

Coverage 0.94× — open pipeline is below target, and this week’s \$384k weighted lift is re-rating, not new amount.

OPEN PIPELINE
\$2,730,000
16 open opportunities · no closed rows

WEIGHTED FORECAST
\$1,330,000
Pipeline 25% · Best Case 60% · Commit 100%

TARGET
\$2,900,000
sum of 4 owner targets

COVERAGE
0.94×
\$2,730,000 ÷ \$2,900,000

Weighted forecast vs target: \$1,330,000 – \$2,900,000 = –\$1,570,000 · weighted covers 45.9% of target

2 MOVEMENT SINCE 2026-07-18

CHANGED IN AMOUNT		1 of 16 opportunities
Lantern Beauty	\$150,000 → \$175,000	wtd +\$6,250
CHANGED IN FORECAST CATEGORY ONLY		amounts unchanged
Dovetail Travel	BestCase → Commit	wtd +\$168,000
Aster Health	Pipeline → BestCase	wtd +\$119,000
Junction Apparel	Pipeline → BestCase	wtd +\$91,000

Weighted \$945,750 → \$1,330,000 = +\$384,250 (+40.6%)
of which +\$378,000 (98.4%) from category, +\$6,250 from amount.
Close date: Harborlight Mobility 2026-09-30 → 2026-10-31 (+31 days).
Stage: the same 3 opportunities moved Proposal → Negotiation.

3a CONCENTRATION & AGING

46.9% of weighted forecast, top 2 opps		
Dovetail Travel	wtd \$420,000	31.6%
Aster Health	wtd \$204,000	15.3%
\$624,000 ÷ \$1,330,000		
Both were re-rated upward this cycle (see 2).		
AGING — flagged at 60 days or more		
Opportunity age	16 of 16 · 96–196 days	
Stage age	8 of 16 · \$1.53M open	
Weighted in 60d+ stages	\$890,000 = 67% of forecast	

3b STALE OPPORTUNITIES

No activity for more than 30 days		
4 of 16 · \$415k open · \$125k wtd (9.4%)		
DAYS	OPPORTUNITY	AMOUNT · OWNER
76	Newbridge Education	\$95k · Brooks
61	Lantern Beauty	\$175k · Nguyen
51	Elmstead Home	\$60k · Lee
48	Brookline Media	\$85k · Brooks
Boundary: Kingswell Hospitality sits at exactly 30 days and is not stale under rule 5.		

4 MANAGEMENT ACTIONS

- 1

Evidence-test the Commit call on Dovetail Travel
\$420,000 at full weight = 31.6% of the weighted forecast; Best Case → Commit, no amount change.
Owner: Casey Nguyen (OWN-A04)
- 2

Re-date or close the 4 stale opportunities
\$415,000 open. Includes Elmstead Home, whose close date 2026-07-15 has already passed.
Owner: Brooks (2) · Lee (1) · Nguyen (1)
- 3

Review coverage on the largest target
\$485,000 open vs \$850,000 target = 0.57× — the thinnest book; weighted \$121,250.
Owner: Morgan Patel (OWN-A03)

5 DATA PROBLEMS TO FIX

- 1

Past close date, still open. Elmstead Home closes 2026-07-15 — 36 days before this snapshot — yet sits at Proposal in Best Case.
- 1

StageEnteredDate moved backwards. Dovetail Travel 06-12 → 06-05 and Junction Apparel 06-24 → 06-11 while advancing a stage. Their stage-age flags are unreliable.
- 1

Target period is not stated. targets.csv carries no period field, but close dates span 2026-Q3 to 2027-Q1, so coverage compares a three-quarter pipeline to an unlabelled target.