Job Report Winter 2024

Total number of jobs for each season and each year

Waterjob Counts

Call Date	2017	2018	2019	2020	2021	2022	2023	2024
Season								
Fall	3.0	35.0	54.0	78.0	87.0	71.0	78.0	NaN
Spring	NaN	24.0	45.0	57.0	50.0	75.0	54.0	NaN
Summer	NaN	46.0	82.0	125.0	128.0	113.0	131.0	NaN
Winter	2.0	25.0	36.0	61.0	54.0	99.0	70.0	53.0

Moldjob Counts

Call Date	2017	2018	2019	2020	2021	2022	2023	2024
Season								
Fall	NaN	27.0	20.0	31.0	34.0	13.0	23.0	NaN
Spring	NaN	8.0	17.0	16.0	18.0	19.0	9.0	NaN
Summer	NaN	30.0	24.0	13.0	37.0	23.0	16.0	NaN
Winter	2.0	10.0	22.0	21.0	16.0	9.0	9.0	9.0

Firejob Counts

Call Date	2018	2019	2020	2021	2022	2023
Season						
Fall	1.0	NaN	2.0	1.0	3.0	1.0
Spring	NaN	2.0	5.0	1.0	1.0	NaN
Summer	NaN	NaN	1.0	NaN	5.0	1.0
Winter	2.0	NaN	3.0	2.0	1.0	1.0

