

# Great Game of Business

The Refresher

# **Overview of the Principles and Practices of The Great Game of Business**

## **The Goal**

Improve Business Results and the Lives of the  
People Who Drive those Results...

## **The Strategy**

...by Creating a 'Business of Business People'  
who  
'Think, Act, and Feel like Owners'.

# **Great Game of Business Laws**

## **The Higher Law**

When you appeal to the highest level of thinking,  
you get the highest level of performance

# The Principles of The Great Game of Business

Every Employee...

- should be given the measures of business success and taught to understand them:

Know & Teach the Rules

Financial Transparency & Education

High Involvement Planning

The Critical Number

# The Principles of The Great Game of Business

Every Employee...

- should be expected and enabled to act on their knowledge to improve performance:

Follow the Action & Keep Score

Keep Score—Scoreboards

Follow the Action—Huddles

Forward Forecasting

# The Principles of The Great Game of Business

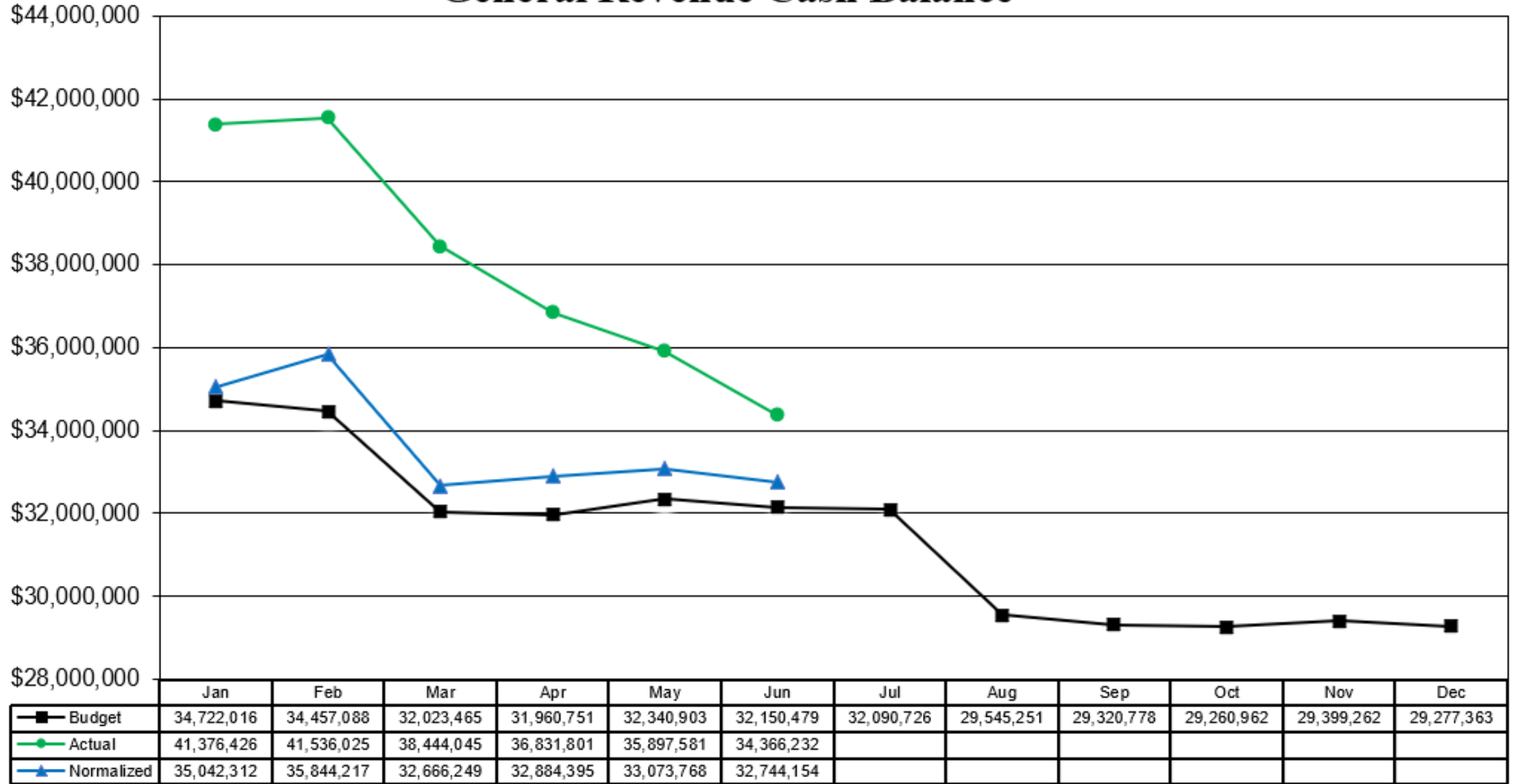
Every Employee...

