

ShelfSpace

SAMPLE EVALUATION REPORT

Massachusetts Retailer

MA

Report Date: 04/20/2026

Analysis Period: 01/20/2026 – 04/20/2026

EXECUTIVE SUMMARY — CREDIT RECOVERY SERVICES

Based on 90 days of your data, we estimate at minimum

\$81,021 /yr

in recoverable vendor credits (\$6,752/mo)

As vendor relationships mature, this grows toward \$131,659 – \$172,169/yr

90-DAY SALES \$620,822 \$2,517,778/yr run rate	TARGET MARGIN 57%	ACTUAL MARGIN 55.7%	MARGIN SHORTFALL -1.3%
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YEAR 1 ESTIMATE 40% vendor approval \$81,021 \$6,752 /mo	MATURE PROGRAM 65% vendor approval \$131,659 \$10,972 /mo	BEST CASE 85% vendor approval \$172,169 \$14,347 /mo
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Bottom-Line Impact Credits go straight to profit. Same revenue, same overhead — higher EBITDA.	EBITDA IMPROVEMENT +15.0% from 15% to 17.3%
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*Based on 90-day Metrc analysis (01/20/2026 – 04/20/2026), annualized at 90/365. Actual recovery depends on vendor negotiations. Credit recovery is performance-based — no recovery, no fee.

[Learn More](#)

CO-MARKETING CREDIT OPPORTUNITIES

You run discounts all the time. Usually, your vendors are happy to share those costs with you. Co-marketing credits make sure that actually happens. We found 10 vendors with recovery opportunities.

ANNUALIZED CO-MARKETING OPPORTUNITY

\$201,555

VENDORS BELOW TARGET
10

BELOW TARGET %
84.3%

AVG MARGIN
47.7%

VENDOR	SALES	BELOW TARGET	MARGIN	ANNUAL OPP.
Vendor A	\$27,022	\$25,568	36.9%	\$26,125
Vendor B	\$38,242	\$36,630	44.0%	\$24,355
Vendor C	\$46,150	\$37,788	50.4%	\$16,358
Vendor D	\$19,681	\$15,199	49.6%	\$9,578
Vendor E	\$20,767	\$11,385	55.6%	\$9,450
Vendor F	\$33,028	\$29,464	51.7%	\$8,913
Vendor G	\$13,995	\$11,765	45.5%	\$8,751
Vendor H	\$16,979	\$13,304	49.3%	\$8,687
Vendor I	\$22,020	\$18,912	49.9%	\$8,207
Vendor J	\$10,837	\$9,581	43.8%	\$7,002
Annualized Total (10 vendors)				\$201,555

Vendors are not obligated to approve credits, but typically do to maintain the retail relationship.

WASTE & DESTRUCTION CREDIT OPPORTUNITIES

What happens when products are returned by customers, get rejected for quality issues, or expire on the shelf? Waste credits recover that cost from the vendor who supplied them. This number typically grows significantly after an ops review with your team.

