you're on a calendar fiscal year, that's all the time it will take you to print the report. Choose REPORTS from *PayMaster's* main menu, then OTHER/FICA CREDIT. Couldn't be easier.

To fill out the form, look at TOTAL (tips) on *PayMaster's* report, shown below. Enter that amount on line 1 of Form 8846. Tip credit goes on line 2 (Tips not subject to the credit provisions). Tips in excess of minimum wage go on Line 3 (Creditable

tips). Credit for FICA should match your calculated amount on line 4 of Form 8846 (current year credit). [Note: instructions tell you to reduce your employer FICA income tax deduction by this amount.]

Angela Balistreri, Office Manager of Tio Leo's Mexican Restaurant in San Diego, and a *PayMaster* user since 1987, says, "In February 1995, while I was on the phone with Donna Rosen at Computer Aid, she asked if I had gotten a big FICA credit for our income tax return. I didn't know what it was and my accountant hadn't mentioned it to me. So together we ran the *PayMaster* report and to my amazement we had a credit of \$29,926.26. We were so pleased!"

User spotlight

This **User spotlight** is reprinted from the June 1995 issue of the BLUE PAGES.

“Downloading hours, tips and receipts from Digital Dining into PayMaster is wonderful. Payroll takes one hour from start to finish. I scoot through it, where before the bookkeeper used to go home to work on payroll for two days.”

Pam Hunt, owner, Rosa’s Restaurant

Rosa’s Restaurant in Portsmouth, New Hampshire, was established in 1927 and is the oldest restaurant in the area. It was bought by Pam Hunt’s husband, Joe, an airline pilot, in 1981, before they were married. After they were married in 1985, Pam, a former airline stewardess with no restaurant experience, took over the management of Rosa’s.

With her chef and the original restaurant’s cook, Pam is able to offer her customers food for most every taste. Rosa’s specializes in Italian food offering items including their famous chicken parmigiana. Their menu includes seafood, prime rib, vegetarian items such as vegetable lasagne, and pizza. Desserts feature mouth-watering pastries made in Rosa’s own kitchen.

In July of 1994, the bookkeeper at Rosa’s Restaurant left without notice. He had been using DacEasy, which required many manual calculations. Even with the help of a large accounting firm and Rosa’s General Manager Jerry Stellmach and Assistant Manager Gail Summe, it took Pam hundreds of hours and thousands of dollars to get everything together after her bookkeeper left.

Pam made a resolution to never be dependent on anyone else again—she decided to do all of the bookkeeping and payroll herself. From Mike Wolfe of HDS New England, she bought Digital Dining both as her point-of-sale system and her time clock. Mike recommended *PayMaster* from Computer Aid to integrate with Digital Dining so she bought that as well. All of a sudden, Pam’s life was pleasant again.

“Digital Dining makes records easy to maintain. Even when I’m in Florida, all I need is a modem to see what the restaurant is doing. At the end of the evening, the servers’ report shows all charges and tips. It takes off the employee discount for meals and shows exactly how much they owe us. And, it shows all voids. We get figures fast and they are accurate. I sleep well at night, confident that the information is correct.”

“Now I put in schedules, and if employees are early or late, they have to get a manager to clock them in. Punctuality has greatly improved!”

“Downloading hours, tips, and receipts from Digital Dining into *PayMaster* is wonderful. Payroll takes one hour from start to finish. I scoot through it, where before the bookkeeper used to go home to work on payroll for two days! I took great delight in doing my own W-2s. And, I sailed through my worker’s compensation audit.”

Pam and Joe Hunt, owners of Rosa’s Restaurant

“I can’t say enough about Computer Aid’s support. Before, whenever I called DacEasy, I was on hold forever, and they talked in computer language, not in plain English. When I called Computer Aid, the staff was never condescending, even when I was a complete computer novice. And, they answered all of my questions.”

Everything was going well until early this year when the IRS moved in on the restaurants in Portsmouth, including Rosa’s Restaurant. Pam’s employees were reporting 18% charge tips and 11% cash tips, averaging 14%. The IRS agent wanted Pam to sign a Tip Rate Determination Agreement (TRDA) saying she would get her employees to report tips averaging 13%. The fact that they were already reporting 14% didn’t matter. If she didn’t sign, the IRS threatened to audit Rosa’s for prior years’ tips, and also to audit the individual employees. But if she signed, the IRS would apply this new percentage back only 6 months.

Fortunately, just hours before signing, Pam was able to get an IRS internal memo that told field auditors about a possible alternative to the TRDA. The memo suggested, until the alternative is approved, allowing a restaurant to postpone signing the TRDA **if the restaurant requested it**, and also suggested concentrating on non-filers of Form 8027. Pam requested a postponement, and the auditors went away!