Figure 1

Job Ratio by season over the years

Water Job Ratio by season

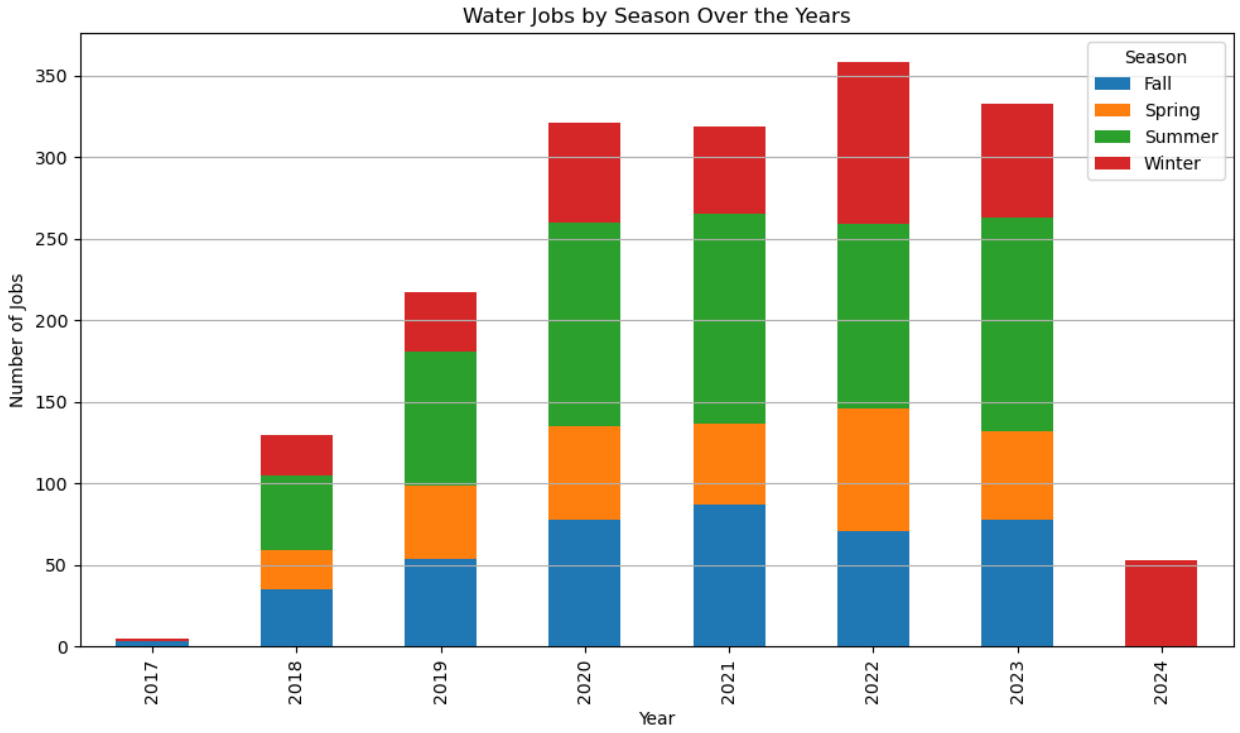


Figure 2

Mold Job Ratio by season

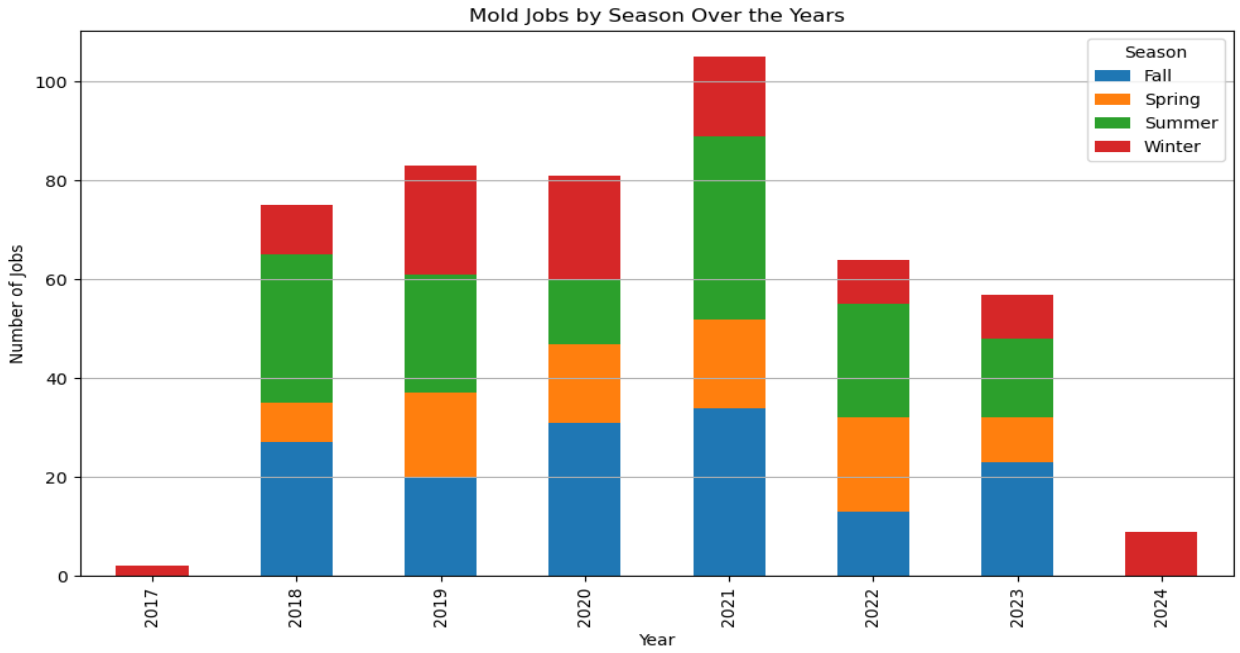


