

BENTLEY 2024 DEALER FINANCIAL STATEMENT



BALANCE SHEET
WHOLE DOLLARS ONLY

PAGE 1

DEALER NAME AND ADDRESS				DEALER NO.	DATE RECEIVED	STATEMENT PERIOD					
AM OF WASHINGTON DC, LLC 45180 RUSSELL BRANCH PKWY ASHBURN, VA 20147				3064 BM CODE NO.		FROM	01/01/24				
						TO	05/31/24				
ASSETS				AMOUNT	LINE NO.	LIABILITIES AND OWNERS' EQUITY		AMOUNT			
CURRENT ASSETS:					1	CURRENT LIABILITIES:					
CASH, CONTRACTS & SECURITIES					2	NOTES PAYABLE					
CASH (1102-1188)	IN TRUST (1142)	\$		1,632,583	3	NEW VEHICLE FINANCING (2101)	DEMOS FINANCED \$	15,829,830			
CONTRACT IN TRANSIT (1202)				321,698	4	PRE-OWNED VEHICLE FINANCING (2103)		8,745,295			
MARKETABLE SECURITIES, (at cost) (1212)	MKT. VALUE	\$			5	BANKS & FINANCE COMPANIES (2111)					
TOTAL CASH, CONTRACTS & SECURITIES (LINES 3 THRU 5)				1,954,281	6	OWNERS (2121)					
RECEIVABLES:					7	OTHER (2131)					
CUSTOMERS - VEHICLES (1302)				506,016	8	CURR. PORTION OF LONG-TERM DEBT	MORTGAGES \$				
CUSTOMERS - SP&A (1304)				137,465	9	TOTAL NOTES PAYABLE (LINES 3 THRU 8)		24,575,125			
CLAIMS - WARR. - BENTLEY SCHEDULED MAINT. (1334)				46,050	10	ACCOUNTS PAYABLE:					
CLAIMS - WARRANTY - OTHER (1336)				59,446	11	TRADE (2201, 2205)	BENTLEY (2201) \$	61,450			
CLAIMS - TRANSPORTATION (1338)				32,356	12	TAXES PAYABLE (2221-2229)		274,986			
HOLDBACK - BENTLEY (1314)				106,548	13	DIVIDENDS PAYABLE (2251)					
RESERVE / HOLDBACK - OTHER (1316)					14	OTHER (2281-2285)		234,757			
RECEIVABLES - BENTLEY PROFICIENCY BONUS (1317)				65,955	15						
OTHER REC. / MANUFACTURERS - BENTLEY (1354)				277,064	16	TOTAL ACCOUNTS PAYABLE (LINES 11 THRU 14)		585,528			
OTHER REC. / MANUFACTURERS - OTHER (1356)					17	PAYROLL DEDUCTIONS & ACCRUALS:					
RECEIVABLES FROM DEALERSHIPS (1362)					18	FEDERAL INCOME TAXES WITHHELD & ACCRUED (2301-2309)					
SERVICE EXCHANGE RECEIVABLES - BENTLEY (1355)					19						
OTHER RECEIVABLES - OTHER (1382)					20	STATE & LOCAL TAXES WITHHELD & ACCRUED (2311-2313)		34,131			
LESS - ALLOWANCE FOR DOUBTFUL RECEIVABLES (1399)					21	OTHER PAYROLL DEDUCTIONS (2331)		21,458			
NET RECEIVABLES (LINES 8 THRU 22)				1,230,900	22	TOTAL PAYROLL DEDUCTIONS & ACCRUALS (LINES 18 THRU 21)		55,589			
NEW VEHICLES BENTLEY (1402)	UNITS			22	23	CUST. SALES DEPOSITS IN TRUST (2401) NUMBER					
NEW VEHICLES OTHER (1406)	UNITS			29	24	ACCRUED LIABILITIES:					
DEMOS - NET (1422 MINUS 1429)	BENTLEY UNITS				25	ACCRUED COMPENSATION (2501-2509)		234,357			
RENTAL VEHICLES - NET (1424 MINUS 1425)	UNITS				26	ACCRUED PAYROLL (2531-2533)					
LIFO RESERVE NEW VEHICLES (1415)					27	ACCRUED PENSION PLAN (2511)					
TOTAL NEW (LINES 24 THRU 28)				51	28	ACCRUED TAXES OTHER THAN PAYROLL (2537)					
BENTLEY CERTIFIED PRE-OWNED (1414)	UNITS				29	OTHER ACCRUED LIABILITIES (2561-2569)		244,478			
PRE-OWNED BENTLEY (1416)	UNITS				30	TOTAL ACCRUED LIABILITIES (LINES 25 THRU 29)		478,835			
PRE-OWNED VEHICLES OTHER (1420)	UNITS			61	31	FED., STATE & LOCAL INCOME TAXES (2601-2605) PRIOR YEARS \$					
PO BENTLEY over 90 days	\$				32	TOTAL CURRENT LIABILITIES (LINES 9, 16, 22, 23, 30 & 31)		25,695,077			
