

**BENTLEY 2023 DEALER FINANCIAL STATEMENT**

BALANCE SHEET  
WHOLE DOLLARS ONLY



PAGE 1

DEALER NAME AND ADDRESS				DEALER NO.	DATE RECEIVED	STATEMENT PERIOD		
<b>AM OF WASHINGTON DC, LLC</b> <b>45180 RUSSELL BRANCH PKWY</b> <b>ASHBURN, VA 20147</b>				<b>3064</b>		<b>FROM</b>	<b>01/01/23</b>	
				BM CODE NO.		<b>TO</b>	<b>12/31/23</b>	
ASSETS				AMOUNT	LINE NO.	LIABILITIES AND OWNERS' EQUITY		AMOUNT
<b>CURRENT ASSETS:</b>					<b>1</b>	<b>CURRENT LIABILITIES:</b>		
<b>CASH, CONTRACTS &amp; SECURITIES</b>					<b>2</b>	<b>NOTES PAYABLE</b>		
CASH (1102-1188)		IN TRUST (1142)	\$	<b>3,063,462</b>	<b>3</b>	NEW VEHICLE FINANCING (2101)	DEMOS FINANCED \$	<b>18,145,086</b>
CONTRACT IN TRANSIT (1202)				<b>-18,687</b>	<b>4</b>	PRE-OWNED VEHICLE FINANCING (2103)		<b>7,251,107</b>
MARKETABLE SECURITIES, (at cost) (1212)		MKT. VALUE	\$		<b>5</b>	BANKS & FINANCE COMPANIES (2111)		
<b>TOTAL CASH, CONTRACTS &amp; SECURITIES</b> (LINES 3 THRU 5)				<b>3,044,775</b>	<b>6</b>	OWNERS (2121)		
<b>RECEIVABLES:</b>					<b>7</b>	OTHER (2131)		
CUSTOMERS - VEHICLES (1302)		OVERAGE		<b>98,899</b>	<b>8</b>	CURR. PORTION OF LONG-TERM DEBT	MORTGAGES \$	
CUSTOMERS - SP&A (1304)				<b>74,849</b>	<b>9</b>	<b>TOTAL NOTES PAYABLE</b> (LINES 3 THRU 8)		<b>25,396,193</b>
CLAIMS - WARR. - BENTLEY SCHEDULED MAINT. (1334)				<b>37,217</b>	<b>10</b>	<b>ACCOUNTS PAYABLE:</b>		
CLAIMS - WARRANTY - OTHER (1336)				<b>50,325</b>	<b>11</b>	TRADE (2201, 2205)	BENTLEY (2201) \$	<b>129,368</b>
CLAIMS - TRANSPORTATION (1338)				<b>33,150</b>	<b>12</b>	TAXES PAYABLE (2221-2229)		<b>622,258</b>
HOLDBACK - BENTLEY (1314)				<b>80,724</b>	<b>13</b>	DIVIDENDS PAYABLE (2251)		<b>-159</b>
RESERVE / HOLDBACK - OTHER (1316)					<b>14</b>	OTHER (2281-2285)		<b>448,805</b>
RECEIVABLES - BENTLEY PROFICIENCY BONUS (1317)				<b>227,525</b>	<b>15</b>			
OTHER REC. / MANUFACTURERS - BENTLEY (1354)				<b>27,973</b>	<b>16</b>	<b>TOTAL ACCOUNTS PAYABLE</b> (LINES 11 THRU 14)		<b>1,244,807</b>
OTHER REC. / MANUFACTURERS - OTHER (1356)					<b>17</b>	<b>PAYROLL DEDUCTIONS &amp; ACCRUALS:</b>		
RECEIVABLES FROM DEALERSHIPS (1362)					<b>18</b>	FEDERAL INCOME TAXES WITHHELD & ACCRUED (2301-2309)		
SERVICE EXCHANGE RECEIVABLES - BENTLEY (1355)					<b>19</b>			
OTHER RECEIVABLES - OTHER (1382)					<b>20</b>	STATE & LOCAL TAXES WITHHELD & ACCRUED (2311-2313)		<b>34,131</b>
LESS - ALLOWANCE FOR DOUBTFUL RECEIVABLES (1399)					<b>21</b>	OTHER PAYROLL DEDUCTIONS (2331)		
<b>NET RECEIVABLES</b> (LINES 8 THRU 22)				<b>630,662</b>	<b>22</b>	<b>TOTAL PAYROLL DEDUCTIONS &amp; ACCRUALS</b> (LINES 18 THRU 21)		<b>34,131</b>
NEW VEHICLES BENTLEY (1402)	UNITS			<b>18</b>	<b>23</b>	CUST. SALES DEPOSITS IN TRUST (2401)	NUMBER	
NEW VEHICLES OTHER (1406)	UNITS			<b>43</b>	<b>24</b>	<b>ACCRUED LIABILITIES:</b>		
DEMOS - NET (1422 MINUS 1429)	BENTLEY UNITS				<b>25</b>	ACCRUED COMPENSATION (2501-2509)		<b>212,158</b>
RENTAL VEHICLES - NET (1424 MINUS 1425)	UNITS				<b>26</b>	ACCRUED PAYROLL (2531-2533)		
LIFO RESERVE NEW VEHICLES (1415)					<b>27</b>	ACCRUED PENSION PLAN (2511)		
<b>TOTAL NEW</b> (LINES 24 THRU 28)				<b>61</b>	<b>28</b>	ACCRUED TAXES OTHER THAN PAYROLL (2537)		
BENTLEY CERTIFIED PRE-OWNED (1414)	UNITS				<b>29</b>	OTHER ACCRUED LIABILITIES (2561-2569)		<b>277,421</b>
PRE-OWNED BENTLEY (1416)	UNITS				<b>30</b>	<b>TOTAL ACCRUED LIABILITIES</b> (LINES 25 THRU 29)		<b>489,579</b>
PRE-OWNED VEHICLES OTHER (1420)	UNITS			<b>54</b>	<b>31</b>	FED., STATE & LOCAL INCOME TAXES (2601-2605)	PRIOR YEARS \$	
PO BENTLEY over 90 days	\$				<b>32</b>	<b>TOTAL CURRENT LIABILITIES</b> (LINES 9, 16, 22, 23, 30 & 31)		<b>27,164,710</b>
OTHER MAKES over 90 days	\$				<b>33</b>	<b>LONG-TERM LIABILITIES:</b>		
LIFO RESERVE PRE-OWNED VEH. (1421)					<b>34</b>	NOTES PAY. - BANKS & FINANCE CO. (LESS CURR. PORTION) (2801)		
<b>TOTAL PRE-OWNED</b> (LINES 30 THRU 32 & 35)				<b>54</b>	<b>35</b>	NOTES PAY. - OWNERS (LESS CURRENT PORTION) (2803)	AMT. SUB. \$	<b>1,017,935</b>
