

2023 DEALER FINANCIAL STATEMENT

USA

DEALER 60568-32K-4-EXCL-LIA CHRYSLER JEEP DODGE RAM

CITY STATE NY

STATEMENT FORMAT YTD

FOR PERIOD OF January TO Sep 23

DIVISION NAME

B.C. NAME 32 NorthEast

GROUP NUMBER 4

DEALER CODE 60568

BALANCE SHEET

ASSETS		ACCT	AMOUNT	LINE NO	LIABILITIES AND NET WORTH	ACCT	AMOUNT
CURRENT ASSETS:				1	CURRENT LIABILITIES		
CASH ON HAND		101/102 B14	450	2	ACCOUNTS PAYABLE	201 B4	323,551
CASH IN BANK		103 B15	6,155,376	3	CUSTOMER REFUNDS - PAYABLE	202 B5	0
CASH ON DEPOSIT		104 B16	0	4	NOTES PAYABLE/DIVIDENDS PAYABLE	203/205 B6	0
CONTRACTS IN TRANSIT		106 B17	806,221	5	VEHICLE LIEN PAYOFF	206 B7	36,174
TOTAL CASH AND EQUIVALENT (LINES 2 TO 5)		B18	6,962,047	6	VEH PROTECTION/EXTENDED WARRANTY	207 B8	42,679
RECEIVABLES:				7	SALES TAX PAYABLES	215A/215B B9	151,450
SERVICE & PARTS	P A1	9,645	110 B19	8	LICENSE / TAG FEES	215C	4,411
VEHICLE ACCOUNTS	A2	0	111 B20	9	TOTAL ACCOUNTS AND NOTES PAYABLE (LINES 2 - 8)	E1	558,265
CUSTOMER NOTES	A3	0	112 B21	10	ACCRUED EXPENSES		
OTHER RECEIVABLES	A4	0	114 B22	11	PAYROLL AND EQUIVALENT	210 E2	120,619
WARRANTY / ROAD READY	A5	2,114	116A B23	12	INTEREST	212 E3	64,106
HOLDBACK			116B B24	13	INSURANCE	213 E4	49,101
SPECIAL VEHICLE INCOME			116C C1	14	TAXES - PAYROLL	214 E5	0
FLOORPLAN ALLOWANCE			116D C2	15	TAXES - OTHER THAN PAYROLL & INCOME	215D/215E E6	0
WHOLESALE COMPENSATION - PARTS			116E C3	16	INCOME TAXES	216 E7	0
INVENTORY REBATES			116F C4	17	OTHER ACCRUED EXPENSES	217 E8	200,798
DLR CASH / CONSUMER REBATES			116H B25	18	TOTAL ACCRUED EXPENSES (LINES 11 - 17)	E9	434,624
OTHER			116G C5	19	FLOOR PLAN LIABILITY		
TOTAL FACTORY RECEIVABLES (LINES 12 THRU 19)			C6	20	NEW CARS AND TRUCKS	220 E10	15,398,336
ALLOWANCE FOR DOUBTFUL ACCOUNTS			118 C7	21	DEMONSTRATORS	226 E11	0
NET RECEIVABLES (LINES 8 THRU 11 + 20 + 21)			C8	22	USED CARS AND TRUCKS	227 E12	677,419
DUE FROM FINANCE & INSURANCE COMPANIES			119 C9	23			
TOTAL RECEIVABLES (LINES 22 & 23)			C10	24	USED CARS AND TRUCKS CPOV	228B E13	0
INVENTORIES:				25	OTHER INVENTORIES	230 E14	71,474
	UNITS	OVER 60		26	TOTAL FLOOR PLAN LIABILITY (LINES 20 - 25)	E15	16,147,229
CARS - CDJR/AR/F	A6 17	A18 0	120 C11	27	TOTAL CURRENT LIABILITIES (LINES 9 + 18 + 26)	F1	17,140,118
				28	WORKING CAPITAL		
				29	GUIDE - \$	2,880,000	
				30	ACTUAL \$	7,189,141	
				31	(ASSET LINE 54 MINUS LIAB. LINES 27 AND 43 AMT. DUE WITHIN 1 YEAR)		
TRUCKS - CDJR/AR/F	A9 226	A21 0	123 C14	32	OTHER LIABILITIES:		
RV'S	A10 0	A22 0	124 C15	33	SECURITY DEPOSITS: LEASE VEHICLES	240 E16	0
OTHER NEW CARS & TRUCKS	A11 0	A23 0	125 C16	34	RESERVE FOR REPOSSESSION LOSSES	250 E17	29,250
TOTAL NEW VEH	A12 243	A24 0	C17	35			
DEMO CARS	A13 0	TRKS	A14 0	36	LEASE/RENTAL VEHICLES	256 E18	0
CPOV	0	CPOV	A25 0	37	COMPANY CARS & SERVICE VEHICLES	258 E19	0
U CARS	A15 7	OVER 30 DAYS	B1 0	38	TOTAL OTHER LIABILITIES (LINES 32 - 36)	E20	29,250
S TRUCKS	A16 62	OVER 30 DAYS	B2 0	39	LONG TERM DEBT:		
E CPOV Car	AA26 0	OVER 30 DAYS	BB26 0	40	NOTES PAYABLE CAPITAL LOAN	FB	0
D CPOV Truck	AA27 0	OVER 30 DAYS	BB27 0	41	SUBORDINATED NOTES	F9	0
TOTAL USED	AA30 69	OVER 30 DAYS	BB30 0	42	MORTGAGES PAYABLE	F10	0
PARTS & ACC. - CDJR/AR/F	NO SALES 12 MOS	B4 0	130 C23	43	OTHER NOTES AND CONTRACTS	F11	5,740,000
PARTS & ACCESS - OTHER MFG			131 C24	44	TOTAL LONG TERM DEBT (Lines 39 to 43)	F12	5,740,000
INVENTORY ADJUSTMENT P&A			132 C25	45	TOTAL LIABILITIES (LINES 27 + 37 + 43)	F18	22,909,368
TIRES AND TUBES			133 D1	46	LIFO RESERVE - INVENTORY ADJUSTMENT	268 F19	0
OTHER AUTOMOTIVE INVENTORIES			134 D2	47	NET WORTH:		
LABOR IN PROCESS - MECHANICAL			135A D3	48	CAPITAL STOCK	270/271 F20	0
LABOR IN PROCESS - BODY & PAINT			135B F25	49	ADDITIONAL PAID IN CAPITAL	272 F21	0
