


Greenhouse
& Flower Shop



George S. May Co.
303 South Northwest Highway
Park Ridge, IL 60068



To Whom It May Concern:

The May Co. was hired to help us develop a budget and a policies and procedures manual, determine where waste was occurring, establish an accountability framework for our management and staff, develop costing models to determine which of our products were profitable, and conduct a square footage analysis for overhead calculations. An acceptable Chart of Accounts was developed, and a recommendation was made that we switch our accounting to Quickbooks. We understand the budget as it was developed, and are capable of making adjustments as needed. The policies and procedures manual is updated and complete. Waste, and areas where increased productivity is needed, has been identified, and the suggested recommendations are achievable. An accountability framework has been established, the MSP workshop is underway and we are confident that we can implement the framework. The costing models for the geranium and flat crops are complete, and we feel confident that we can cost the rest of our products with the information provided. The square footage analysis provided us with a good estimate of our overhead.

We are closing the project today; we are happy with the savings which have been identified, and feel they are achievable.

Sincerely,



General Manager

