

# [62] Cell font colors: Color coding is the “metadata” for the model; it’s easy to visually understand the data at a glance

A uniform style guide for cell font colors is a major productivity booster

Color	R, G, B	Meaning
Black	0, 0, 0	Represents text, formulas, or raw data
Red	255, 0, 0	“Look at me. I’m not like the others!”
Blue	0, 0, 255	Hardcoded, static values
Green	0,128, 0	A reference to another worksheet within the workbook

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	
1																
2	Scenario		1													
3																
4	Low Scenario															
5																
8							Actual				Estimate					
9							2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
11	Sales						741.6	752.7	775.3	759.8	767.4	786.6	810.2	812.6	817.5	818.3
12	COGS						(356.0)	(368.8)	(387.7)	(376.1)	(391.4)	(413.0)	(409.1)	(417.1)	(420.6)	(418.1)
13	Profit						385.6	383.9	387.7	383.7	376.0	373.6	401.0	395.5	396.9	400.2
14																
15	<u>%Sales</u>															
16	Sales						100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
17	COGS						(48.0%)	(49.0%)	(50.0%)	(49.5%)	(51.0%)	(52.5%)	(50.5%)	(51.3%)	(51.4%)	(51.1%)
18	Profit						52.0%	51.0%	50.0%	50.5%	49.0%	47.5%	49.5%	48.7%	48.6%	48.9%
19																
20	<u>%Growth</u>															
21	Sales							1.5%	3.0%	(2.0%)	1.0%	2.5%	3.0%	0.3%	0.6%	0.1%
22	COGS							3.6%	5.1%	(3.0%)	4.1%	5.5%	(0.9%)	2.0%	0.8%	(0.6%)
23	Profit							(0.5%)	1.0%	(1.0%)	(2.0%)	(0.6%)	7.3%	(1.4%)	0.4%	0.8%
24																
25	<u>Sales Scenarios</u>															
26	Low													0.3%	0.6%	0.1%
27	Base													1.0%	2.0%	0.5%
28	High													1.5%	3.0%	1.5%
30	Low													0.3%	0.6%	0.1%