GAS, OIL, & LUBRICANTS / BODY SHOP MATERIALS	36A/136	D4	17,758	50	RETAINED EARNINGS	275 F22	2,772,157
SUBLET WORK	136C	D26	11,326	51	DIVIDENDS	277 F23	(7,600,200)
TOTAL P&A MISC. INVENTORY (LINES 40 THRU 48)		D5	770,183	52	INVESTMENTS (PROPRIETOR, PARTNER OR MEMBER)	280 F24	7,964,704
NON-AUTOMOTIVE INVENTORIES			137 D6	53	WITHDRAWALS	285 C1	0
TOTAL INVENTORIES (Lines 33 + 34 + 39 + 49 + 50)		D7	16,539,030	54	ADJUSTMENTS	290 C2	0
MARKETABLE SECURITIES			140 D8	55	NEW UNITS		
PREPAID EXPENSE			145 D9	56	LEASING		
TOTAL CURRENT ASSETS (LINES 6 + 24 + 51 + 52 + 53)		D10	24,329,259	57	RENTAL		
OTHER ASSETS:				58			
OFFICERS & EMPLOYEE ACCOUNTS			151 D11	59			
DUE FROM FINANCE & INSURANCE COMPANIES DEFERRED			152 D12	60			
DEPOSITS ON CONTRACTS			153 D13	61			
CASH VALUE OF LIFE INSURANCE			154 D14	62			
				63			
LEASE/RENTAL VEHICLES UNITS	B6 11		156 D16	64			
OTHER ASSETS & INVESTMENTS			157 D17	65			
TOTAL OTHER ASSETS (LINES 56 THRU 62)			D18	66			
LAND, BLDGS. & EQUIPMENT (AUTO BUSINESS ONLY)				67			
LAND			B7 0	68			
BLDGS & EQUIP			122,009	69			
SERVICE EQUIPMENT			586,876	70			
PARTS & ACCESS. EQUIP			20,477	71			
CO. CAR/SERV. VEHICLES			124,570	72			
FURN., SIGNS & EQUIP			259,789	73			
LEASEHOLDS			56,446	74			
NET VALUE OF LAND, BLDGS, EQUIP (LINES 65 - 71)			E2	75			
TOTAL ASSETS (LINES 54 + 63 + 72)			E3	76			
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LINE NO	NAME OF ACCOUNT	ACCT. NO.	NEW VEHICLE				USED VEHICLE			
			MTD	% G.P. DEPT	YTD	% G.P. DEPT	MTD	% G.P. DEPT	YTD	% G.P. DEPT
1	DEPARTMENT GROSS PROFIT (FROM PAGE 3)		249,584		2,063,285			1,632,287		
2	SALESPERSONS COMMISSIONS	301/321	32,161	12.89	241,973	11.73	20,100	148,805	9.12	
3	SALES MANAGERS' COMMISSIONS	302/322	30,219	12.11	243,029	11.78	14,084	119,701	7.33	
4	F & I MANAGERS' COMMISSIONS	318/338	24,329	9.75	206,721	10.02	11,083	101,818	6.24	
5	VEHICLE INVENTORY MAINTENANCE	303/323	(705)	(0.28)	6,199	0.30	57	688	0.04	
6	POLICY EXPENSE	304/324	345	0.14	9,439	0.46	1,196	21,114	1.29	
7	TOTAL VARIABLE SALES EXPENSE (LINES 2-6)	TOTAL	86,349	34.60	707,361	34.28	49,120	392,126	24.02	
8	SALESPERSONS' SALARIES	306/326	10,903	4.37	72,030	3.49	5,170	35,492	2.17	
9	SALES MANAGERS' SALARIES	307/327	8,302	3.33	91,107	4.42	4,088	44,873	2.75	
10	F & I MANAGERS' SALARIES	317/337	67	0.03	3,283	0.16	33	1,617	0.10	
11	OTHER SALARIES	308/328	2,368	0.95	14,760	0.72	1,166	7,270	0.45	
12	ADVERTISING - PRINT, TV, OTHER	309/329	20,422	8.18	207,025	10.03	10,198	97,849	5.99	
13	ADVERTISING - INTERNET ONLY	318/338	15,710	6.29	130,310	6.32	7,004	65,033	3.98	
14	ADVERTISING CREDITS	309A	0	0.00	(106,860)	(5.18)	0	0	0.00	
15	SALES PERSONNEL TRAINING	310/330	2,762	1.11	31,234	1.51	0	0	0.00	
16	DEMONSTRATION EXPENSE	312/332	0	0.00	0	0.00	0	0	0.00	
17	FLOORPLAN INTEREST	315/335	84,017	33.66	537,488	26.05	3,396	23,422	1.43	
18	FLOORPLAN INTEREST CREDITS	315A	(62,037)	(24.86)	(442,740)	(21.46)	0	0	0.00	
19	TOTAL SEMI-FIXED SALES EXPENSE (LINES 8-18)	TOTAL	82,514	33.06	537,637	26.06	32,155	275,556	16.88	
20	DEPARTMENT NET (LINE 1 MINUS 7 & 19)		80,721	32.34	818,287	39.66	122,774	964,605	59.10	
21	MEMO: F & I DEPT. NET (P4/L39/60 MINUS LINES 4 & 10)		111,737	44.77	801,788	38.86	83,112	812,619	49.78	
22	ACCOUNT NAME		BODY AND PAINT				SERVICE MECHANICAL			
23	GROSS PROFIT	PEL21/PEL3	0	0.00	0	0.00	114,367	1,161,798		
24	SALARIES VACATION & TIME OFF	3405/341B / 340A/341A	0	0.00	0	0.00	41,528	476,961	41.05	
25	TRAINING	342B/342A	0	0.00	0	0.00	5,237	15,110	1.30	
26	ADVERTISING	343B/343A	0	0.00	0	0.00	7,474	57,984	4.99	
27	SUPPLIES, TOOLS & LAUNDRY	344B/344A	0	0.00	0	0.00	1,331	54,377	4.68	
28	SERVICE VEHICLE EXPENSE	345B/345A	0	0.00	0	0.00	2,143	27,957	2.41	