ANNUALIZED WASTE CREDIT OPPORTUNITY

\$997

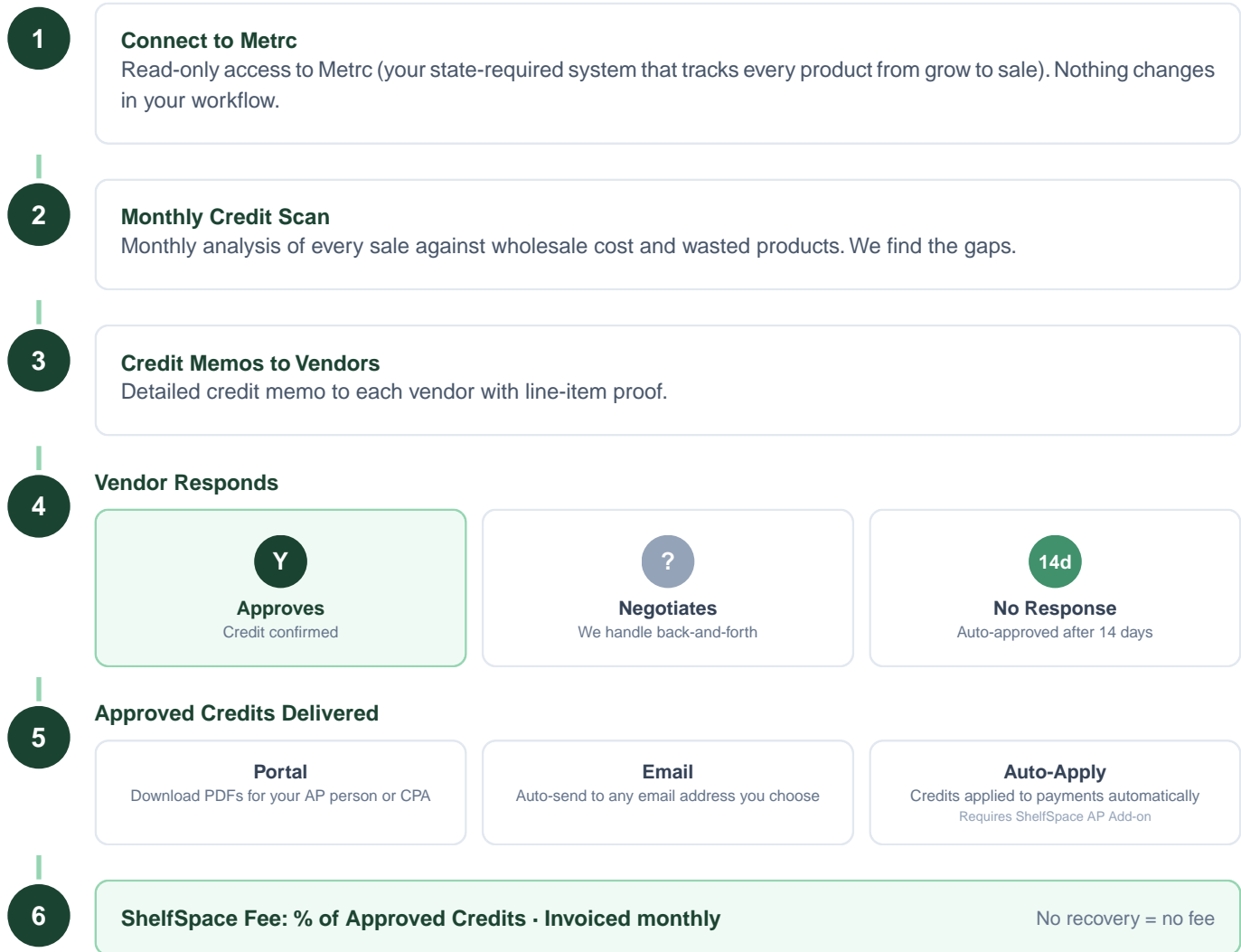
WASTE EVENTS
19

COST OF WASTE
\$246

VENDOR	WASTE EVENTS	COST OF WASTE	ESTIMATED CREDIT
Vendor B	3	\$237	\$237
Vendor C	2	\$154	\$154
Vendor K	3	\$125	\$125
Vendor L	3	\$120	\$120
Vendor M	1	\$101	\$101
Vendor N	1	\$65	\$65
Vendor F	1	\$61	\$61
Vendor O	2	\$53	\$53
Vendor P	1	\$51	\$51
Vendor Q	1	\$20	\$20
Vendor R	1	\$10	\$10
Annualized Total			\$997

HOW CREDIT RECOVERY WORKS

You pay a percentage of what we recover. Nothing if we don't.



[Learn More](#)

OPTIONAL ADD-ON: ACCOUNTS PAYABLE MANAGEMENT

Accounts Payable — handled.

We pay your vendors, answer their emails, and give them their own portal — so your team can focus on selling.

Metrc Integration

Every invoice is matched to actual product receipts from Metrc — you never overpay. This alone saves thousands per year, and often pays for the AP help on its own.

Digital Check Payments

Pay vendors via digital check. Credits auto-applied. You approve with one click.

We Handle All AP Emails

Vendor payment questions, status inquiries, disputes — we respond on your behalf. Your inbox stays clean.

FREE VENDOR PORTAL — EVERY VENDOR GETS ACCESS

1

Payment History

2

Sales Data

3

Inventory On Hand

4

Analytics

The result

Your team stops chasing vendors. Payments go out on time with credits applied. Every vendor sees exactly where they stand — no more phone calls or email chains. You get a payments dashboard with full audit trail.