Figure 3

Fire Job Ratio by Season

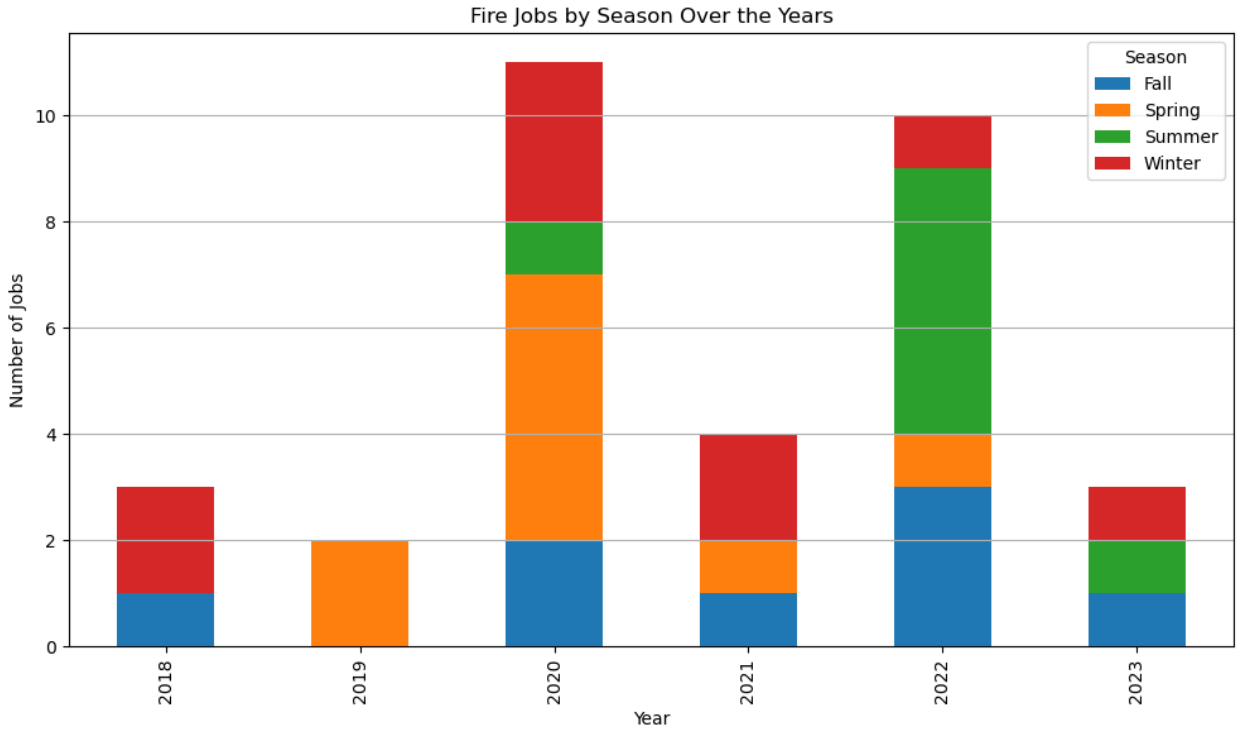


Figure 4

Job Performance overview

Job performance shows with the color light to dark. Light refers to