DESCRIPTION	ACCT.	COST OR MARKET	ACCT.	INVENT. ADJ.	<b>36</b>	NOTES PAYABLE - OTHER (LESS CURRENT PORTION) (2805)		<b>688,836</b>
NEW PARTS & ACC. BENTLEY	1436	<b>-50,052</b>	1437	( )	<b>37</b>	NOTES PAYABLE - LEASE VEHICLES (2809)		
NEW BRANDED GOODS BENTLEY	1440		1441	( )	<b>38</b>	MORTGAGE LOANS PAYABLE (LESS CURRENT PORTION) (2811)		
OTHER PARTS & ACC.	1448	<b>1,188,013</b>	1449	( )	<b>39</b>	RESERVES (2901)		
TIRES	1452	<b>75,113</b>	1453	( )	<b>40</b>			
<b>TOTAL P&amp;A</b> (LINES 37 THRU 41)				<b>1,213,074</b>	<b>41</b>	<b>TOTAL LONG-TERM LIABILITIES</b> (LINES 34 THRU 40)		<b>1,706,771</b>
LIFO RESERVE PARTS & ACCESSORIES (1451)					<b>42</b>			
WORK IN PROCESS - LABOR (1472)					<b>43</b>			
SUBLET INVENTORY (1474)					<b>44</b>			
SERVICE EXCHANGE (1497)					<b>45</b>			
MISCELLANEOUS INVENTORIES (1492-1496, 1498)					<b>46</b>	<b>OWNERS' EQUITY:</b>		
<b>TOTAL INVENTORIES</b> (LINES 29, 36, 42, 43 THRU 47)				<b>27,544,222</b>	<b>47</b>	PREFERRED STOCK (3001)		
<b>PREPAID EXPENSES:</b>					<b>48</b>	COMMON STOCK (3007)		
PREPAID ADVERTISING (1502)					<b>49</b>	LESS TREASURY STOCK (3302-3308)		
PREPAID INSURANCE (1522)					<b>50</b>	<b>TOTAL CAPITAL STOCK OUTSTANDING</b> (LINES 47 THRU 49)		
PREPAID RENT (1542)					<b>51</b>	ADDITIONAL PAID-IN CAPITAL (3101)		<b>124,777</b>
OTHER PREPAID EXPENSES (1562-1592)					<b>52</b>	RETAINED EARNINGS (3201)		<b>6,568,574</b>
<b>TOTAL PREPAID EXPENSES</b> (LINES 50 THRU 54)					<b>53</b>	DIVIDENDS DECLARED - CURRENT YEAR (3208)		
<b>TOTAL CURRENT ASSETS</b> (LINES 6, 23, 48 & 55)				<b>31,219,659</b>	<b>54</b>	PROPRIETOR'S, PARTNER'S OR LLC'S INVESTMENTS (3401)		<b>4,081,647</b>
<b>CAPITAL ASSETS:</b>					<b>55</b>	PROPRIETOR'S, PARTNER'S OR LLC'S WDRWLS. - CURRENT YR (3422)		<b>(496,500)</b>
DESCRIPTION	ACCT.	COST	ACCT.	ACC. DEP'N & AMOR.	<b>56</b>	<b>CURRENT EARNINGS - BEFORE INCOME TAXES</b>		
LAND	1702				<b>57</b>	<b>UNITS SOLD</b>		
BUILDINGS & IMPROV.	1722		1723	( )	<b>58</b>	NEW-BENTLEY	NEW-O.M.	PO-RETAIL
LEADHOLD IMPROV.	1732		1733	( <b>35,934</b> )	<b>59</b>	JANUARY	<b>7</b>	<b>3</b>
MACH. & EQUIP.	1742	<b>975,752</b>	1743	( <b>140,984</b> )	<b>60</b>	FEBRUARY	<b>6</b>	<b>3</b>
FURNITURE & FIXTURES	1762	<b>367,799</b>	1763	( <b>220,657</b> )	<b>61</b>	MARCH	<b>6</b>	<b>4</b>
COMPANY VEHICLES	1772	<b>39,554</b>	1773	( <b>39,495</b> )	<b>62</b>	APRIL	<b>1</b>	<b>5</b>
COMPUTER EQUIP.	1786		1787	( )	<b>63</b>	MAY	<b>5</b>	<b>2</b>
OTH. DEPR. ASSETS	1792	<b>1,500,000</b>	1793	( )	<b>64</b>	JUNE	<b>8</b>	<b>3</b>
<b>TOTAL</b> (LINES 59 THRU 66)				<b>2,883,105</b>	<b>65</b>	JULY	<b>10</b>	<b>1</b>
				<b>437,070</b>	<b>66</b>	AUGUST	<b>4</b>	<b>7</b>
				<b>2,446,035</b>	<b>67</b>	SEPTEMBER	<b>4</b>	<b>1</b>
<b>OTHER ASSETS:</b>					<b>68</b>	OCTOBER	<b>6</b>	<b>5</b>
LONG-TERM NOTES RECEIVABLE - CUSTOMERS (1802)					<b>69</b>	NOVEMBER	<b>10</b>	<b>5</b>
RECEIVABLES - OWNERS, EMPLOYEES & OTHER (1804)					<b>70</b>	DECEMBER	<b>12</b>	<b>6</b>
F&I RECEIVABLES (1806, 1812)		CONTINGENT LIABILITY \$			<b>71</b>	<b>TOTAL</b>	<b>79</b>	<b>45</b>
LEASE VEHICLES - NET (1832 MINUS 1833)					<b>72</b>	PROVISION FOR INCOME TAXES		<b>208</b>
INVENTMENTS & ADVANCES - OTHER THAN AUTO BUSINESS (1842)					<b>73</b>	<b>NET EARNINGS OR (LOSS)</b> (LINE 71 MINUS LINE 72)		<b>1,348,279</b>
INVENTMENTS & ADVANCES - SUBSIDIARY & AFFILIATED COMPANIES (1846)					<b>74</b>	<b>TOTAL OWNERS' EQUITY</b> (LINES 50 THRU 55 & 73)		<b>11,626,777</b>
CASH SURRENDER VALUE OF LIFE INSURANCE (1852)					<b>75</b>			
OTHER (1882-1892)					<b>76</b>			
<b>TOTAL OTHER ASSETS</b> (LINES 69 THRU 77)				<b>55,000</b>	<b>77</b>			
<b>TOTAL ASSETS</b> (LINES 56, 67 & 78)				<b>40,498,258</b>	<b>78</b>			
<b>NET WORKING CAPITAL</b>					<b>79</b>	<b>TOTAL LIABILITIES &amp; OWNERS' EQUITY</b> (LINES 32, 41 & 74)		<b>40,498,258</b>
					<b>80</b>	<b>OWNERS' EQUITY</b>		
ACTUAL \$	<b>4,054,949</b>	MINIMUM REQUIRED \$			<b>81</b>	OWNERS' EQUITY MINIMUM REQUIRED	\$	
					<b>82</b>	OWNERS' EQUITY ACTUAL	\$	<b>11,626,777</b>

