

Decision	Q4'20A	Q1'21A	Q2'21A	Q3'21A	Q4'21A
Sales ▾					
Total Market Demand [Units]	2,485	3,234	4,159	8,407	11,730
Lost Sales [Units]	0	0	0	0	0
Units Sold [Units]	829	1,050	1,193	1,364	1,582
Price [\$]	\$550.00	\$550.00	\$575.00	\$575.00	\$580.00
Terms [Days]	60	45	40	40	30
Average Collection Period [Days]	64.4	47.3	42.2	43.7	31.9
Production ▾					
Raw Material On Order [Units]	1,050	950	1,825	3,550	3,875
Units Produced [Units]	1,166	950	1,298	1,650	1,650
Labor Force Hires [People]	5	10	10	15	40
Labor Force Layoffs [People]	0	0	0	0	0
Lines On Order [Units]	0	0	0	0	5
Planned Time	1.28	0.91	0.91	0.90	0.90
Effectiveness	85.4%	85.3%	88.8%	91.6%	81.8%
Discretionary Costs ▾					
Quality Engineering Expense	\$42,000.00	\$14,000.00	\$20,000.00	\$23,000.00	\$0.00
Research Funding Expense	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Project 01 Funding	\$0.00	\$0.00	\$0.00	\$25,000.00	\$0.00
Project 02 Funding	\$45,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Project 03 Funding	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Inventory Rework Cost	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Marketing Expense	\$41,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Advertising Expense	\$31,000.00	\$15,000.00	\$18,000.00	\$20,000.00	\$0.00
Lean Six Sigma Expense	\$25,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Building Lease and Utilities	\$79,953.00	\$81,806.00	\$94,760.75	\$108,606.23	\$110,364.42
Reports ▾					
Marketing Report	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Business Intelligence Dashboard	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>