the low performance, Dark refers to the high performance.

Water Job Performance by season over the years

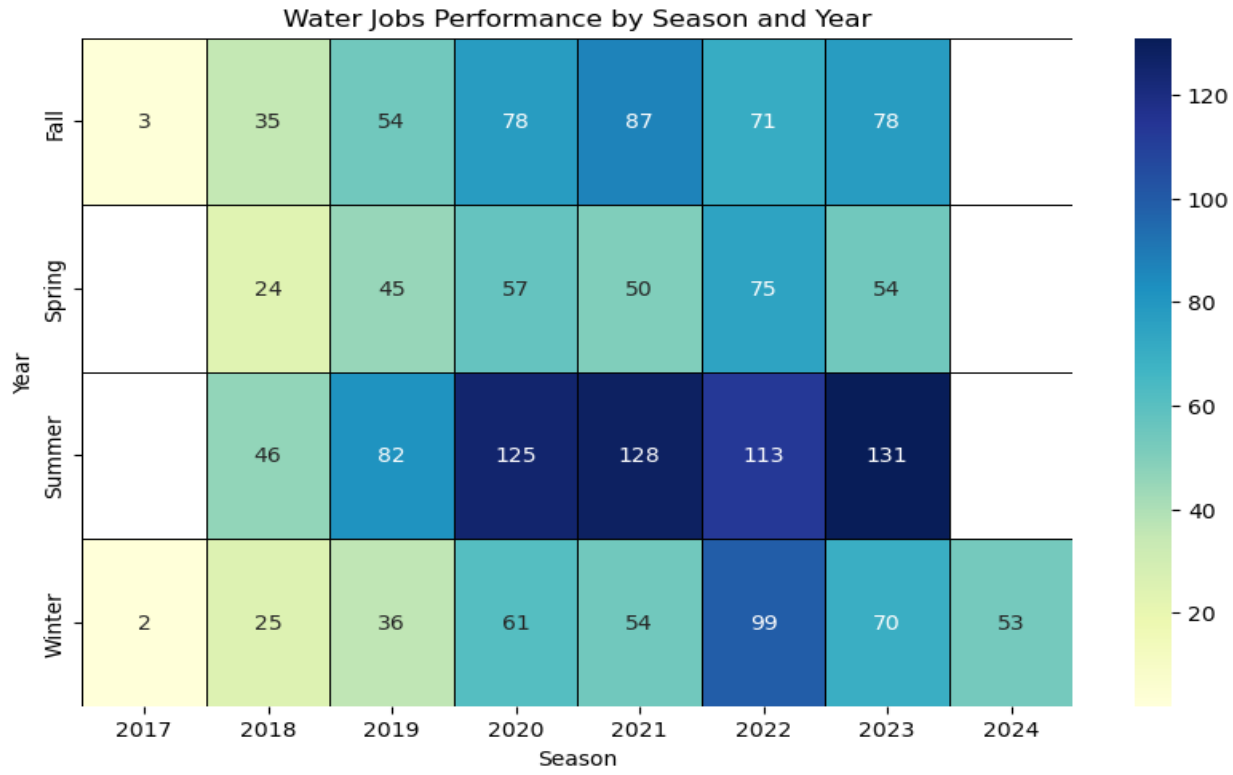
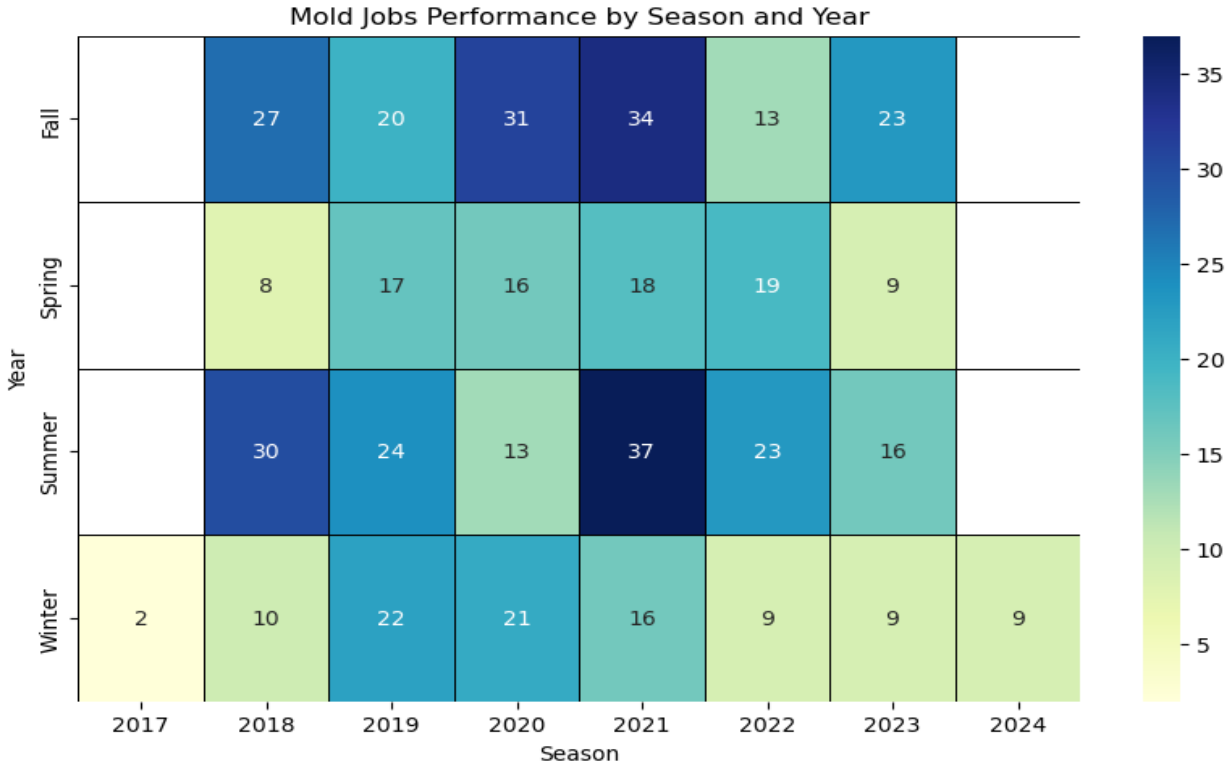