- should have a direct stake in the company's success and risk of failure:

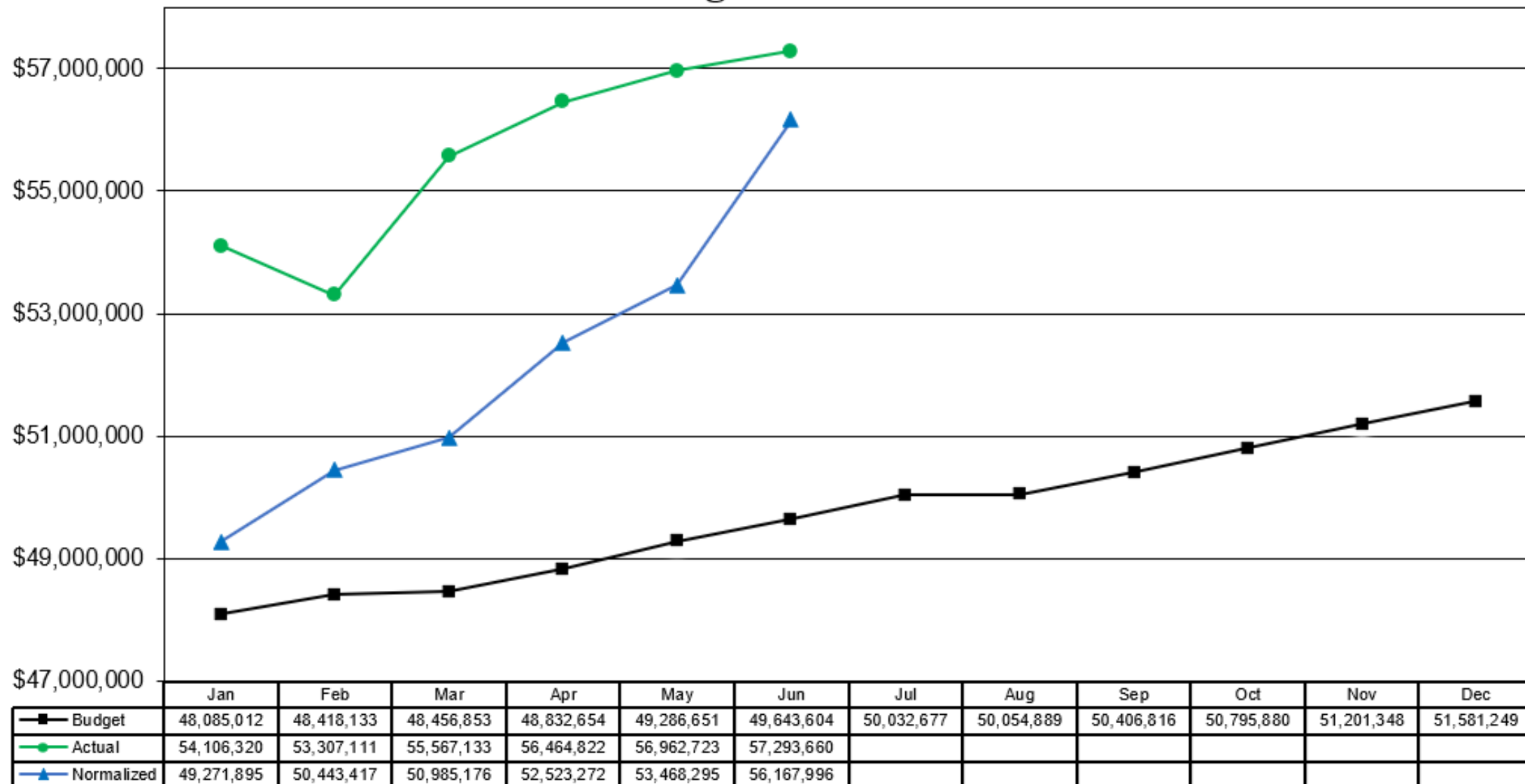
Provide a Stake in the Outcome

Rewards & Recognition

## Greene County, Missouri General Revenue Cash Balance

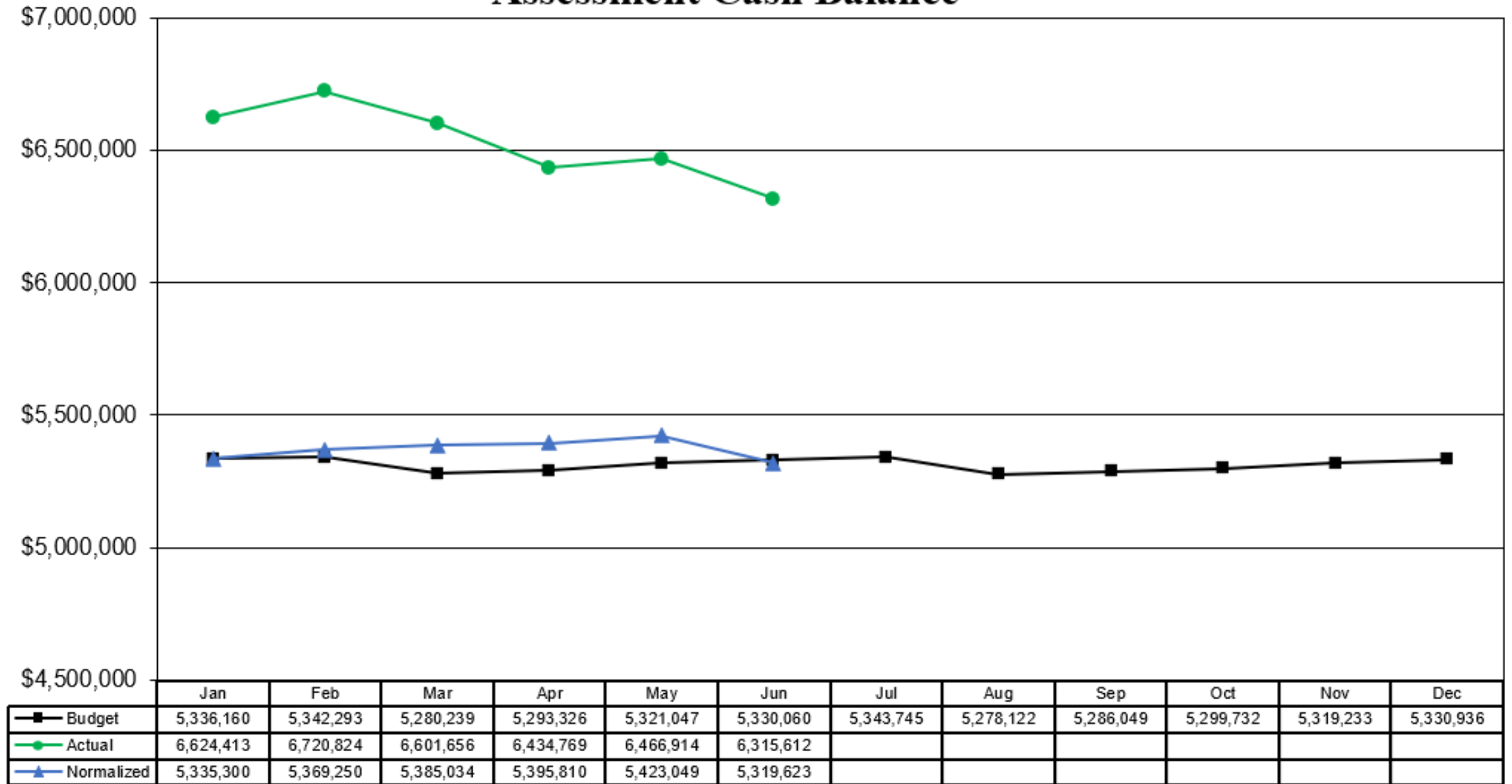


## Greene County, Missouri Road & Bridge Cash Balance

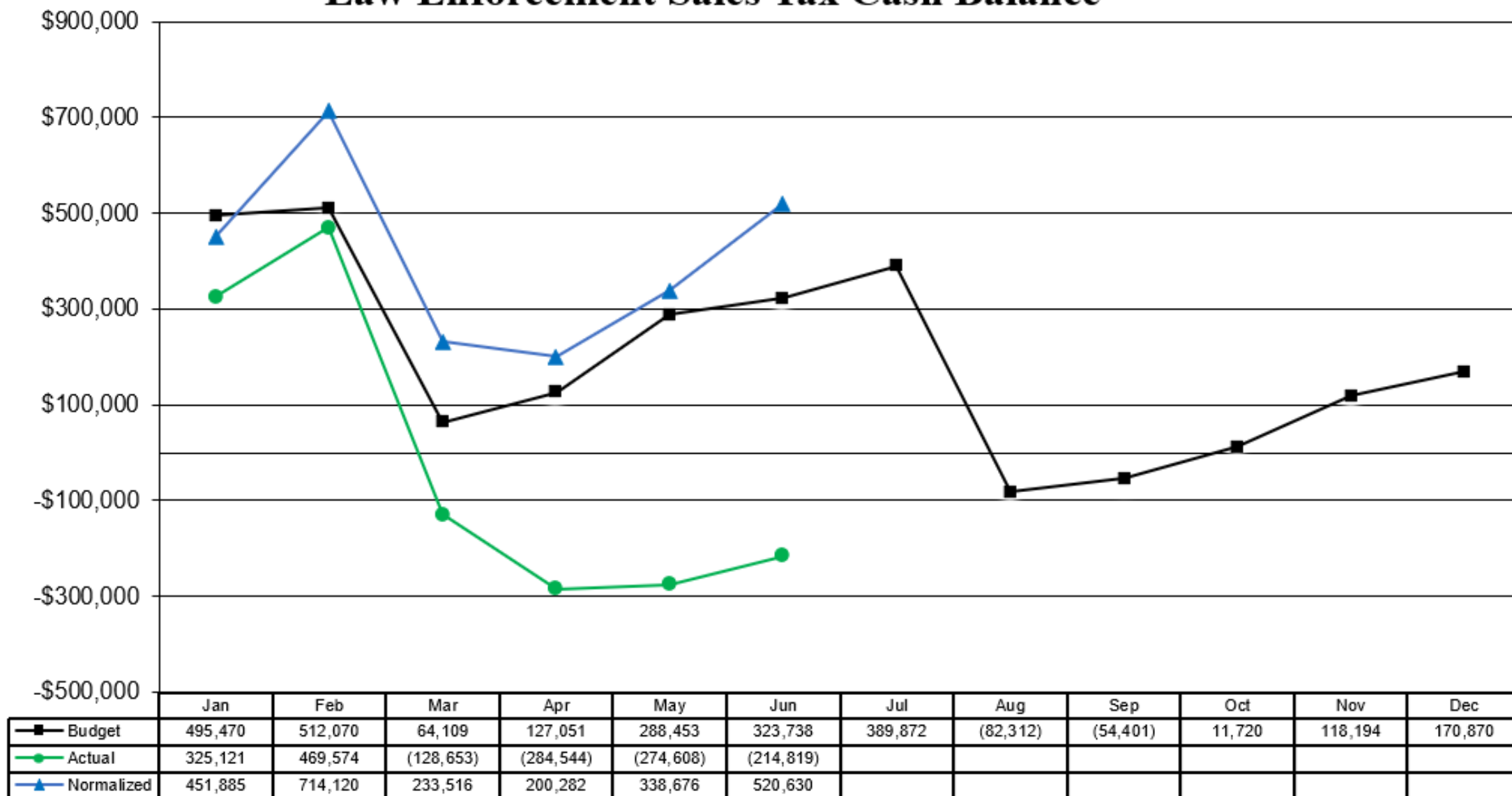




## Greene County, Missouri Assessment Cash Balance



## Greene County, Missouri Law Enforcement Sales Tax Cash Balance



	Budget	Bud to Date	Spend Est	Better/Worse
Personnel				
GR				
31st	6,999,410.17	3,469,313.77	3,159,483.93	309,829.84
Aud	554,976.63	275,078.62	248,462.95	26,615.67
Coll	626,083.93	310,323.52	319,956.35	-9,632.83