29	POLICY EXPENSE	346B/346A	0	0.00	0	0.00	3,179	70,202	6.04	
30	DEPR, MAINT, REPAIR AND RENTAL	348B/348B / 348A/348A	0	0.00	0	0.00	597	12,573	1.08	
31	SALES EXPENSE (LINES 24 THRU 30)		0	0.00	0	0.00	62,089	715,164	61.56	
32	DEPT NET (LINE 23 MINUS 31)		0	0.00	0	0.00	52,278	446,634	38.44	
33	PARTS DEPT GROSS PROFIT (PAGE 5 LINE 39)						95,431	1,076,927		
34	SALARIES, WAGES & INCENTIVES - PARTS		33,789		33,789		33,789	379,722	35.26	
35	PERSONNEL TRAINING - PARTS		0		0		1,728	2,133	0.20	
36	ADVERTISING - PARTS		0		0		402	3,196	0.30	
37	SUPPLIES, TOOLS & LAUNDRY - PARTS		0		0		59	1,626	0.15	
38	FREIGHT - PARTS		0		0		215	(3,546)	(0.33)	
39	POLICY EXPENSE - PARTS		0		0		225	3,307	0.31	
40	VEHICLE EXPENSE - PARTS		0		0		2,246	20,726	1.92	
41	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - EQUIPMENT - PARTS		0		0		0	0	0.00	
42	TOTAL PARTS DEPT. SALES EXPENSE (LINES 34 THRU 41)		38,664		38,664		40,52	407,164	37.81	
43	PARTS NET (LINE 33 MINUS LINE 42)		56,767		56,767		59,48	669,763	62.19	
44	FIXED EXPENSES						% TOT G.P.		% TOT G.P.	
45	SALARIES & WAGES - ADMINISTRATIVE & GENERAL		3,017	4.98				275,290	4.64	
46	EMPLOYEE BENEFITS		11,068	1.67				84,642	1.43	
47	PAYROLL TAXES		24,533	3.70				234,199	3.95	
48	ADVERTISING GENERAL & INSTITUTIONAL		6,000	1.60				24,740	0.42	
49	STATIONERY, OFFICE SUPPLIES & POSTAGE		8,093	1.22				61,953	1.04	
50	LEGAL AUDITING, COLLECTION & OTHER OUTSIDE SERVICES		25,924	4.51				264,869	4.46	
51	COMPANY CAR EXPENSE		450	0.07				8,022	0.14	
52	DUES, SUBSCRIPTIONS & CONTRIBUTIONS		367	0.36				18,182	0.31	
53	DATA PROCESSING SERVICES / E-TOOLS		15,437	2.93				137,520	2.32	
54	TRAVEL & ENTERTAINMENT		1,138	0.17				11,817	0.20	
55	BAD DEBTS		0	0.00				0	0.00	
56	MISCELLANEOUS		0	0.00				0	0.00	
57	RENT & EQUIVALENT		7,690	10.66				678,402	11.43	
58	MAINTENANCE & REPAIRS - REAL ESTATE		5,284	0.80				8,169	0.14	
59	INTEREST (OTHER THAN FLOORPLAN & MORTGAGE)		0	0.00				0	0.00	
60	INSURANCE, TAXES & LICENSES (OTHER THAN PAYROLL / REAL ESTATE)		4,473	0.52				31,264	0.53	
61	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - FURNITURE, SIGNS & EQUIPMENT		2,572	0.39				31,482	0.53	
62	HEAT, LIGHT, POWER & WATER		3,906	0.59				40,824	0.69	
63	TELEPHONE		3,326	0.20				5,800	0.10	
64	TOTAL FIXED EXPENSES (LINES 45 THRU 63)		221,880	34.35				1,917,175	32.31	
65	SALARIES - OWNERS & OFFICERS		3,566	5.51				269,964	4.55	
66	TOTAL EXPENSES (LINES 7 (NEW & USED), 19 (NEW & USED), 31 (BODY & MECH.), 42, 64 & 65)		613,337	92.75				5,222,147	88.00	
67	OPERATING PROFIT (LINES 20 (NEW & USED), 32 (BODY & MECH.), 43 MINUS LINES 64 & 65)		44,094					712,150		
68	OTHER INCOME & (DEDUCTIONS) - NET (LINE 80 - TOTAL OTHER INCOME LESS TOTAL OTHER DEDUCTIONS)		11,210					311,379		
69	NET EARNINGS OR (LOSS) - BEFORE INCOME TAX (LINE 67 plus or minus LINE 68)		64,304					1,023,529		
70	OTHER INCOME CONTINUED									
71	ACCOUNT	ACCT	MTD		YTD	ACCOUNT	ACCT	MTD	YTD	
72	CASH DISCOUNTS EARNED	601	471		3,306	EV CHARGING INCOME	811	0	0	
73	INTEREST EARNED	603	0		0	TOTAL OTHER INCOME				
74	GAIN ON DISPOSAL OF CAPITAL ASSET	608	0		0	OTHER DEDUCTIONS				
75	CFAFE - CUSTOMER FIRST INCOME	620	0		73,538	CASH DISCOUNTS ALLOWED	701	0	0	
76	DOC FEE (ADMIN FEE) INCOME - NEW	466	0		0	BONUSES	704	0	0	
77	DOC FEE (ADMIN FEE) INCOME - USED	488	0		0	LOSS ON DISPOSAL OF CAPITAL ASSET	708	0	0	
78	MISCELLANEOUS INCOME	809	25,790		282,480	MISCELLANEOUS DEDUCTIONS	709	0	0	
79	LIFO ADJUSTMENT INCOME	610	0		0	LIFO ADJUSTMENT	710	0	0	
80	VEHICLE LEASE & RENTAL/CTP INCOME	615	2,241		23,833	VEHICLE LEASE&RENTAL EXPENSE	715	12,292	71,778	
81	FACILITY AND CORPORATE IDENTITY PROGRAMS	810	0		0	TOTAL OTHER DEDUCTIONS		12,292	71,778	