Figure 5

Note: The performance across seasons highlights Summer as the busiest period for water-related jobs, followed by Winter and Spring, while Fall tends to have the lowest job activity.

Mold Job Performance by season over



the years

Figure 6

Note: Mold-related job activity across seasons demonstrates varying levels of activity, with Summer and Fall typically exhibiting higher job counts compared to Spring and Winter.

Fire Job Performance by season over the years

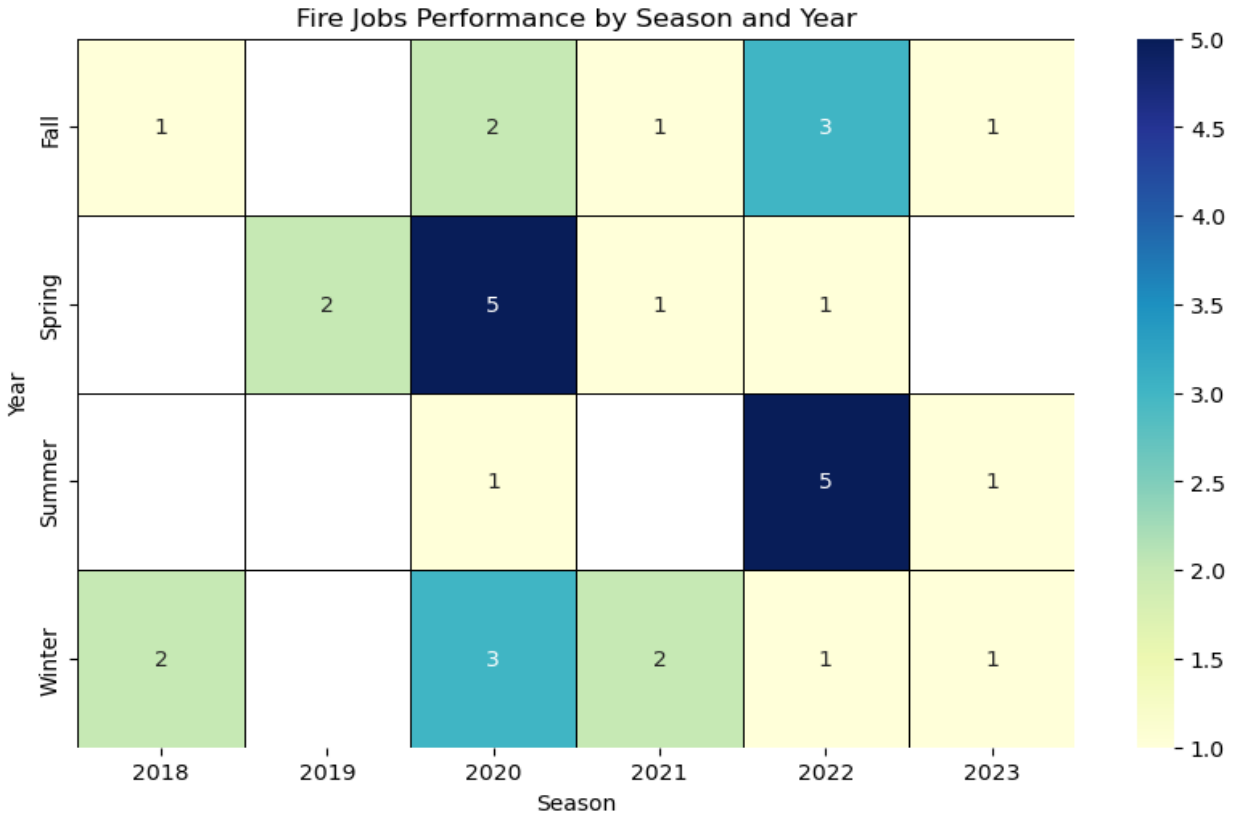


Figure 7

Note: Fire-related job activity across seasons demonstrates varying levels of activity, with Fall and Winter typically exhibiting higher job counts compared to Spring and Summer. However, there are fluctuations and missing data points, indicating potential variations in job activity from year to year.