Comm	12,527,537.77	6,209,374.54	6,129,483.55	79,890.99
Cty Clk	1,038,479.70	514,730.79	484,359.98	30,370.81
PA	6,976,245.95	3,457,832.24	3,124,463.84	333,368.40
Pub Adm	808,826.94	400,901.56	411,488.79	-10,587.23
Rec	610,379.85	302,539.67	297,718.89	4,820.78
Shf	38,136,224.32	18,902,525.36	18,058,812.06	843,713.30
Treas	282,479.28	140,013.12	140,822.38	-809.26
<b>Grand Total</b>	<b>68,560,644.54</b>	<b>33,982,633.18</b>	<b>32,375,052.72</b>	<b>1,607,580.47</b>
R&B				
Comm	10028989.58	4970949.098	4100544.176	870,404.92
<b>Grand Total</b>	<b>10028989.58</b>	<b>4970949.098</b>	<b>4100544.176</b>	<b>870,404.92</b>
Assess	2294301.63	1137188.999	1014319.68	122,869.32
<b>Grand Total</b>	<b>2294301.63</b>	<b>1137188.999</b>	<b>1014319.68</b>	<b>122,869.32</b>
LEST				
31st	1618621.26	802282.6056	756680.64	45,601.97
Comm	390643.94	193625.801	192939.1814	686.62
PA	1477826.73	732496.6679	716567.75	15,928.92
Shf	10792598.53	5349437.996	5243450.72	105,987.28
<b>Grand Total</b>	<b>14279690.46</b>	<b>7077843.071</b>	<b>6909638.291</b>	<b>168,204.78</b>

	Budget	Bud to Date	Spend Est	Better/Worse
Capital				
GR				
31st	119,269.70	59,308.98	50,764.81	8,544.17
Aud	0.00	0.00	0.00	0.00
Coll				0.00
Comm	1,481,607.87	736,755.83	1,205,302.52	-468,546.69
Cty Clk	12,579.00	6,255.13	5,270.00	985.13
PA	2,000.00	994.54	12,098.69	-11,104.15
Pub Adm	0.00	0.00	0.00	0.00
Rec				0.00
Shf	12,800.00	6,365.03	47,406.09	-41,041.06
Treas	0.00	0.00	0.00	0.00
<b>Grand Total</b>	<b>1,628,256.57</b>	<b>809,679.50</b>	<b>1,320,842.11</b>	<b>-511,162.61</b>
R&B				
Comm	14,737,700.14	7,328,583.13	3,077,575.83	4,251,007.30
<b>Grand Total</b>	<b>14,737,700.14</b>	<b>7,328,583.13</b>	<b>3,077,575.83</b>	<b>4,251,007.30</b>
Assess	79,000.00	39,284.15	6,241.11	33,043.04
<b>Grand Total</b>	<b>79,000.00</b>	<b>39,284.15</b>	<b>6,241.11</b>	<b>33,043.04</b>
LEST				
31st	1,200.00	596.72	0.00	596.72
Comm	37,400.00	18,597.81	33,765.00	-15,167.19
PA	0.00	0.00	1,142.18	-1,142.18
Shf	93,252.94	46,371.68	-136.50	46,508.18
<b>Grand Total</b>	<b>131,852.94</b>	<b>65,566.22</b>	<b>34,770.68</b>	<b>30,795.54</b>

		Budget	Bud to Date	Spend Est	Better/Worse
Operations					
<100,000					
Budget	GR				
	31st	967,987.48	481,348.97	525,056.97	-43,708.00
	Aud	5,065.00	2,518.66	4,136.86	-1,618.20
	Coll	240,674.00	119,679.42	61,304.06	58,375.36
	Comm	2,167,480.96	1,077,818.40	1,643,023.01	-565,204.61
	Cty Clk	246,028.10	122,341.84	54,308.88	68,032.96
	PA	319,494.33	158,874.23	160,733.98	-1,859.75
	Pub Adm	21,700.00	10,790.71	6,150.66	4,640.05
	Rec				0.00
	Shf	239,282.36	118,987.40	154,641.21	-35,653.81
	Treas	3,300.00	1,640.98	1,790.68	-149.70
	<b>Grand Total</b>	<b>4,211,012.23</b>	<b>2,094,000.62</b>	<b>2,611,146.31</b>	<b>-517,145.69</b>
	R&B				
	Comm	1,030,592.04	512,480.19	353,823.07	158,657.12
	<b>Grand Total</b>	<b>1,030,592.04</b>	<b>512,480.19</b>	<b>353,823.07</b>	<b>158,657.12</b>
	Assess	411,462.75	204,607.16	66,893.75	137,713.41
	<b>Grand Total</b>	<b>411,462.75</b>	<b>204,607.16</b>	<b>66,893.75</b>	<b>137,713.41</b>
	LEST				
	31st				0.00
	Comm	482,839.94	240,100.74	241,503.63	-1,402.89
	PA	69,590.44	34,605.08	22,470.04	12,135.04
	Shf	657,312.03	326,860.08	346,114.76	-19,254.68
	<b>Grand Total</b>	<b>1,209,742.41</b>	<b>601,565.90</b>	<b>610,088.43</b>	<b>-8,522.53</b>

		Budget	Bud to Date	Spend Est	Better/Worse
Operations 100,000+ Budget	GR				
	31st	2,475,939.60	1,231,204.94	958,400.60	272,804.34
	Aud				0.00
	Coll				0.00
	Comm	15,488,366.76	7,701,865.44	4,595,832.39	3,106,033.04
	Cty Clk	532,124.92	264,608.57	256,460.57	8,148.00
	PA	368,241.53	183,114.64	124,548.03	58,566.61
	Pub Adm				0.00
	Rec				0.00
	Shf	104,820.00	52,123.61	64,135.10	-12,011.49
	Treas				0.00
	<b>Grand Total</b>	<b>18,969,492.81</b>	<b>9,432,917.19</b>	<b>5,999,376.69</b>	<b>3,433,540.49</b>
	Comm	14,855,248.52	7,387,036.15	4,658,672.83	2,728,363.32
	<b>Grand Total</b>	<b>14,855,248.52</b>	<b>7,387,036.15</b>	<b>4,658,672.83</b>	<b>2,728,363.32</b>
	Assess	259,900.00	129,239.89	188,126.86	-58,886.97
	<b>Grand Total</b>	<b>259,900.00</b>	<b>129,239.89</b>	<b>188,126.86</b>	<b>-58,886.97</b>
	31st				0.00
	Comm	12,708,849.40	6,319,701.07	6,129,950.59	189,750.48
	PA				0.00
	Shf	3,272,931.00	1,627,523.07	1,388,459.86	239,063.21
	<b>Grand Total</b>	<b>15,981,780.40</b>	<b>7,947,224.13</b>	<b>7,518,410.45</b>	<b>428,813.68</b>

Better/Worse	
Total	
	GR
547,470.34	31st
24,997.47	Aud
48,742.53	Coll
2,152,172.74	Comm
107,536.90	Cty Clk
378,971.11	PA
-5,947.18	Pub Adm
4,820.78	Rec
755,006.94	Shf
-958.96	Treas
<b>4,012,812.66</b>	<b>Grand Total</b>
	R&B
8,008,432.66	Comm
<b>8,008,432.66</b>	<b>Grand Total</b>
234,738.80	Assess
<b>234,738.80</b>	<b>Grand Total</b>
	LEST
	31st
173,867.02	Comm
26,921.78	PA
372,303.98	Shf
<b>619,291.47</b>	<b>Grand Total</b>

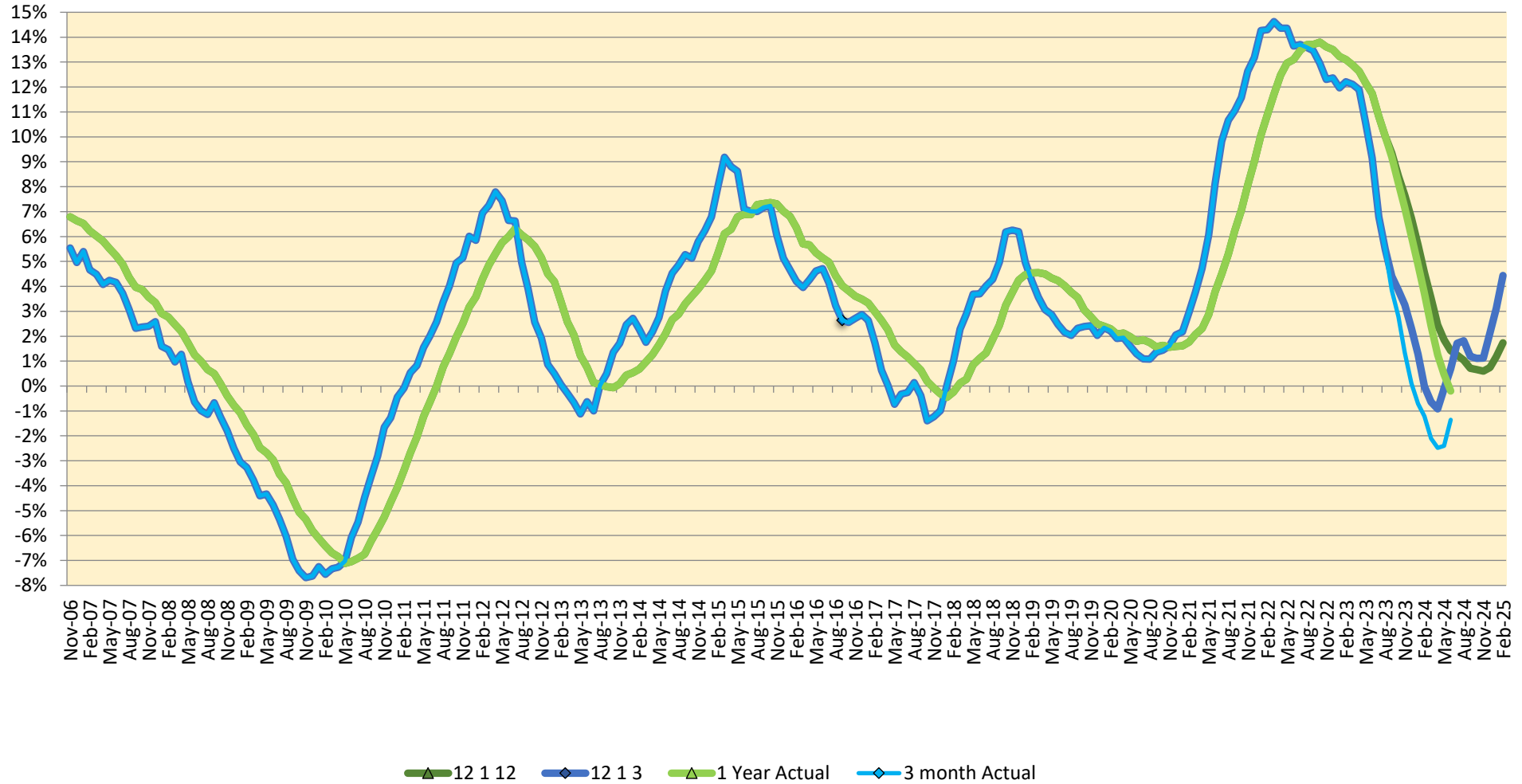
# Federal Boarding Revenue

- At 5/31/2024 it was off pace by \$993,940. An average of 235.3 inmates a night compared to a budget of 300. (Dec 23 – Apr 24)
- In this reporting it was off pace by \$1,515,482. Once all of May posts it will be off pace \$890,282.82: an improvement of \$103,657.18. May had an average of 315 inmates a night which brings the overall average up to 251.2 inmates a night.



# General Fund Sales Tax Trend

## 12 Month Rolling Average of 1yr Avg Growth of the 3 & 12 Month Rolling Average of Sales Tax Receipts



# General Fund Sales Tax Trend

## 12 Month Rolling Average of 1yr Avg Growth of the 3 & 12 Month Rolling Average of Sales Tax Receipts