**STATEMENT OF INCOME AND EXPENSE**  
WHOLE DOLLARS ONLY



DESCRIPTION	LINE NO.	ACCT NO.	TOTAL				NEW VEHICLE - 61XX		PRE-OWNED VEHICLE - 62XX		LINE NO.
			CURRENT MONTH	%	YEAR-TO-DATE	%	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	
<b>SALES</b>	1		10,864,291		92,460,946		6,169,495	38,285,137	4,022,518	46,320,053	1
<b>OPERATING INCOME</b> (PAGES 4, 5 & 6)	2		876,995	100.0	10,689,934	100.0	550,822	3,752,567	-25,860	2,851,005	2
<b>VARIABLE SELLING EXPENSE:</b>	3										3
SALESPERSONS' COMP.	4	01	103,829	11.8	931,352	8.7	60,304	346,393	43,525	584,959	4
COMPENSATION - SPECIALISTS	5	25									5
CUSTOMER RELATIONS & ADJ.	6	03						1		-1	6
DELIVERY EXPENSE	7	08,09									7
WARR. & PO VEH. GUARANTEE	8	12									8
<b>TOTAL SELLING EXP.</b> (LINES 4 THRU 8)	9		103,829	11.8	931,352	8.7	60,304	346,394	43,525	584,958	9
<b>EMPLOYMENT EXPENSES:</b>	10										10
SALARIES & WAGES - CLERICAL	11	23	31,000	3.5	404,767	3.8	8,055	103,343	6,904	88,580	11
SALARIES & WAGES - OTHER	12	24	69,720	7.9	846,870	7.9					12
ABSENTEE, VACA. & HOLIDAY PAY	13	29									13
WORKERS' COMP. INSURANCE	14	31									14
PAYROLL TAXES	15	32	16,544	1.9	276,686	2.6	16,544	276,686			15
PENSION	16	33									16
OTH. EMPLOYEE EXP. / BENEFITS	17	38,39	17,772	2.0	260,284	2.4	6,220	93,788	5,332	77,047	17
<b>TOTAL EMP. EXPENSES</b> (LINES 11 THRU 17)	18		135,036	15.4	1,788,607	16.7	30,819	473,817	12,236	165,627	18
<b>SEMI-FIXED EXPENSES:</b>	19										19
COMEBACKS	20	41									20
POLICY WORK	21	42	35,965	4.1	150,885	1.4		-681	3,168	34,611	21
TRAINING	22	45	2,740	0.3	121,004	1.1	280	43,747	240	24,992	22
ADVERTISING	23	14	136,347	15.5	1,278,392	12.0	96,994	865,510	16,142	148,928	23
SALES PROMOTION	24	15			5,734	0.1		5,734			24
ADVERT. / COOP. REIMBURSEMENT	25	16	( 18,000 )	-2.1	( 160,008 )	-1.5	( 18,000 )	( 160,000 )	( )	( )	25
TRANSPORTATION CLAIMS	26	11			160			160			26
DEMONSTRATOR VEH. EXP.	27	26									27
COMPANY VEHICLES - EXPENSES	28	46	1,055	0.1	30,804	0.3		6,167		2,500	28
VEHICLE LOANERS - EXPENSES	29	47	21,951	2.5	68,710	0.6				166	29
FREIGHT, EXPRESS & CARTAGE	30	48	449	0.1	32,727	0.3		8,061		5,920	30
SUPPLIES & SMALL TOOLS	31	43	-5,872	-0.7	-57,644	-0.5		2,991		2,398	31
UNIFORMS & LAUNDRY	32	44	1,733	0.2	26,050	0.2		2,295		1,295	32
INTEREST - FLOOR PLANNING	33	07	113,770	13.0	1,180,447	11.0	72,504	843,413	41,266	337,034	33
MISCELLANEOUS EXPENSES	34	59	24,987	2.8	324,533	3.0	9,465	120,095	7,031	93,164	34
<b>TOTAL SEMI-FIXED EXP.</b> (LINES 20 THRU 34)	35		315,125	35.9	3,001,794	28.1	161,243	1,737,492	67,847	651,008	35
<b>TOTAL DIRECT EXP.</b> (LINES 5, 18 & 35)	36		553,990	63.2	5,721,753	53.5	252,366	2,557,703	123,608	1,401,593	36
