



CASH DAYS' SUPPLY

Cash		17,252,607	1	Asset	
Contracts in Transit	+	288,928	1	Asset	
Vehicle Receivables	+	32,096	1	Asset	
Market Securities	+	0	1	Asset	
Net Cash Available	=	<u>17,573,631</u>			A

YTD Total Expenses		3,613,879		YTD	
YTD <u>Service Sales</u>	+	1,486,152		YTD	
YTD <u>Service Gross</u>	-	853,378		YTD	
YTD Total Cost of Labor	=	632,774			
YTD Total Expense & Cost Of Labor	=	<u>4,246,653</u>			
Statement Month	÷	5			
Average YTD Total Expense and Cost of Labor		<u>849,331</u>			B

Net Cash Available		17,573,631		A	
Average YTD Total Expense and Cost of Labor	÷	<u>849,331</u>		B	
Cash Months' Supply	=	20.69			
Number of Days in a Month	×	30			
Cash Days Supply	=	<u>621</u>			Guide = 90



ACADEMY

INVENTORY FLOORPLAN GAP (Trust Position)

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New Vehicle Inventory		22,135,178	1	Asset	
Holdback Receivable	+	0		Asset	
Total Inventory Value	=	22,135,178			
Notes Payable: New Vehicle	-	26,585,730	1	Liab	
Inventory Floorplan Gap	=	<u>-4,450,552</u>			

Note:

Most of you will have a negative number which may indicate an Out Of Trust position. Do not be alarmed...yet. There may be a common explanation.



CONTRACTS IN TRANSIT DAYS' SUPPLY

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Contracts-in-transit			288,928
Current Month New Retail Sales Dollars		3,849,313	
Current Month Pre-Owned Retail Sales Dollars	+	857,909	
Sub total Current Month New & Pre-Owned Retail Sales	=	÷	4,707,222
Months' Supply of Contracts-in-Transit		=	0.061
Number of Days in Month		×	30
Days Supply of Contracts-in-Transit		=	2

1	Asset	
	Month	
	Month	

Guide = 3



WORKING CAPITAL

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MOST MANUFACTURERS

Total Current Assets		94,123,026	1	Asset	
LIFO Reserve (if listed as a deduct from current assets)	+	0	1	Asset	
Current Liabilities	-	82,801,099	1	Liab	
Current Portion of Long-Term Debt (if memo)	-	0	1	Liab	
Working Capital	=	11,321,927			
Working Capital Guide (OEM Provides)		2,129,000	1	Memo	

LIFO only is added back to current assets if it reduced current assets.
 Current Portion of LT Debt will be 0 if included in Current Liabilities. Only deduct it if a memo adjacent to the Long Term Debt below the Total Current Liabilities.

GENERAL MOTORS STATEMENTS

Total Current Assets and Working Assets		94,123,026	1	Asset	
LIFO Reserve	+	0	1	Asset	
Current Liabilities and Deferred Taxes	-	84,857,349	1	Liab	
Working Capital	=	9,265,677	1	Memo	
Working Capital Guide (OEM Provides)		2,129,000	1	Memo	