2024 ICSC — Round 2 SCENARIO

REGARDLESS of what happened in Thursday's role plays,
THIS is the Round 2 scenario that covers what really happened in Round 1.

This looks promising!

Your meeting with Tori Allen went well and you learned a lot about the needs of Tom James and the Chile facility. Tori said that they want to replace the wood-burning furnace with a new HVAC system, install insulated windows and LED lighting, and they want to install solar panels to power a lot of it. The total project will cost about $475,000 including installation. Putting this in place will save them $10,000 per month in energy costs. Not doing this can't hurt their brand, but doing it could help.

Tori also mentioned that Tom James may need to move quickly on this. The Chilean government is offering a one-time tax break for environmental projects like this one. The tax break would be $75,000 that Tom James would not have to pay in taxes, but everything must be in place by December 31st, or they will miss out on this opportunity.

Tori also mentioned that Tom James may need some help sourcing some of this globally. They need to keep the costs of this project down, so any help sourcing inexpensive but qualified vendors would be greatly appreciated. Tom James does not want to save up front on less expensive products, only to have defective products that need to be replaced too soon. Also, if vendors do not deliver on time, Tom James could miss out on savings (like the tax break mentioned above).

At the end of the meeting, Tori was very interested. You asked about next steps and Tori said that Josh (Josie) Roberts, the VP of Retail Development at Tom James would need to weigh in on this. Tori could not set up a meeting for Josh (Josie), but Tori was happy to make the introduction via email. You followed up on that email and set up a meeting with Josh (Josie). Of course, you looked up Josh (Josie) on LinkedIn: https://www.linkedin.com/in/crcjoshroberts/

Before your meeting, you familiarized yourself with DLL's Interest Rate Schedule.