<b>DIRECT PROFIT</b> (LINES 2 MINUS 36)	37		323,005	36.8	4,968,181	46.5	298,456	1,194,864	-149,468	1,449,412	37
<b>FIXED EXPENSES:</b>	38										38
RENT	39	82	62,000	7.1	744,000	7.0	21,700	260,400	18,600	223,200	39
HEAT, LIGHT, POWER & WATER	40	81	6,043	0.7	61,299	0.6	2,115	21,104	1,813	19,090	40
REPAIRS & MAINT. - OWN & LEASED PROPERTY	41	84									41
DEPR. - BUILDINGS & IMPROV.	42	85									42
AMORT. - LEASEHOLD IMPROV.	43	83			35,934	0.3		35,934			43
OTH. DEPR. ASSETS - EXP.	44	50									44
SALARIES - OWNERS	45	21									45
COMP. - SUPERVISION	46	22	117,509	13.4	1,350,238	12.6	36,709	417,371	37,234	417,895	46
CONSULTING & MGMT. FEES	47	49	12,714	1.4	160,928	1.5	4,417	59,745	3,786	55,355	47
POSTAGE, STATIONERY & OFFICE SUPPLIES	48	52	4,187	0.5	75,093	0.7	1,465	27,254	1,256	20,547	48
TELEPHONE	49	53	3,358	0.4	47,171	0.4	1,175	17,575	1,007	12,921	49
REPAIRS & MAINT. - EQUIP.	50	63	14,827	1.7	184,671	1.7	5,189	63,739	4,448	52,920	50
DATA PROCESSING EXPENSES	51	51	60,480	6.9	601,852	5.6	21,168	206,227	18,144	181,767	51
EQUIPMENT RENTAL	52	62	45,101	5.1	520,054	4.9	17,105	54,150			52
DEPR. - EQUIP. & FIXTURES	53	61	4,000	0.5	42,477	0.4	4,000	26,273		7,479	53
INSURANCE - BLDGS. & IMPROV.	54	86									54
INSURANCE - OTHER	55	92	23,383	2.7	264,795	2.5	8,184	90,971	7,015	84,354	55
TRAVEL & ENTERTAINMENT	56	54,56	17,142	2.0	139,390	1.3	4,665	44,098	4,383	27,798	56
BAD DEBTS	57	96									57
PROFESSIONAL FEES	58	94	3,860	0.4	52,007	0.5	1,351	19,562	1,158	16,482	58
MEMBERSHIP, DUES & SUBSCRIPTIONS	59	55	9,810	1.1	98,979	0.9	3,416	34,459	2,928	29,536	59
CONTRIBUTIONS	60	95	851	0.1	851		298	298	255	255	60
REAL ESTATE TAXES	61	87									61
TAXES - OTHER	62	93			199,717	1.9		69,901		59,915	62
MORTGAGE INTEREST	63	88									63
MISCELLANEOUS EXPENSES	64	64									64
<b>TOTAL FIXED EXP.</b> (LINES 39 THRU 64)	65		385,265	43.9	4,579,456	42.8	132,957	1,449,061	102,027	1,209,514	65
<b>TOTAL OPER. EXP.</b> (LINES 3, 18 & 65)	66		939,255	107.1	10,301,209	96.4	385,323	4,006,764	225,635	2,611,107	66
<b>NET OPERATING PROFIT</b> (LINE 2 MINUS 66)	67		-62,260	-7.1	388,725	3.6	165,499	-254,197	-251,495	239,898	67
<b>OTHER INCOME &amp; (DED.) - NET</b>	68		118,136	13.5	959,554	9.0					68
<b>TOTAL NET PROFIT BEFORE BONUS &amp; TAX</b> (LINES 67 + 68)	69		55,876	6.4	1,348,279	12.6					69
OWNERS' BONUSES	70	9502	-5								70
OWNERS' LIFE INSUR. PREMIUMS	71	9504									71
EMPLOYEES' BONUSES	72	9522									72
<b>TOTAL OTHER COMP. &amp; LIFE INS.</b> (LINES 70 THRU 72)	73		-5								73
<b>NET PROFIT BEFORE TAXES</b> (LINE 69 MINUS 73)	74		55,881	6.4	1,348,279	12.6					74
PROVISION FOR INC. TAX - CURR. YEAR	75	9702									75
<b>NET PROFIT</b> (LINE 74 MINUS 75)	76		55,881	6.4	1,348,279	12.6					76