Sale Amount of Each kind of Job and Each Season

Water Jobs Seasonal Sale Amount by Season Over the Years

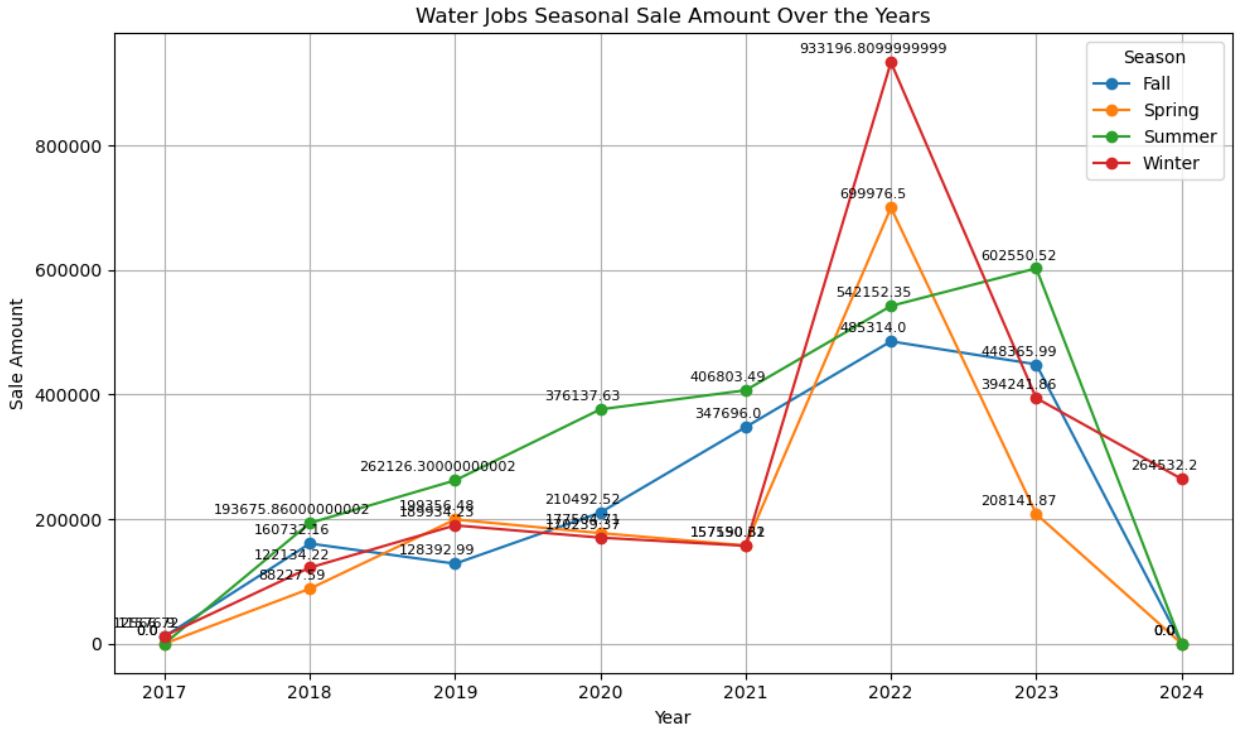


Figure 8

Note: Sale amount Change after 2022 is noticeable for all seasons for water job. Once we have the full season data of 2024, we will be able to see the actual trend.

Mold Jobs Seasonal Sale Amount by Season Over the Years

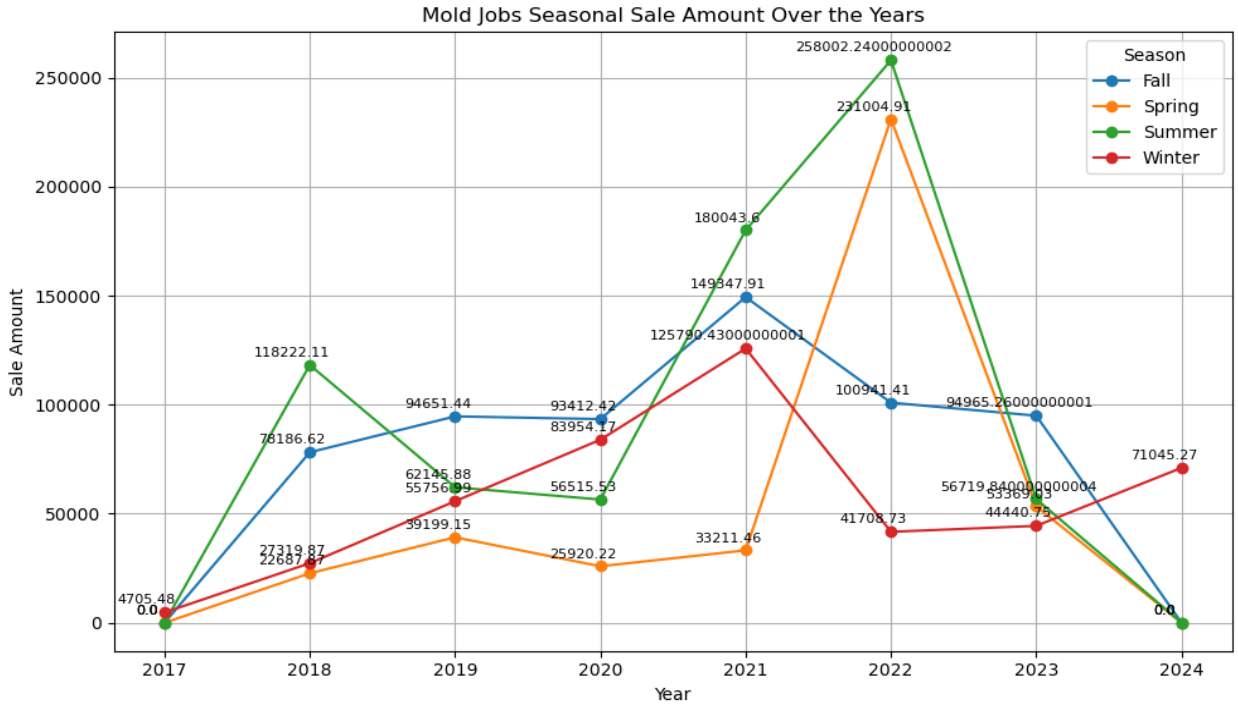


Figure 9

Note: As like water job Mold jobs sale amounts are showing similar kind of trends.