2023 DEPARTMENTAL GROSS PROFIT ANALYSIS

LINE NO	MTD DOLLARS				MEMO - VOL INCENTIVES	PER UNIT	ACCOUNT NAME	ACCT NO	YTD DOLLARS				MEMO - VOL INCENTIVES	PER UNIT	
	SALES	GROSS PROFIT	UNITS						SALES	GROSS PROFIT	UNITS				
1	N80	0	P80	0	S80	0	ALFA ROMEO GIULIA	417	N80	0	P80	0	S80	0	0
2	N52	0	P52	0	S52	0	FIAT 500e	413	N52	0	P52	0	S52	0	0
3	N32	0	P32	0	S32	0	300 SERIES	420	N32	0	P32	0	S32	0	0
4	N33	39,610	P33	893	S33	1	150 893 CHARGER	409	N33	185,015	P33	6,544	S33	4	1,350 1,636
5	N42	41,827	P42	(1,120)	S42	1	150 (1,120) CHALLENGER	407	N42	245,570	P42	5,424	S42	6	1,850 904
6															
7	N61	0	P61	0	S61	0	OTHER NEW CARS - FIAT ALFA ROMEO	403	N61	0	P61	0	S61	0	0
8	O3	0	Q16	0	T12	0	OTHER NEW CARS - CDJR	425	O3	0	Q16	0	T12	0	0
9	O28	0	P71	0	S71	0	OTHER NEW CARS - MASERATI	401	O28	0	P71	0	S71	0	0
10	O4	0	Q17	0	T13	0	OTHER NEW CARS - COMPETITIVE	426	O4	0	Q17	0	T13	0	0
11	O5	81,437	Q18	(227)	T14	2	300 (114) TOTAL CARS RETAIL	05	O5	430,585	Q18	11,968	T14	10	3,200 1,197
12	N59	0	P59	0	S59	0	ALFA ROMEO - TONALE	419	N59	0	P59	0	S59	0	0
13	N74	0	P74	0	S74	0	ALFA ROMEO TONALE PHEV	421	N74	0	P74	0	S74	0	0
14	N63	0	P63	0	S63	0	ALFA ROMEO STELVIO	405	N63	0	P63	0	S63	0	0
15	N57	0	P57	0	S57	0	FIAT 500X	443	N57	0	P57	0	S57	0	0
16	O7	161,337	Q20	9,663	T16	3	450 3,221 PACIFICA	428	O7	853,558	Q20	43,071	T16	17	4,250 2,534
17	N64	0	P64	0	S64	0	PACIFICA - PHEV	412	N64	0	P64	0	S64	0	0
18	O30	0	P29	0	S29	0	VOYAGER	497	O30	0	P29	0	S29	0	0
19	N75	0	P75	0	S75	0	HORNET	415	N75	71,432	P75	3,406	S75	2	600 1,703
20	N76	0	P76	0	S76	0	HORNET PHEV	416	N76	0	P76	0	S76	0	0
21	W O14	222,878	R3	10,895	T23	3	450 3,632 DURANGO	435	O14	1,191,636	R3	51,617	T23	19	5,800 2,717
22	O6	0	Q19	0	T15	0	GRAND CARAVAN	427	O6	0	Q19	0	T15	0	0
23	V N63	66,516	P53	1,368	S53	2	300 684 RENEGADE	442	N63	236,385	P53	8,105	S53	7	2,300 1,158
24	E N29	183,561	P29	1,118	S29	5	750 224 COMPASS	433	N29	1,769,947	P29	43,443	S29	49	14,000 887
25	H O12	0	R1	0	T21	0	CHEROKEE	430	O12	399,422	R1	9,261	T21	10	3,700 926
26	I O17	699,319	R6	16,855	U2	13	1,950 1,297 GRAND CHEROKEE	438	O17	1,096,098	R6	32,898	U2	21	4,200 1,567
27	C N68	109,025	P68	4,027	S68	2	300 2,014 GRAND CHEROKEE L	422	N68	5,010,479	P68	159,146	S68	92	30,600 1,730
28	L N69	411,209	P69	4,141	S69	6	900 690 GRAND CHEROKEE 4xe	423	N69	2,370,764	P69	43,807	S69	35	10,250 1,252
29	E N66	66,119	P66	4,268	S66	1	0 4,268 WAGONEER	434	N66	614,273	P66	19,344	S66	8	1,489 2,418
30	N67	0	P67	0	S67	0	GRAND WAGONEER	447	N67	184,666	P67	6,198	S67	2	1,728 3,099
31	D														
32	E O11	134,300	Q24	1,709	T20	2	300 855 WRANGLER	432	O11	1,115,815	Q24	57,217	T20	21	7,400 2,725
