

"Growing Your Business" - A Management Simulation

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Hisco



ANNUAL REPORT



Financial Statements

Supply Chain Mgt

R&D



Quarterly Decisions

Quarter Variance to Plan and SRO

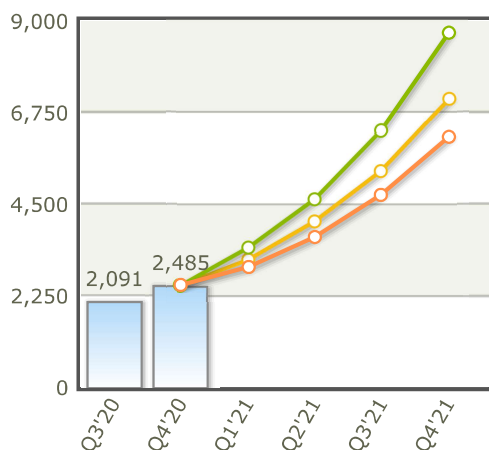
Quarter Variance to Plan Graphics

Executive Summary

Current Decisions

OM Levers

Market Forecast for Q1'21 (OUTDATED)



* Market forecast now includes impact of Project #3 being introduced to the marketplace this past quarter. To get an estimate of the base market (for those w/o project 3 divide by 1.5)

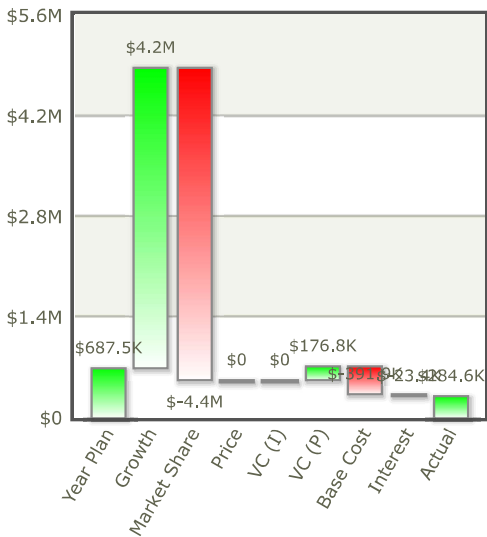
Financial Metrics – Plan and Actual *

	Plan	Actual
Sales	\$3,291,550.00	\$2,965,335.00
Net Income	\$343,772.96	\$142,315.18
Cash Flow **	\$283,141.26	(\$257,749.44)

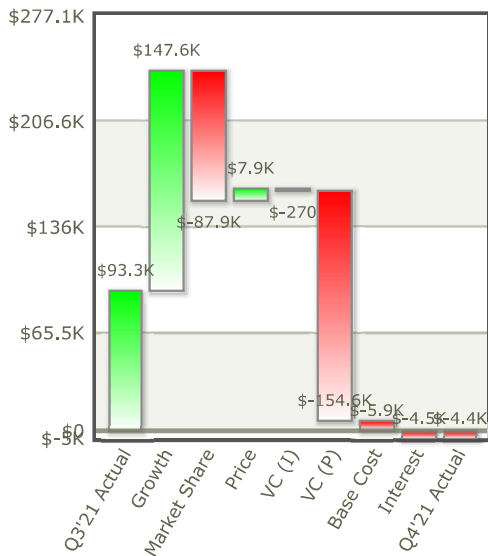
* Plan is annual commitment, SRO is Short Range Outlook and represents Decisions for Qtrs. To be played (the SRO may have changed from original plan for the Qtr.).

** Operating

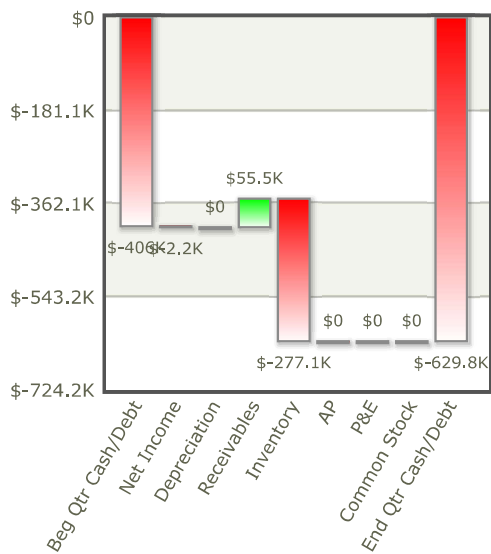
Pre-Tax Income: Year Plan vs. Actual



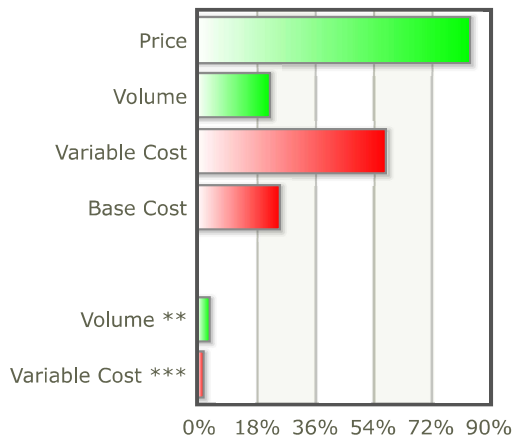
Q4'21 - Expected Pre-tax NI Walk



Q4'21 - Expected Cash Flow Walk



Q4'21 - Expected OM Levers *



* All Ceteris Paribus

* Variable/Base Cost Improvements Imply Cost Reduction

** % Volume Increase Required To Maintain CM \$ Facing a 1% Price Reduction

*** % Improvement (Decrease) Required To Maintain CM \$ Facing a 1% Price Reduction

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

Decision	Q4'20A	Q1'21A	Q2'21A	Q3'21A	Q4'21A
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"/>

Q4'21:

Production Problem:

- Requested: 4,100 units
- Raw Material : available for only 3,725 units
- Line Capacity : available for only 1,650 units

Cash Problem: exceeded credit line \$204,756.60

- Credit Line : \$425,000.00
- Current Debt: \$629,756.60

Q3'21:

Production Problem:

- Requested: 3,800 units
- Raw Material : available for only 1,825 units
- Line Capacity : available for only 1,650 units

Q2'21:

Production Problem:

- Requested: 1,900 units
 - Raw Material : available for only 1,298 units
 - Line Capacity : available for only 1,650 units
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Contact Us (<mailto:helpdesk@tri-sim.com>)

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