Fire Jobs Seasonal Sale Amount by Season Over the Years

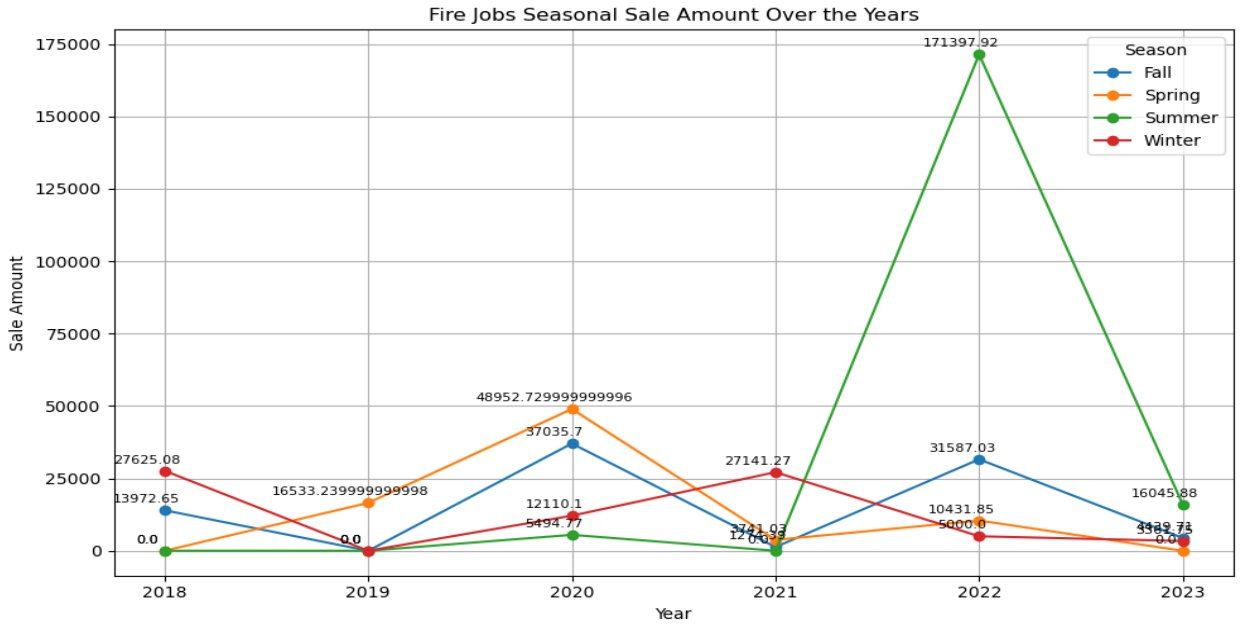


Figure 10

Note: Since we did less amount of fire job, the sale amount from fire job is going down gradually.

Job Forecasting Report for Winter 2024 and Summer 2024

Job Forecasting refers to the minimal number of jobs we are targeting for the season.

```
Forecasted Number of Jobs:
             Water Jobs  Mold Jobs  Fire Jobs
Season
Winter 2024   58.375512   8.999706   1.307396
Summer 2024  129.323380  22.036404   2.364544
```