33	P N28	0	P28	0	S28	0	WRANGLER (4 DOOR)	431	N28	132,275	P28	9,432	S28	2	300 4,716
34	A N77	396,645	P77	16,182	S77	6	900 2,697 WRANGLER (4 DOOR) 4xe	424	N77	2,999,813	P77	99,576	S77	46	12,800 2,165
35	R N65	52,325	P65	4,384	S65	1	150 4,384 GLADIATOR	495	N65	436,257	P65	19,325	S65	8	2,450 2,416
36	T N51	51,715	P51	4,184	S51	1	150 4,184 RAM PROMASTER	462	N51	677,293	P51	50,100	S51	14	4,800 3,579
37	M N78	0	P78	0	S78	0	RAM PROMASTER BEV	449	N78	0	P78	0	S78	0	0
38	E N54	37,140	P54	3,065	S54	1	150 3,065 RAM PROMASTER CITY	436	N54	182,300	P54	10,888	S54	5	1,250 2,178
39	N O16	557,169	R5	21,565	U1	9	1,350 2,396 RAM 1500	437	O16	4,975,300	R5	230,474	U1	81	24,550 2,845
40	T N55	241,640	P55	10,254	S55	3	450 3,418 RAM HD (2500 / 3500)	429	N55	2,524,241	P55	132,516	S55	35	11,150 3,786
41	N37	0	P37	0	S37	0	RAM CHASSIS CAB 3500	448	N37	79,240	P37	6,891	S37	1	350 6,891
42	N38	0	P38	0	S38	0	RAM CHASSIS CAB 4500	452	N38	68,091	P38	2,810	S38	1	350 2,810
43	N39	0	P39	0	S39	0	RAM CHASSIS CAB 5500	453	N39	0	P39	0	S39	0	0
44	N62	0	P62	0	S62	0	OTHER NEW TRUCKS - FIAT ALFA ROMEO	418	N62	0	P62	0	S62	0	0
45	O18	0	R7	0	U3	0	OTHER NEW TRUCKS - CDJR	439	O18	0	R7	0	U3	0	0
46	O19	0	R8	0	U4	0	RECREATIONAL VEHICLES	440	O19	0	R8	0	U4	0	0
47	O29	0	P72	0	S72	0	OTHER NEW TRUCKS - MASERATI	410	O29	0	P72	0	S72	0	0
48	O20	0	R9	0	U5	0	OTHER NEW TRUCKS - COMPETITIVE	441	O20	0	R9	0	U5	0	0
49	O21	3,390,898	R10	113,678	U6	58	8,550 1,960 TOTAL TRUCKS RETAIL	021	O21	26,989,285	R10	1,039,525	U6	476	144,317 2,184
50															
51	O26	0	R26	0	U26	0	0 TOTAL FIAT ALFA ROMEO CAR/TRUCK RETAIL	026	O26	0	R26	0	U26	0	0
52	O27	3,472,335	R27	113,451	U27	60	8,850 1,891 TOTAL CDJR CAR AND TRUCK RETAIL	027	O27	27,419,870	R27	1,051,493	U27	486	147,517 2,164
53	N40	3,472,335	P40	113,451	S40	60	8,850 1,891 TOTAL CARS & TRUCKS RETAIL	N40	N40	27,419,870	P40	1,051,493	S40	486	147,517 2,164
54	O22	0	R11	0	U7	0	0 CARS - FLEET	445	O22	0	R11	0	U7	0	0
55	O23	0	R12	0	U8	0	0 TRUCKS - FLEET	446	O23	0	R12	0	U8	0	0
56															
57	O24	0	R13	0	U9	0	0 TOTAL FLEET CARS & TRUCKS	024	O24	0	R13	0	U9	0	0
58	P1	3,472,335	R14	113,451	U10	60	1,891 TOTAL NEW CAR AND TRUCK	P1	P1	27,419,870	R14	1,051,493	U10	486	2,164
59							0 REPOSSESSED VEHICLE LOSSES	455E							
60	M29	111,018	R37	136,133	U37	115	1,184 TOTAL F & I DEPARTMENT (Pg4 L39)	M29	M29	845,434	R37	1,011,792	U37	800	1,265
61							2,269 TOTAL F&I PNUR (F&I GROSS/RETAIL UNITS)	MEMO							2,082
62							MEMO UNITS DEALER TRANSFERS	460							MEMO UNITS
63	P4	3,583,353	R19	249,584			TOTAL NEW VEHICLE DEPT.	P4	P4	28,265,304	R19	2,063,285			

