

Colorado Garden Window Company

Mike Bozman, CEO

FY2017 Consolidated Plan



vision

Within the next 3 years grow Colorado Garden Window Company into a \$40 million national home products company specializing in manufacturing and distributing custom and replacement garden windows and skylights to baby-boomers and home remodelers.



mission

Bring Light, Air, and the Beauty of Nature into homes... through creative windows!



objectives

- Achieve 2017 sales of \$17 million.
- Earn pre-tax profits in 2017 of \$1.5 million.
- Target Cost of Goods Sold at 38% of sales.
- Reduce inventory levels to 3.3 months on hand by August 31.
- Grow Garden Window Division at 8% per year & achieve \$5.3M this year.
- Expand skylight/custom window product lines; grow sales to \$7.5 million this year.
- Implement profit improvement programs & reduce product costs to 38%.
- Achieve 98% on time delivery with 98% order accuracy by 1st quarter.



strategies

- Focus on new upscale home developments and baby-boomer remodeling trends.
- Build Colorado Garden Window Co. into a nationally recognized brand name.
- Control quality processes by manufacturing solely in-house.
- Become vendor-of-choice by maintaining a constant inventory of standard window sizes.
- Increase capacity & manufacturing efficiency by actively reducing duplicate products.
- Centralize distribution into one location; reducing costs & improving service.



action plans

- Introduce new scenic Garden Window at S.F. products show 3/15.
- Roll out new package design beginning April 1.
- Expand Sales Dept. to focus on Signature Homes in Denver and Provo by 4/15.
- Introduce inventory reduction program company-wide by 5/15.
- Fully implement new MRP software to achieve inventory reduction by 7/1.
- Complete skylight product rationalization program by 8/15.
- Research, design and roll out re-designed employee benefit program by 10/1.
- Complete product distribution consolidation project by 11/15.