**STATEMENT OF INCOME AND EXPENSE**  
WHOLE DOLLARS ONLY



DESCRIPTION	LINE NO.	ACCT. NO.	SERVICE - 64XX		PARTS & ACCESSORIES - 67XX		LINE NO.		
			CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE			
<b>SALES</b>	1		<b>280,498</b>	<b>3,511,381</b>	<b>391,780</b>	<b>4,344,375</b>	1		
<b>OPERATING INCOME</b> (PAGE 6)	2		<b>195,085</b>	<b>2,352,805</b>	<b>156,948</b>	<b>1,733,557</b>	2		
<b>VARIABLE SELLING EXPENSE:</b>	3						3		
SALESPERSONS' COMPENSATION	4	01					4		
COMPENSATION - SPECIALISTS	5	25					5		
CUSTOMER RELATIONS & ADJ.	6	03					6		
DELIVERY EXPENSE	7	08, 09					7		
WARRANTY & PO VEH. GUARANTEE	8	12					8		
<b>TOTAL SELLING EXP.</b> (LINES 4 THRU 8)	9						9		
<b>EMPLOYMENT EXPENSES:</b>	10						10		
SALARIES & WAGES - CLERICAL	11	23	<b>6,559</b>	<b>84,151</b>	<b>9,482</b>	<b>128,693</b>	11		
SALARIES & WAGES - OTHER	12	24	<b>69,720</b>	<b>846,870</b>			12		
ABSENTEE, VACATION & HOLIDAY PAY	13	29					13		
WORKERS' COMP. INSURANCE	14	31					14		
PAYROLL TAXES	15	32					15		
PENSION	16	33					16		
OTHER EMP. EXPENSES / BENEFITS	17	38, 39	<b>4,443</b>	<b>63,967</b>	<b>1,777</b>	<b>25,482</b>	17		
<b>TOTAL EMP. EXP.</b> (LINES 11 THRU 17)	18		<b>80,722</b>	<b>994,988</b>	<b>11,259</b>	<b>154,175</b>	18		
<b>SEMI-FIXED EXPENSES:</b>	19						19		
COMEBACKS	20	41					20		
POLICY WORK	21	42	<b>27,828</b>	<b>119,475</b>	<b>4,969</b>	<b>-2,520</b>	21		
TRAINING	22	45	<b>2,140</b>	<b>44,181</b>	<b>80</b>	<b>8,084</b>	22		
ADVERTISING	23	14	<b>8,349</b>	<b>109,931</b>	<b>14,862</b>	<b>154,023</b>	23		
SALES PROMOTION	24	15					24		
ADVERT. / COOP REIMBURSEMENT	25	16	( )	( <b>8</b> )	( )	( )	25		
TRANSPORTATION CLAIMS	26	11					26		
DEMONSTRATOR VEHICLE EXP.	27	26					27		
COMPANY VEHICLES - EXPENSES	28	46	<b>1,055</b>	<b>19,637</b>		<b>2,500</b>	28		
VEHICLE LOANERS - EXPENSES	29	47	<b>21,951</b>	<b>68,544</b>			29		
FREIGHT, EXPRESS & CARTAGE	30	48		<b>6,244</b>	<b>449</b>	<b>12,502</b>	30		
SUPPLIES & SMALL TOOLS	31	43	<b>-5,872</b>	<b>-63,936</b>		<b>903</b>	31		
UNIFORMS & LAUNDRY	32	44	<b>1,733</b>	<b>21,165</b>		<b>1,295</b>	32		
INTEREST - FLOOR PLANNING	33	07					33		
MISCELLANEOUS EXPENSES	34	59	<b>2,600</b>	<b>41,586</b>	<b>5,891</b>	<b>69,688</b>	34		
<b>TOTAL SEMI-FIXED EXP.</b> (LINES 20 THRU 34)	35		<b>59,784</b>	<b>366,819</b>	<b>26,251</b>	<b>246,475</b>	35		
<b>TOTAL DIRECT EXPS.</b> (LINES 9, 18 & 35)	36		<b>140,506</b>	<b>1,361,807</b>	<b>37,510</b>	<b>400,650</b>	36		
<b>DIRECT PROFIT</b> (LINES 2 MINUS 36)	37		<b>54,579</b>	<b>990,998</b>	<b>119,438</b>	<b>1,332,907</b>	37		
<b>FIXED EXPENSES:</b>	38						38		
RENT	39	82	<b>15,500</b>	<b>186,000</b>	<b>6,200</b>	<b>74,400</b>	39		
HEAT, LIGHT, POWER & WATER	40	81	<b>1,511</b>	<b>15,075</b>	<b>604</b>	<b>6,030</b>	40		
