

Q1 '24	Plan	SRO	Actual	Actual to Plan	%Variance to Plan	Actual to SRO	%Variance to SRO
Sales ☹							
Total Market Demand [Units]	3,047	3,047	3,234	187	6.14%	187	6.14%
Lost Sales [Units]	0	0	0	0	n/a	0	n/a
Units Sold [Units]	1,005	1,005	1,070	65	6.47%	65	6.47%
Price [\$]	\$550.00	\$550.00	\$550.00	\$0.00	0.00%	\$0.00	0.00%
Terms [Days]	45.0	45.0	45.0	0.0	0.00%	0.0	0.00%
Average Collection Period [Days]	47.0	47.0	45.9	-1.1	-2.44%	-1.1	-2.44%
Production ☹							
Raw Material On Order [Units]	900.0	900.0	900.0	0.0	0.00%	0.0	0.00%
Units Produced [Units]	600	600	600	0	0.00%	0	0.00%
Labor Force Hires [People]	0	0	0	0	n/a	0	n/a
Labor Force Layoffs [People]	0	0	0	0	n/a	0	n/a
Lines On Order [Units]	3	3	3	0	0.00%	0	0.00%
Processing Time	1.20	1.20	0.89	-0.31	-25.83%	-0.31	-25.83%
Effectiveness	96.8%	96.8%	92.2%	-4.7%	-4.80%	-4.7%	-4.80%
Discretionary Costs ☹							
Quality Engineering Expense	\$10,000.00	\$10,000.00	\$10,000.00	\$0.00	0.00%	\$0.00	0.00%
Research Funding Expense	\$0.00	\$0.00	\$0.00	\$0.00	n/a	\$0.00	n/a
Project 01 Funding	\$0.00	\$0.00	\$0.00	\$0.00	n/a	\$0.00	n/a
Project 02 Funding	\$35,000.00	\$35,000.00	\$35,000.00	\$0.00	0.00%	\$0.00	0.00%
Project 03 Funding	\$0.00	\$0.00	\$0.00	\$0.00	n/a	\$0.00	n/a
Inventory Rework Cost	\$0.00	\$0.00	\$0.00	\$0.00	n/a	\$0.00	n/a
Marketing Expense	\$46,000.00	\$46,000.00	\$46,000.00	\$0.00	0.00%	\$0.00	0.00%
Advertising Expense	\$28,000.00	\$28,000.00	\$28,000.00	\$0.00	0.00%	\$0.00	0.00%

Price [\$]	\$550.00	\$550.00	\$550.00	\$0.00	0.00%	\$0.00	0.00%
Terms [Days]	45.0	45.0	45.0	0.0	0.00%	0.0	0.00%
Average Collection Period [Days]	47.0	47.0	45.9	-1.1	-2.44%	-1.1	-2.44%
Production ✖							
Raw Material On Order [Units]	900.0	900.0	900.0	0.0	0.00%	0.0	0.00%
Units Produced [Units]	600	600	600	0	0.00%	0	0.00%
Labor Force Hires [People]	0	0	0	0	n/a	0	n/a
Labor Force Layoffs [People]	0	0	0	0	n/a	0	n/a
Lines On Order [Units]	3	3	3	0	0.00%	0	0.00%
Processing Time	1.20	1.20	0.89	-0.31	-25.83%	-0.31	-25.83%
Effectiveness	96.8%	96.8%	92.2%	-4.7%	-4.80%	-4.7%	-4.80%
Discretionary Costs ✖							
Quality Engineering Expense	\$10,000.00	\$10,000.00	\$10,000.00	\$0.00	0.00%	\$0.00	0.00%
Research Funding Expense	\$0.00	\$0.00	\$0.00	\$0.00	n/a	\$0.00	n/a
Project 01 Funding	\$0.00	\$0.00	\$0.00	\$0.00	n/a	\$0.00	n/a
Project 02 Funding	\$35,000.00	\$35,000.00	\$35,000.00	\$0.00	0.00%	\$0.00	0.00%
Project 03 Funding	\$0.00	\$0.00	\$0.00	\$0.00	n/a	\$0.00	n/a
Inventory Rework Cost	\$0.00	\$0.00	\$0.00	\$0.00	n/a	\$0.00	n/a
Marketing Expense	\$46,000.00	\$46,000.00	\$46,000.00	\$0.00	0.00%	\$0.00	0.00%
Advertising Expense	\$28,000.00	\$28,000.00	\$28,000.00	\$0.00	0.00%	\$0.00	0.00%
Lean Six Sigma Expense	\$25,000.00	\$25,000.00	\$25,000.00	\$0.00	0.00%	\$0.00	0.00%
Building Lease and Utilities	\$70,951.00	\$70,951.00	\$70,088.00	(\$863.00)	-1.22%	(\$863.00)	-1.22%
Other Expenses	\$55,000.00	\$55,000.00	\$55,000.00	\$0.00	0.00%	\$0.00	0.00%