Figure 11

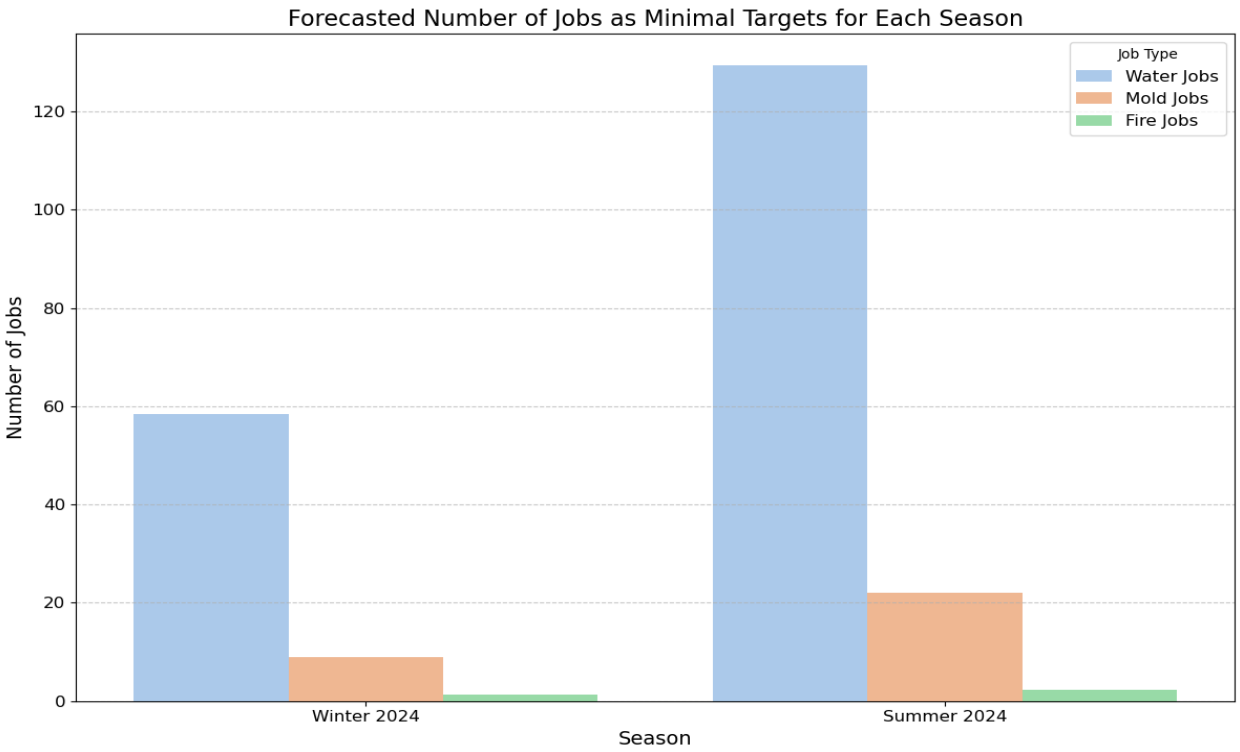


Figure 12

Note: The minimal number of water jobs we are targeting for Winter 2024 is 58. The minimal number of water jobs we are targeting for Summer 2024 is 130. For mold job the number is 9 for winter 2024, 22 for Summer 2024.

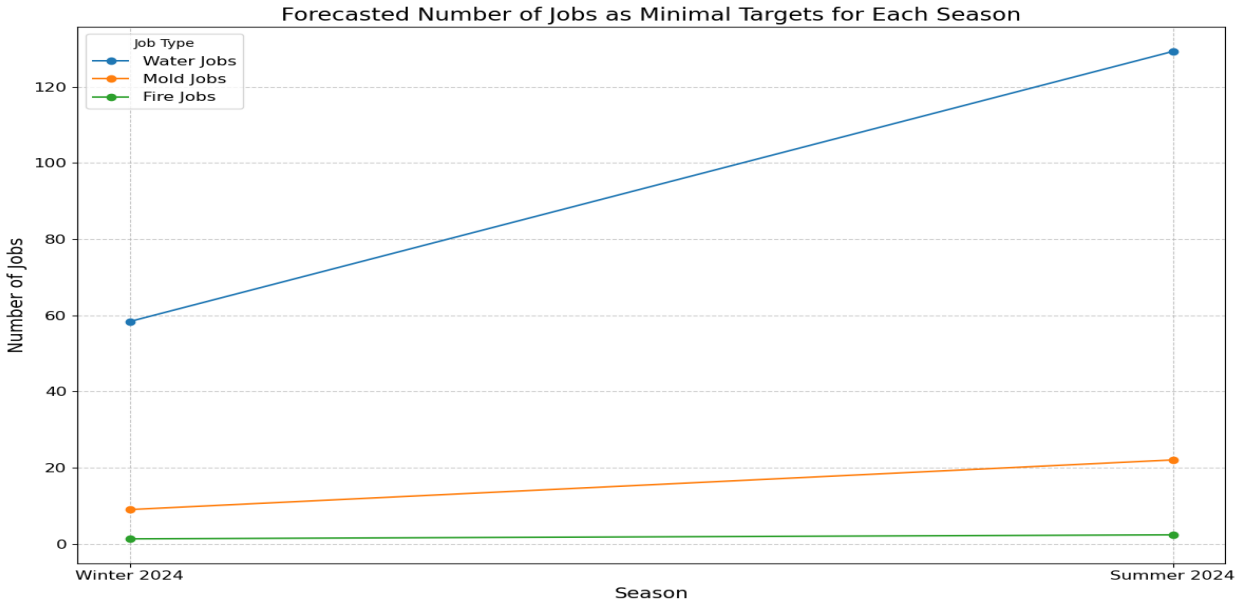


Figure 13

Note: We are targeting to reach in 60 from 58 during the time Winter to summer for water job. Similarly targeting to reach in 22 from 9 during the same period for mold job.

Sale Amount Forecasting Report for Winter 2024 and Summer 2024

Sale Amount Forecasting entails setting a target for the minimum average sales amount to be achieved in each season. This process involves predicting the expected sales performance for upcoming seasons.

```
Forecasted Sale Amounts:
                Water Jobs     Mold Jobs      Fire Jobs
Season
Winter 2024   4676.943402   3336.021395   26317.852363
Summer 2024   3744.807112   4979.301625   13122.041621
```

Figure 14

Figure 15

Note: Forecasting sale amounts involves setting targets for average sales figures, considering variations across small, medium, and large jobs. These targets are derived from historical data, enabling businesses to anticipate and plan for revenue generation in each season.