REPAIRS & MAINTENANCE - OWN & LEASED PROPERTY	41	84					41		
DEPRECIATION - BLDGS. & IMPROV.	42	85					42		
AMORT. - LEASEHOLD IMPROV.	43	83					43		
OTHER DEPREC. ASSETS - EXPENSES	44	50					44		
SALARIES - OWNERS	45	21					45		
COMPENSATION - SUPERVISION	46	22	<b>13,273</b>	<b>159,897</b>	<b>30,293</b>	<b>355,075</b>	46		
CONSULTING & MANAGEMENT FEES	47	49	<b>4,511</b>	<b>45,828</b>			47		
POSTAGE, STATIONERY & OFFICE SUPPLIES	48	52	<b>1,047</b>	<b>20,133</b>	<b>419</b>	<b>7,159</b>	48		
TELEPHONE	49	53	<b>840</b>	<b>12,168</b>	<b>336</b>	<b>4,507</b>	49		
REPAIRS & MAINT. - EQUIPMENT	50	63	<b>3,707</b>	<b>48,872</b>	<b>1,483</b>	<b>19,140</b>	50		
DATA PROCESSING EXPENSES	51	51	<b>15,120</b>	<b>151,744</b>	<b>6,048</b>	<b>62,114</b>	51		
EQUIPMENT RENTAL	52	62	<b>27,996</b>	<b>276,461</b>		<b>189,443</b>	52		
DEPRECIATION - EQUIP. & FIXTURES	53	61		<b>6,232</b>		<b>2,493</b>	53		
INSURANCE - BUILDINGS & IMPROV.	54	86					54		
INSURANCE - OTHER	55	92	<b>5,846</b>	<b>63,550</b>	<b>2,338</b>	<b>25,920</b>	55		
TRAVEL & ENTERTAINMENT	56	54, 56	<b>4,283</b>	<b>47,191</b>	<b>3,811</b>	<b>20,303</b>	56		
BAD DEBTS	57	96					57		
PROFESSIONAL FEES	58	94	<b>965</b>	<b>11,402</b>	<b>386</b>	<b>4,561</b>	58		
MEMBERSHIP, DUES & SUBSCRIPTIONS	59	55	<b>2,490</b>	<b>25,139</b>	<b>976</b>	<b>9,845</b>	59		
CONTRIBUTIONS	60	95	<b>213</b>	<b>213</b>	<b>85</b>	<b>85</b>	60		
REAL ESTATE TAXES	61	87					61		
TAXES - OTHER	62	93		<b>49,929</b>		<b>19,972</b>	62		
MORTGAGE INTEREST	63	88					63		
MISCELLANEOUS EXPENSES	64	64					64		
<b>TOTAL FIXED EXP.</b> (LINES 39 THRU 64)	65		<b>97,302</b>	<b>1,119,834</b>	<b>52,979</b>	<b>801,047</b>	65		
<b>TOTAL OPER. EXP.</b> (LINES 36 & 65)	66		<b>237,808</b>	<b>2,481,641</b>	<b>90,489</b>	<b>1,201,697</b>	66		
<b>NET OPER. PROFIT</b> (LINE 2 MINUS 66)	67		<b>-42,723</b>	<b>-128,836</b>	<b>66,459</b>	<b>531,860</b>	67		
<b>OTHER INCOME</b>	68	ACCT.	<b>CURR. MONTH</b>	<b>YEAR-TO-DATE</b>	<b>O</b>	<b>ACCT.</b>	<b>CURR. MONTH</b>	<b>YEAR-TO-DATE</b>	68
INTEREST EARNED	69	9101			T	9402	<b>-2,895</b>	<b>4,564</b>	69
GAIN ON DISPOSAL OF ASSETS	70	9111			H	9404			70
CASH DISCOUNTS EARNED	71	9131			E	9406			71
	72				R	9412			72
	73					9413			73
DUTY	74	9152	<b>-464</b>	<b>-4,398</b>	D	9403			74
LICENSE & DOCUMENTARY FEES	75	9151	<b>38,805</b>	<b>324,370</b>	E	9452			75
LEASE VEHICLES	76	9181			D	9482			76
RENTAL VEHICLES	77	9183			U	9484			77
	78				C	9496			78
MISCELLANEOUS INCOME	79	9191 9193	<b>76,900</b>	<b>644,146</b>	T	9492			79
NON-TAXED SALES	80	9201			I	9202			80
LIFO Additions	81	9301 9303			N	9501 9503			81
<b>TOTAL</b> (LINES 69 THRU 81)	82		<b>115,241</b>	<b>964,118</b>	S		<b>-2,895</b>	<b>4,564</b>	82