"Growing Your Business" - A Management Simulation

Jennifer McNally

Hisco



QTRLY DASHBOARD

Financial Statements

Supply Chain Mgt

R&D

ROLE-PLAY

QTRLY DECISIONS



Quarterly Decisions

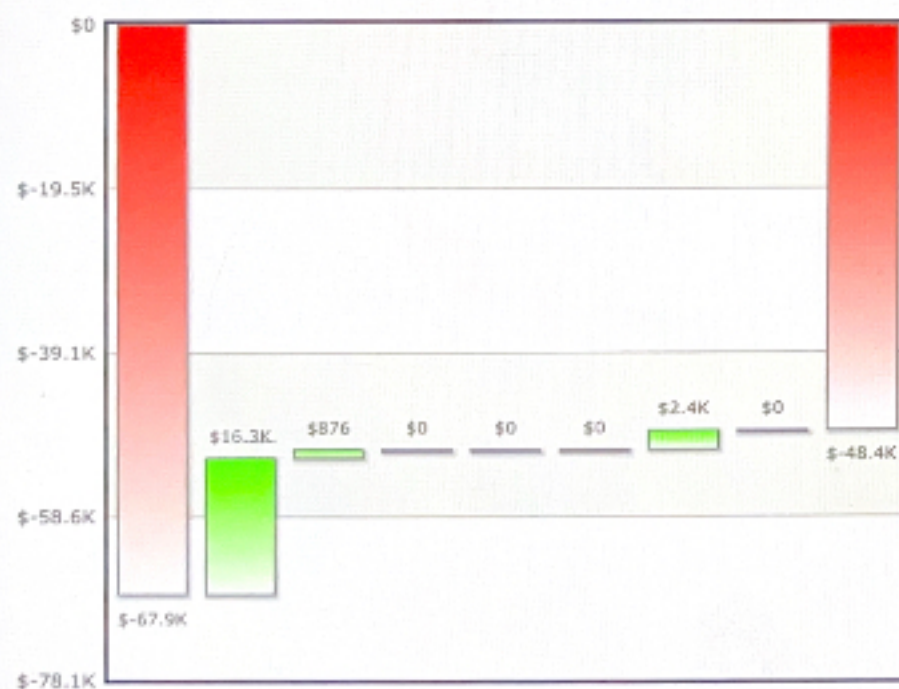
Quarter Variance to Plan and SRO

Quarter Variance to Plan Graphics

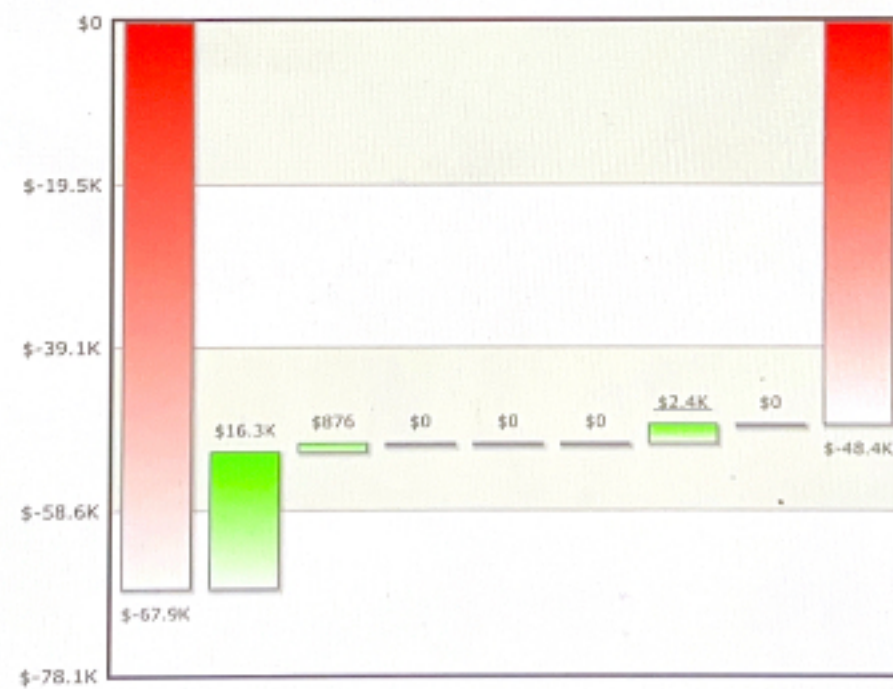
Executive Summary

Q1'24

Pre-tax NI Walk: Plan vs. Actual



Pre-tax NI Walk: Plan YTD vs. Actual YTD



Cash Flow Walk:

