**Capstone I Defining My Model**

The goal of my model is to give insight on how Lariat can reduce costs, or increase revenue. To do this, I will use formulas to calculate necessary data such as total sales, total revenue, total costs, etc. I will then use that information to create a baseline for the data that was given to me. Then I will create a few different scenarios that will impact the data in ways that cut costs or improve profits for Lariat. Following that, I will utilize column charts to compare the data from the baseline to each of the scenarios. From there I will make my recommendations based upon my analysis.