**GROSS PROFIT ANALYSIS**



PAGE 4

WHOLE DOLLARS ONLY

	LINE	ACCT	CURRENT MONTH				YEAR-TO-DATE				LINE	
			UNITS	SALES	GROSS	PNVR	UNITS	SALES	GROSS	PNVR		
<b>NEW VEHICLES:</b>												
CONTINENTAL GT V8	1	4126					1	331,655	20,118	20,118	1	
CONTINENTAL GT V8 MULLINER	2	4184					1	324,090	-5,783	-5,783	2	
CONTINENTAL GT (W12 ) MULLINER	3	4174									3	
CONTINENTAL GT SPEED (W12)	4	4136	1	402,660	34,140	34,140	3	1,127,595	48,111	16,037	4	
CONTINENTAL GT AZURE	5	4140	1	311,225	-4,795	-4,795	4	1,265,656	29,444	7,361	5	
CONTINENTAL GT S	6	4142	2	604,975	-27,705	-13,853	4	1,288,945	-43,466	-10,867	6	
FLYING SPUR V8	7	4172	1	257,974	-20,012	-20,012	2	564,754	-2,648	-1,324	7	
FLYING SPUR HYBRID	8	4152					1	286,075	8,943	8,943	8	
FLYING SPUR V8 MULLINER	9	4154					2	624,335	-24,703	-12,352	9	
FLYING SPUR W12 MULLINER	10	4156									10	
FLYING SPUR HYBRID MULLINER	11	4158					1	309,495	-7,709	-7,709	11	
FLYING SPUR AZURE HYBRID	12	4162					1	271,657	-1,398	-1,398	12	
FLYING SPUR AZURE V8	13	4164									13	
FLYING SPUR S HYBRID	14	4166									14	
FLYING SPUR S V-8	15	4168					4	1,251,302	4,447	1,112	15	
FLYING SPUR SPEED	16	4111					3	989,550	-12,229	-4,076	16	
CONTINENTAL GTC V8	17	4130					1	314,680	16,288	16,288	17	
CONTINENTAL GTC V8 MULLINER	18	4160	1	355,052	-11,718	-11,718	5	1,751,294	18,289	3,658	18	
CONTINENTAL GTC W12 MULLINER	19	4109									19	
CONTINENTAL GTC W12 SPEED	20	4134					3	977,230	11,859	3,953	20	
CONTINENTAL GTC AZURE	21	4144					6	2,088,300	37,949	6,325	21	
CONTINENTAL GTC S	22	4146					1	364,740	22,686	22,686	22	
BENTAYGA V8	23	4176					3	850,935	-11,960	-3,987	23	
BENTAYGA HYBRID	24	4178	1	275,093	14,421	14,421	2	520,698	29,990	14,995	24	
BENTAYGA SPEED	25	4180	1	349,560	33,752	33,752	4	1,294,211	32,940	8,235	25	
BENTAYGA AZURE	26	4122					3	749,850	3,005	1,002	26	
BENTAYGA S	27	4124	2	596,665	38,838	19,419	7	2,005,970	2,030	290	27	
BENTAYGA EWB	28	4138					7	2,056,350	-2,181	-312	28	
BENTAYGA EWB AZURE	29	4170	2	534,269	-32,716	-16,358	10	2,952,414	76,434	7,643	29	
<b>SUBTOTAL BENTLEY</b> (LINES 1 THRU 29)	30		12	3,687,473	24,205	2,017	79	24,561,781	250,456	3,170	30	
BENTLEY - FLEET	31	4187									31	
BENTLEY PROFICIENCY BONUS	32	9141			150,770	12,564			1,004,029	12,709	32	
BENTLEY HOLDBACK	33	9143			65,314	5,443			460,482	5,829	33	
BENTLEY TACTICAL INCOME	34	9147									34	
F&I INCOME BENTLEY NEW VEHICLE	35	9160	11		49,617	4,135	142		640,938	8,113	35	
OTHER INCOME BENTLEY NEW VEH.	36	9185									36	
SERV. CONTRACTS BENTLEY NEW VEH.	37	9168	2		15,174	1,265	19		77,166	977	37	
<b>TOTAL BENTLEY</b> (LINES 30 THRU 37)	38		12	3,687,473	305,080	25,423	79	24,561,781	2,433,071	30,798	38	
OTHER MAKES RETAIL SALES	39	4191	6	2,482,022	170,915	28,486	45	13,723,356	950,209	21,116	39	
RESERVE / HOLDBACK / BONUS - OTHER MAKES	40	9145									40	
F&I INCOME - OTHER MAKES - NEW	41	9161	11		74,827	12,471	54		369,287	8,206	41	
OTHER INCOME OTHER MAKES NEW VEH.	42	9187									42	
SERVICE CONTRACTS - OTHER MAKES - NEW	43	9169									43	
<b>SUBTOTAL OTHER MAKES</b> (LINES 39 THRU 43)	44		6	2,482,022	245,742	40,957	45	13,723,356	1,319,496	29,322	44	
REPOSSESSION LOSSES - NEW	45	9462									45	
TOURIST COMMISSIONS	46	9174									46	
<b>TOTAL NEW VEHICLES</b> (LINES 38 & 44 THRU 46)	47		18	6,169,495	550,822	30,601	124	38,285,137	3,752,567	30,263	47	
<b>TOTAL PERSONNEL EMPLOYED</b>												48
	TOTAL	NEW	PO	SERV	P&B	P&A						49
OWNERS												50
GEN'L MANAGER												51
DEPT. MGR.												52
F&I MANAGER												53
SALESPEOPLE - OTHER												54
BENTLEY SALESPEOPLE												55
FOREMAN												56
DISPATCHER												57
SERV. ADVISORS - OTHER												58
BENTLEY SERV. ADVISORS												59
TECHS. - OTHER												60
BENTLEY TECHS.												61
PORTERS, ETC.												62
PARTS PERSONNEL - OTHER												63
BENTLEY PARTS PERSONNEL												64
OFFICE MGR.												65
CLERICAL												66
<b>TOTAL</b>												67

