

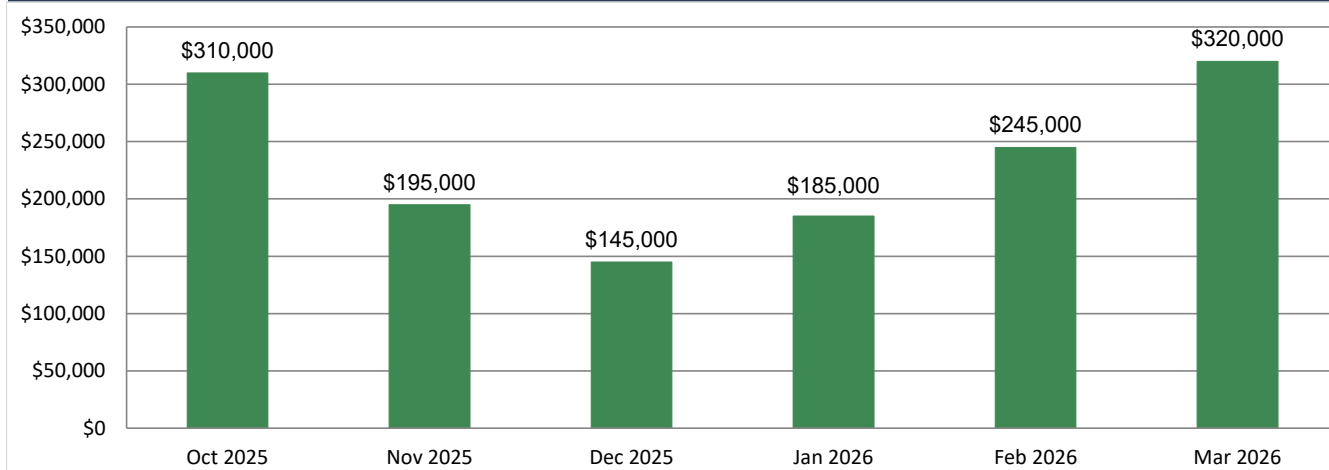
RIDGELINE FENCE CO.

Monthly KPI Dashboard | March 2026

Prepared by Dillon Park Partners | For Illustrative Purposes Only

METRIC	MONTH TO DATE						YEAR TO DATE					
	Actual	Budget	Prior Yr	\$ Var	% Var		Actual	Budget	Prior Yr	\$ Var	% Var	
Revenue	\$285,200	\$270,000	\$255,000	\$15,200	+5.6%	●	\$680,500	\$710,000	\$635,000	(\$29,500)	-4.2%	●
Gross Margin (\$)	\$98,000	\$92,100	\$84,900	\$5,900	+6.4%	●	\$231,200	\$242,000	\$208,300	(\$10,800)	-4.5%	●
Gross Margin %	34.4%	34.1%	33.3%	+0.3%	+0.9%	●	34.0%	34.1%	32.8%	-0.1%	-0.3%	●
EBITDA (\$)	\$34,000	\$30,000	\$26,000	\$4,000	+13.3%	●	\$72,000	\$85,000	\$58,000	(\$13,000)	-15.3%	●
EBITDA Margin %	11.9%	11.1%	10.2%	+0.8%	+7.4%	●	10.6%	12.0%	9.1%	-1.4%	-11.6%	●
Cash Position	\$187,500	\$165,000	\$142,000	\$22,500	+13.6%	●	\$187,500	\$165,000	\$142,000	\$22,500	+13.6%	●
AR Days (DSO)	38	35	42	+3	+8.6%	●	38	35	42	+3	+8.6%	●
AP Days (DPO)	22	25	28	-3	-12.0%	●	22	25	28	-3	-12.0%	●

BOOKINGS TREND | Trailing 6 Months



BACKLOG & PIPELINE

BACKLOG SUMMARY — MARCH 2026		WIN RATE & PIPELINE	
Starting Backlog (Mar 1)	\$580,000	Quotes Sent	28
+ New Contracts Signed	\$320,000	Contracts Won	12
— Revenue Recognized	\$285,200	Win Rate %	42.9%
Ending Backlog (Mar 31)	\$614,800	Avg Ticket Size	\$26,700
		Trailing 3-Mo Win Rate %	39.5%

All figures unaudited. For management purposes only. Ridgeline Fence Co. is a fictional entity used for illustrative purposes. Prepared by Dillon Park Partners — dillonparkpartners.com



RIDGELINE

FENCE CO.

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