NEW VEHICLE INVENTORY ANALYSIS

PASSENGER CAR				TRUCK				OTHER							
VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS	VEHICLE LINES	UNITS				
		ALFA ROMEO TONALE	EE44	0	RENEGADE	FF45	4	GLADIATOR	FF52	2	OTHER NEW CARS-CDJR	EE24	0		
70	ALFA ROMEO GIULIA	EE45	0	ALFA ROMEO STELVIO	FF46	0	COMPASS	FF53	18	RAM 1500	FF17	34	OTHER NEW TRK - CDJR	FF01	0
71				ALFA ROMEO TONALE PHEV	FF67	0	CHEROKEE	FF12	2	RAM HD (2500 / 3500)	FF47	31	OTHER NEW CARS - AR/F	EE26	0
72				FIAT 500X	EE42	0	GRAND CHEROKEE	FF18	15	RAM CHASSIS CAB 3500	FF38	0	OTHER NEW TRK - AR/F	EE27	0
73	FIAT 500e	EE40	0	PACIFICA	FF07	1	GRAND CHEROKEE L	FF55	11	RAM CHASSIS CAB 4500	FF39	0			
74				PACIFICA - PHEV	FF49	17	GRAND CHEROKEE 4xe	FF56	31	RAM CHASSIS CAB 5500	FF40	1	RECREATIONAL VEH.	FF19	0
75	300 SERIES	EE32	4	VOYAGER	FF24	0	WAGONEER	FF53	4	RAM - PROMASTER	FF44	1	OTHER NEW CAR-COMP.	FF20	0
76	CHARGER	FF30	10	HORNET	FF58	3	GRAND WAGONEER	FF54	5	RAM - PROMASTER BEV	FF61	0	OTHER NEW TRK-COMP.	FF21	0
77	CHALLENGER	EE33	3	HORNET PHEV	FF59	6	WRANGLER	FF11	1	RAM-PROMASTER CITY	FF46	0	OTHER NEW CARS-MASERATI	FF50	0
78				DURANGO	FF15	1	WRANGLER(4-DR)	FF34	3				OTHER NEW TRUCKS-MASERATI	FF51	0
79				GRAND CARAVAN	FF06	0	WRANGLER(4-DR) 4xe	FF60							