**GROSS PROFIT ANALYSIS**



CERT. PRE-OWNED VEHICLES	LINE	ACCT	CURRENT MONTH				YEAR-TO-DATE				LINE
			UNITS	SALES	GROSS PROFIT	PNVR	UNITS	SALES	GROSS PROFIT	PNVR	
CONTINENTAL GT ALL	1	4200					2	232,990	49,569	24,785	1
FLYING SPUR ALL	2	4330									2
CONTINENTAL GT CONVERTIBLE ALL	3	4204					4	818,285	114,152	28,538	3
MULSANNE ALL	4	4220					1	221,305	33,050	33,050	4
BENTAYGA ALL	5	4318					4	695,118	-1,570	-393	5
OTHER BENTLEY	6	4228									6
<b>SUBTOTAL BENTLEY CPO</b> (LINES 1 THRU 6)	7						11	1,967,698	195,201	17,746	7
<b>PRE-OWNED VEHICLES RETAIL</b>	8		UNITS	SALES	GROSS PROFIT	PNVR	UNITS	SALES	GROSS PROFIT	PNVR	8
CONTINENTAL GT ALL	9	4234					3	537,659	75,360	25,120	9
FLYING SPUR ALL	10	4332	1	209,995	14,632	14,632	2	439,990	1,688	844	10
CONTINENTAL GTC ALL	11	4240					4	969,878	92,703	23,176	11
MULSANNE ALL	12	4264									12
BENTAYGA ALL	13	4322	1	179,995	-52,223	-52,223	8	1,366,188	-89,351	-11,169	13
OTHER BENTLEY	14	4280									14
<b>SUBTOTAL BENTLEY RETAIL</b> (LINES 9 THRU 14)	15		2	389,990	-37,591	-18,796	17	3,313,715	80,400	4,729	15
BENTLEY DEMONSTRATORS	16	4189									16
RETAIL - OTHER MAKES BENTLEY FRAN.	17	4336									17
<b>TOTAL BENTLEY PO RETAIL</b> (LINES 7 & 15 THRU 17)	18		2	389,990	-37,591	-18,796	28	5,281,413	275,601	9,843	18
WHOLESALE - BENTLEY	19	4290	2	172,000	4,840	2,420	21	3,000,819	-46,579	-2,218	19
WHSL. - OTHER MAKES BENTLEY FRAN.	20	4334									20
INVENTORY ADJUSTMENTS - BENTLEY	21	5292									21
F&I INCOME - BENTLEY PO	22	9162	1		1,762	881	17		85,398	3,050	22
SERVICE CONTRACTS - BENTLEY PO	23	9171	1		-406	-203	40		111,529	3,983	23
REPOSESSION LOSSES - BENTLEY PO	24	9464			( )				( )		24
OTHER SALES & INCOME - BENTLEY	25	4998									25
<b>TOTAL BENTLEY PO VEHS.</b> (LINES 18 THRU 25)	26		4	561,990	-31,395	-7,849	49	8,282,232	425,949	8,693	26
RETAIL - OTHER MAKES OTHER FRANCHISE	27	4285	20	2,453,675	-17,853	-893	180	27,044,901	1,474,308	8,191	27
WHSL. - OTHER MAKES OTHER FRAN.	28	4291	16	1,006,853	-28,454	-1,778	100	10,992,920	269,941	2,699	28
INVENTORY ADJ. - OTHER MAKES	29	5260									29
F&I INCOME - OTHER MAKES PO	30	9164	14		36,520	1,826	162		592,662	3,293	30
SERVICE CONTRACTS - OTHER MAKES PO	31	9173	4		15,322	766	25		88,145	490	31
REPO. LOSSES - OTHER MAKES PO	32	9170			( )				( )		32
OTHER SALES & INCOME - OTHER MAKES	33	4262									33
MEMO: RECONDITIONING - CPO	34				( )				( )		34
MEMO: RECONDITIONING - RETAIL	35				( )				( 1,339,474 )		35
MEMO: RECONDITIONING - OTHER	36				( )				( )		36
<b>TOTAL PRE-OWNED VEHS.</b> (LINES 26 THRU 33)	37		40	4,022,518	-25,860	-647	329	46,320,053	2,851,005	8,666	37
<b>TOTAL VEHICLES</b> (PAGE 4 LINE 47 PLUS PAGE 5 LINE 37)	38		58	10,192,013	524,962	9,051	453	84,605,190	6,603,572	14,577	38

**PRE-OWNED VEHICLES**