AP management is an optional add-on to credit recovery. Let your account rep know if you're interested and we'll develop a custom quote. We built this to ensure you gain significantly more than you spend — and our customers have proven that to be the case.

[Learn More](#)

OPTIONAL ADD-ON: CONSIGNMENT MANAGEMENT

Double your products without spending a dollar and free up your cash.

Consignment (scan-based trading) lets you stock vendor-owned inventory. You only pay for what sells. More product on the shelf, zero upfront cost.

<p>TODAY</p> <h3>651 Products</h3> <p>All retailer-purchased</p> <p>\$149,796 tied up in inventory</p>	<p>WITH CONSIGNMENT</p> <h3>1,302+ Products</h3> <p>Retailer + vendor-owned inventory</p> <p>Cash freed up for growth</p>
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WE RUN IT END TO END

- 1 Vendor onboarding — we bring vendors onto the consignment program
- 2 Weekly settlements — automated payouts based on actual sales
- 3 Vendor payments — digital checks with full settlement reports
- 4 Work with your buyer — we coordinate on product selection and replenishment
- 5 Vendor portal — each vendor tracks their own inventory, sales, and payouts

More product. Less risk. Less cash tied up.

Every SKU on consignment is a SKU you didn't have to buy. Vendors take on the inventory risk — you keep the shelf space working harder.

Consignment is an optional add-on. Let your account rep know if you're interested and we'll put together a custom quote. We designed our pricing so that the value you receive far exceeds the cost — and every customer we've onboarded has seen that play out.

[Learn More](#)

ABOUT SHELFSPACE

A decade in the trenches. Every lesson the hard way. ShelfSpace is what I wish existed when I needed it most.

Hi, I'm Chris. If I haven't met you yet, I look forward to meeting you soon. I'd love to tell you a bit about why I built ShelfSpace. Thanks in advance for reading. I started my first cannabis company in Oregon in 2015 — vertically integrated, multi-state, the whole thing. I've been a cultivator, a manufacturer, and a retailer. I've made payroll by the skin of my teeth, fought through market crashes, and navigated every compliance curveball this industry throws at you. We still operate in Massachusetts today, but we exited Oregon in 2023 — a decision that changed my perspective forever.

Through all of it, I kept seeing the same problems: retailers drowning in AP busywork, vendors waiting months to get paid, and both sides leaving money on the table through missed credits and broken processes. I built ShelfSpace to fix what I saw missing — a platform that handles the financial plumbing between retailers and vendors so operators can focus on what actually matters.

Outside of ShelfSpace, my family is everything to me. Being a dad is the most important role in my life — it's why I work so hard to build something meaningful. I want to help create an industry where good operators can make a real living and build something their families can be proud of.

Let's fix this industry together. I'm in it with you.



Chris Mitchem
Founder & CEO

[LinkedIn Profile](#)

LET'S GET STARTED ON CREDIT RECOVERY

Based on 90 days of your data, we estimate at minimum

\$81,021 /yr

in recoverable vendor credits (\$6,752/mo)

As vendor relationships mature, this grows toward \$131,659 – \$172,169/yr

This is from credit recovery alone. We can also help with AP management and consignment, offering additional savings. Let us know if you'd like a free eval on those.

Let us know if you'd like to add these. You can always add them later.

Accounts Payable

We verify all invoices against Metrc receipts for accuracy, pay your vendors, and handle all vendor AP email traffic.

Consignment

Double your products without spending a dollar and free up your cash. We handle vendor onboarding, weekly settlements, and payments end to end.

GETTING STARTED IS EASY

1

Share Metrc Access

Give us read-only access to your Metrc account. Takes 1 minute.

2

We Analyze Your Data

We run a full credit recovery analysis on your sales history.

3

Get Your Custom Report

Receive a personalized evaluation like this one, with your real numbers.

SCHEDULE A WALKTHROUGH

Chris Mitchem

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[Book a Meeting](#)

Two-Factor Login

Data Isolation

Enterprise Security

Read-Only Metrc

ShelfSpace has analyzed over \$40M in dispensary sales across Massachusetts and identified credit recovery opportunities for every retailer evaluated.