2023 STATEMENT OF INCOME AND EXPENSE

DEPARTMENTAL PROFIT / LOSS WITH FIXED EXPENSE ALLOCATION						
DEPARTMENTAL SUBTOTALS	NEW VEHICLE DEPT.			USED VEHICLE DEPT.		
	MONTH	YTD		MONTH	YTD	
TOTAL DEPARTMENT SALES (PAGE 3 LINE 63 & PAGE 4 LINE 17)	P04	3,583,353	28,265,304	P13	1,882,580	16,127,618
TOTAL DEPARTMENT GROSS PROFIT (PAGE 3 LINE 63 & PAGE 4 LINE 17)	R19	249,584	2,063,285	S09	204,049	1,631,287
TOTAL VARIABLE SALES EXPENSE (PAGE 2 LINE 7)	K04	86,349	707,361	K20	49,120	391,126
TOTAL SEMI-FIXED SALES EXPENSE (PAGE 2 LINE 19)	K13	82,514	537,637	L04	32,155	271,556
NET DEPARTMENT PROFIT (PAGE 2 LINE 20)	K14	80,721	818,287	L05	122,774	961,605
FIXED EXPENSE ACCOUNT NAME	ACCT NO.	MONTH	YTD	MONTH	YTD	
SALARIES & WAGES - ADMINISTRATIVE & GENERAL	362 E801	11,557	96,352	E802	4,953	41,294
EMPLOYEE BENEFITS	363 E911	3,827	29,234	E812	1,640	11,529
PAYROLL TAXES	365 E821	8,587	81,970	E822	3,680	31,130
ADVERTISING GENERAL & INSTITUTIONAL	367 E831	3,710	8,659	E832	1,590	10,711
STATIONARY, OFFICE SUPPLIES & POSTAGE	368 E641	2,829	23,243	E642	1,212	11,714
LEGAL AUDITING, COLLECTION & OTHER OUTSIDE SERVICE	370-371 E651	8,641	69,071	E652	4,816	37,935
COMPANY CAR EXPENSE	372 E881	311	7,607	E662	32	77
DUES, SUBSCRIPTIONS & CONTRIBUTIONS	373 E671	829	6,364	E672	355	1,727
DATA PROCESSING SERVICES / E-TOOLS	374 E881	5,766	36,696	E682	2,545	11,355
TRAVEL & ENTERTAINMENT	377 E891	310	3,987	E682	133	1,709
BAD DEBTS	378 E701	0	0	E702	0	0
MISCELLANEOUS	380 E711	0	0	E712	0	0
RENT & EQUIVALENT	381-386 E721	24,742	237,441	E722	10,603	101,760
MAINTENANCE & REPAIRS - REAL ESTATE	387 E731	1,787	2,435	E732	766	1,044
INTEREST (OTHER THAN FLOOR PLAN & MORTGAGE)	388 E741	0	0	E742	0	0
INS. TAXES & LIC. (OTHER THAN PAYROLL & REAL ESTATE)	389-390 E751	1,216	10,943	E752	521	4,690
DEP., MAINT. & RENTAL - FURNITURE, SIGN & EQUIP.	391-393 E761	900	10,484	E762	386	1,493
HEAT, LIGHT, POWER & WATER	395 E771	1,367	14,288	E772	586	5,124
TELEPHONE	396 E781	465	2,030	E782	199	870
TOTAL DEPARTMENT FIXED EXPENSE (TOTAL L. 11 - 29)	E791	76,844	640,804	E792	34,017	262,162
DEPARTMENT PROFIT / LOSS (L. 9 MINUS 30)	E821	3,877	177,483	E822	88,757	662,443

DEPARTMENTAL SUBTOTAL	MECHANICAL		PARTS		BODY & PAINT			
	MONTH	YTD	MONTH	YTD	MONTH	YTD		
TOTAL DEPARTMENT SALES (PAGE 5 LINES 13, 39 & 21)	W04	215,033	2,253,931	W23	354,998	4,231,107		
TOTAL DEPARTMENT GROSS PROFIT (PAGE 5 LINES 13, 39 & 21)	X11	114,367	1,161,798	Y10	95,431	1,075,927		
TOTAL SALES EXPENSE (PAGE 2 LINES 31 & 42)	L14	62,089	715,164	L24	38,664	417,164		
NET DEPARTMENT PROFIT (PAGE 2 LINES 32 & 43)	L15	52,278	446,634	M01	56,767	619,763		
FIXED EXPENSE ACCOUNT NAME	ACCT NO.	MONTH	YTD	MONTH	YTD	MONTH	YTD	
SALARIES & WAGES - ADM. & GENERAL	362 E803	11,557	96,352	E804	4,953	41,294	E905	0
EMPLOYEE BENEFITS	363 E813	2,667	27,596	E814	2,934	5,283	E815	0
PAYROLL TAXES	365 E823	8,587	81,970	E824	3,680	5,130	E825	0
ADV. GENERAL & INSTITUTIONAL	367 E833	3,710	8,659	E834	1,590	3,711	E835	0
STATIONARY, OFFICE SUPPLIES & POSTAGE	368 E643	2,839	18,891	E644	1,213	8,105	E645	0
LEGAL AUDITING, COLLECTION	370-371 E653	13,212	120,073	E654	3,255	7,790	E655	0
COMPANY CAR EXPENSE	372 E663	75	179	E664	32	159	E665	0
DUES, SUBSCRIPTIONS & CONTRIBUTIONS	373 E673	829	6,364	E674	355	2,727	E675	0
DATA PROCESSING SERVICES / E-TOOLS	374 E883	7,699	55,567	E884	3,427	8,902	E885	0
TRAVEL & ENTERTAINMENT	377 E893	310	3,987	E894	384	2,134	E895	0
BAD DEBTS	378 E703	0	0	E704	0	0	E705	0
MISCELLANEOUS	380 E713	0	0	E714	0	0	E715	0
RENT & EQUIVALENT	381-386 E723	24,742	237,441	E724	10,603	111,760	E725	0
MAINTENANCE & REPAIRS - REAL ESTATE	387 E733	1,965	3,647	E734	766	1,044	E735	0
INTEREST (OTHER THAN FLOOR PLAN & MORTGAGE)	388 E743	0	0	E744	0	0	E745	0
INS. TAXES & LIC. (OTHER THAN PAYROLL & REAL ESTATE)	389-390 E753	1,216	10,943	E754	521	4,690	E755	0
DEP., MAINT. & RENTAL - FURNITURE, SIGN & EQUIP.	391-393 E763	900	11,710	E764	386	4,795	E765	0
HEAT, LIGHT, POWER & WATER	395 E773	1,367	14,288	E774	586	6,124	E775	0
TELEPHONE	396 E783	465	2,030	E784	199	870	E785	0
TOTAL DEPARTMENT FIXED EXPENSE (TOTAL LINES 41-59)	E793	82,140	699,697	E794	34,884	214,518	E795	0
DEPARTMENT PROFIT / LOSS (LINE 39 LESS LINE 60)	E823	(29,862)	(253,063)	E824	21,883	315,245	E825	0
SHOP PARTS GROSS TRANSFER	E827	0	0	E828	0	0	E829	0
ADJUSTED DEPT. PROFIT/LOSS (LINE 62 PLUS LINE 63)	E843	(29,862)	(253,063)	E844	21,883	315,245	E845	0

