

TOTAL OPERATION EXPENSE ANALYSIS

EXPENSE	NO	TOTAL DEALERSHIP						VARIABLE OPERATIONS				FIXED OPERATIONS				LN NO
		MONTH		YEAR-TO-DATE		MONTH		YEAR-TO-DATE		MONTH		YEAR-TO-DATE				
		4640595	A	12651991	B	4229129	%	11519548	%	411466	%	1132443	%			
		453661	C	1296815	D	1025		269884	6	788977	7	183777	45	50783845	2	
EXPENSES			%	PVR		%	PVR		%		%		%			
COMPENSATION & OTHER	11	58895	130	487	169999	131	503	58895	22	169999	22				3	
EXPENSE	13	- 588	- 1	- 5	- 1027	- 1	- 3	- 588	0	- 1027	0				4	
WORK - VEHICLES	15	5566	12	46	14902	11	44	5566	2	14902	2				5	
VARIABLE		63873	141	528	183874	142	544	63873	24	183874	23				6	
SALARIES - OWNERS/EXECUTIVE MANAGERS	20	26770	59	58	69602	54	55	26770	10	69602	9				7	
SALARIES - SUPERVISION	21	50762	112	109	144382	111	114	50762	17	144382	16				8	
SALARIES - CLERICAL	22	22457	50	48	62114	48	49	22457	7	62114	6	31154	17	86621	17	
OTHER SALARIES & WAGES	23	65192	144	140	168025	130	133	65192	22	168025	21	2720	1	8483	2	
ABSENTEE COMPENSATION	24	4611	10	10	11212	9	9	4611	2	11212	2	59723	32	15448	23	
INCENTIVES - SUPERVISION	26											4611	3	11212	2	
TAXES - PAYROLL	25	23685	52	51	69392	54	55	23685	4	69392	4	13415	7	38478	8	
EMPLOYEE BENEFITS	27	3111	7	7	16837	13	13	3111	1	16837	1	1554	1	6364	1	
RETIREMENT BENEFITS	29														15	
TOTAL PERSONNEL		196588	433	424	541564	418	428	196588	24	541564	23				16	
COMPANY VEHICLE EXPENSE	51	13291	29	29	38575	30	30	13291	3	38575	3	113177	62	305640	60	
OFFICE SUPPLIES & EXPENSES	60	1779	4	4	10399	8	8	1779	1	10399	1	10488	6	29139	6	
OTHER SUPPLIES	61	4480	10	10	12789	10	10	4480	1	12789	1	1235	1	4034	1	
E-COMMERCE ADVERTISING/FEES	63											1451	1	5711	1	
ADVERTISING	65	36269	80	78	122686	95	97	36269	13	122686	12				20	
ADVERTISING REBATES	64											1781	1	5334	1	
CONTRIBUTIONS	66														22	
POLICY WORK - PARTS & SERVICE	67	1452	3	3	3933	3	3	1452	1	3933	1				23	
INFORMATION TECHNOLOGY SERVICES	68	10800	24	23	34833	27	28	10800	2	34833	2	1452	1	3933	1	
OUTSIDE SERVICES (OTHER)	69	22948	51	49	73145	56	58	22948	3	73145	3	3050	2	6892	1	
TRAVEL & ENTERTAINMENT	70	272	1	1	657	1	1	272	0	657	0	4306	2	17252	3	
MEMBERSHIP DUES & PUBLICATIONS	71	1230	3	3	5556	4	4	1230	0	5556	0				28	
LEGAL & AUDITING EXPENSE	72	1074	2	2	3225	2	3	1074	0	3225	0				29	
TELEPHONE	74	3373	7	7	10469	8	8	3373	0	10469	0	716	0	2150	0	
TRAINING EXPENSE	75	2842	6	6	5535	4	4	2842	1	5535	1	1541	1	4660	1	
INTEREST - FLOORPLAN	76	4005	9	9	16610	13	13	4005	1	16610	2	2448	1	4957	1	
INTEREST - FLOORPLAN CREDIT	78														32	
INTEREST - NOTES PAYABLE (OTHER)	79														33	
INSURANCE - INVENTORY	56														34	
BAD DEBT EXPENSE	57														35	
FREIGHT, POSTAGE & SHIPPING	33	1845	4	4	5868	5	5	1845	1	5868	1				36	
MISCELLANEOUS EXPENSE	77	- 42	- 0	- 0	- 176	- 0	- 0	- 42	0	- 176	0	1845	1	5868	1	
TOTAL SEMI-FIXED		105618	233	228	344104	265	272	105618	13	344104	12				37	
RENT	80	33900	75	73	102272	79	81	33900	8	102272	8	30271	16	89754	18	
AMORTIZATION - LEASEHOLDS	81														40	
REPAIRS - REAL ESTATE	82														41	
DEPRECIATION BLDGS. & IMPROVEMENTS	83														42	
TAXES - REAL ESTATE	84														43	
INSURANCE BLDGS. & IMPROVEMENTS	85														44	
INTEREST - MORTGAGES	86														45	
UTILITIES	87	4304	9	9	24964	19	20	4304	1	24964	1	2823	2	17047	3	
SUB-TOTAL RENT & RENT EQUIVALENT		38204	84	82	127236	98	101	38204	9	127236	9	13823	8	50619	10	
INSURANCE OTHER	88	10127	22	22	44437	34	35	10127	2	44437	2	4586	2	19746	4	
TAXES - OTHER	89														49	
REPAIRS - EQUIPMENT	90				942	1	1								50	
DEPRECIATION - EQUIPMENT	91											744	0	198	0	
EQUIPMENT RENTAL	92	1658	4	4	6624	5	5	1658	0	6624	0				51	
TOTAL FIXED		49989	110	108	179239	138	142	49989	11	179239	11	1658	1	4975	1	
TOTAL FIXED OVERHEAD		352195	776	759	1064907	821	842	352195	43	1064907	43	20067	11	75538	15	
TOTAL EXPENSES (INCL. PRO OF G&A)		416068	917	897	1248781	963	987	416068	50	1248781	50	1635158	9	470932	9	
OPERATING PROFIT OR LOSS		37593	83	81	48034	37	38	37593	6	48034	6	20262	11	36906	7	
NET ADDITIONS & DEDUCTIONS		6226	14	13	38352	30	30	6226	1	38352	1				58	
NET PROFIT OR LOSS BEFORE BONUS & INC. TAX		43819	97	94	86386	67	68	43819	7	86386	7				59	
BONUSES - EMPLOYEES	97														60	
BONUSES - OWNERS	98														61	
NET PROFIT OR LOSS BEFORE INCOME TAXES		43819	97	94	86386	67	68	43819	7	86386	7				62	
INCOME TAXES	99														63	
NET PROFIT OR LOSS AFTER INCOME TAXES		43819	97	94	86386	67	68	43819	7	86386	7				64	