RECEIVABLE ANALYSIS										
(Aging =>)	TOTAL RECEIVABLES	1 - 30 DAYS	31 - 60 DAYS	61 - 90 DAYS	91 - 120 DAYS	121 DAYS & OVER	ALLOW FOR DOUBTFUL			
SERVICE & PARTS ACCTS (Pg 1, Ln 8)	Z11	121,171	Z18	111,526	AA7	9,645	AA8	0	AA15	0
VEHICLE ACCOUNTS (Pg 1, Ln 9)	Z12	111,087	Z19	111,087	AA2	0	AA9	0	AA16	0
CUSTOMER NOTES (Pg 1, Ln 10)	Z13	0	Z20	0	AA3	0	AA10	0	AA17	0
OTHER RECEIVABLES (Pg 1, Ln 11)	Z14	0	Z21	0	AA4	0	AA11	0	AA18	0
WARRANTY SERVICE ADJ/CLAIMS 116A (Pg 1, Ln 12)	Z15	6,852	Z22	4,738	AA5	2,114	AA12	0	AA19	0
WARRANTY SUSPENSE (MEMO)	Z16	0	Z23	0	AA6	0	AA13	0	AA20	0
OFFICERS & EMP ACCTS (Pg 1, Ln 56)	Z17	2,100,000	Z24	2,100,000	AA7	0	AA14	0	AA21	0

2023 DEALER FINANCIAL STATEMENT

MEMO ONLY - ACCOUNTS ALREADY REPRESENTED ON PAGE 2

	EXPENSE ACCOUNT NAME	ACCT NO.	MONTH	YTD	
1	DEPR, MAINT, REPAIR AND RENTAL - MECHANICAL (Line 30)				
2	DEPRECIATION OF EQUIPMENT - MECHANICAL	348A	E901	597	12,573
3	MAINTENANCE, REPAIR & RENTAL - MECHANICAL	349A	E902	597	12,573
4	DEPR, MAINT, REPAIR AND RENTAL - BODY & PAINT (Line 30)				
5	DEPRECIATION OF EQUIPMENT - BODY & PAINT	348B	E903	0	0
6	MAINTENANCE, REPAIR & RENTAL - BODY & PAINT	349B	E904	0	0
7	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - EQUIPMENT - PARTS (Line 41)				
8	DEPRECIATION - EQUIPMENT-PARTS	358	E905	0	0
9	MAINTENANCE, REPAIR & RENTAL - EQUIPMENT-PARTS	359	E906	0	0
10	RENT & EQUIVALENT (Line 57)				
11	INTEREST ON MORTGAGE	381	E907	70,690	678,402
12	RENT	382	E908	65,000	585,000
13	AMORTIZATION OF LEASEHOLDS	383	E909	0	0
14	DEPRECIATION - BUILDINGS AND BUILDING EQUIPMENT	384	E910	0	42,564
15	TAXES - REAL ESTATE	385	E911	0	0
16	INSURANCE - REAL ESTATE	386	E912	5,694	50,840
17	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - FURNITURE, SIGNS & EQUIPMENT (Line 57)				
18	DEPRECIATION (OTHER THAN BUILDINGS & BUILDING EQUIPMENT)	391	E913	2,572	31,482
19	MAINTENANCE & REPAIRS (OTHER THAN BUILDINGS & BLDG. EQUIP)	392	E914	4,284	30,440
20	EQUIPMENT RENTAL (OTHER THAN BUILDINGS & BLDG. EQUIP.)	393	E915	0	0