OTHER MAKES over 90 days	\$				33	LONG-TERM LIABILITIES:					
LIFO RESERVE PRE-OWNED VEH. (1421)					34	NOTES PAY. - BANKS & FINANCE CO. (LESS CURR. PORTION) (2801)					
TOTAL PRE-OWNED (LINES 30 THRU 32 & 35)				61	35	NOTES PAY. - OWNERS (LESS CURRENT PORTION) (2803) AMT. SUB. \$		1,017,935			
DESCRIPTION	ACCT.	COST OR MARKET	ACCT.	INVENT. ADJ.	36	NOTES PAYABLE - OTHER (LESS CURRENT PORTION) (2805)		688,836			
NEW PARTS & ACC. BENTLEY	1436	-33,353	1437	()	37	NOTES PAYABLE - LEASE VEHICLES (2809)					
NEW BRANDED GOODS BENTLEY	1440		1441	()	38	MORTGAGE LOANS PAYABLE (LESS CURRENT PORTION) (2811)					
OTHER PARTS & ACC.	1448	1,218,749	1449	()	39	RESERVES (2901)					
TIRES	1452	70,112	1453	()	40						
TOTAL P&A (LINES 37 THRU 41)				1,255,508	41	TOTAL LONG-TERM LIABILITIES (LINES 34 THRU 40)		1,706,771			
LIFO RESERVE PARTS & ACCESSORIES (1451)					42						
WORK IN PROCESS - LABOR (1472)				-2,584	43						
SUBLET INVENTORY (1474)				19,920	44						
SERVICE EXCHANGE (1497)					45						
MISCELLANEOUS INVENTORIES (1492-1496, 1498)				-15,540	46	OWNERS' EQUITY:					
TOTAL INVENTORIES (LINES 29, 36, 42, 43 THRU 47)				26,934,536	47	PREFERRED STOCK (3001)					
PREPAID EXPENSES:					48	COMMON STOCK (3007)					
PREPAID ADVERTISING (1502)					49	LESS TREASURY STOCK (3302-3308)					
PREPAID INSURANCE (1522)					50	TOTAL CAPITAL STOCK OUTSTANDING (LINES 47 THRU 49)					
PREPAID RENT (1542)					51	ADDITIONAL PAID-IN CAPITAL (3101)		124,777			
OTHER PREPAID EXPENSES (1562-1592)				-75,951	52	RETAINED EARNINGS (3201)		7,938,427			
TOTAL PREPAID EXPENSES (LINES 50 THRU 54)				-75,951	53	DIVIDENDS DECLARED - CURRENT YEAR (3208)					
TOTAL CURRENT ASSETS (LINES 6, 23, 48 & 55)				30,043,766	54	PROPRIETOR'S, PARTNER'S OR LLC'S INVESTMENTS (3401)		4,081,647			
CAPITAL ASSETS:					55	PROPRIETOR'S, PARTNER'S OR LLC'S WDRWLS. - CURRENT YR (3422)		(570,500)			
DESCRIPTION	ACCT.	COST	ACCT.	ACC. DEP'N & AMOR.	56	CURRENT EARNINGS - BEFORE INCOME TAXES					
LAND	1702				57	UNITS SOLD					
BUILDINGS & IMPROV.	1722		1723	()	58	NEW-BENTLEY	NEW O.M.	PO-RETAIL			
LEADHOLD IMPROV.	1732		1733	(35,934)	59	JANUARY	1	5	14	-229,012	
MACH. & EQUIP.	1742	976,077	1743	(222,234)	60	FEBRUARY	5	4	17	-75,675	
FURNITURE & FIXTURES	1762	373,834	1763	(233,157)	61	MARCH	7	6	14	404,566	
COMPANY VEHICLES	1772	40,630	1773	(39,495)	62	APRIL	3	3	9	-48,904	
COMPUTER EQUIP.	1786		1787	()	63	MAY	11	4	15	264,498	
OTH. DEPR. ASSETS	1792	1,500,000	1793	()	64	JUNE					
TOTAL (LINES 59 THRU 66)				2,890,541	65	JULY					
					66	AUGUST					
					67	SEPTEMBER					
					68	OCTOBER					
OTHER ASSETS:					69	NOVEMBER					
LONG-TERM NOTES RECEIVABLE - CUSTOMERS (1802)				6,305,062	70	DECEMBER					
RECEIVABLES - OWNERS, EMPLOYEES & OTHER (1804)				478,363	71	TOTAL	27	22	69	315,473	
F&I RECEIVABLES (1806, 1812)	CONTINGENT LIABILITY	\$		49,761	72	PROVISION FOR INCOME TAXES					
LEASE VEHICLES - NET (1832 MINUS 1833)					73	NET EARNINGS OR (LOSS) (LINE 71 MINUS LINE 72)		315,474			
INVENTMENTS & ADVANCES - OTHER THAN AUTO BUSINESS (1842)					74	TOTAL OWNERS' EQUITY (LINES 50 THRU 55 & 73)		11,889,825			
INVENTMENTS & ADVANCES - SUBSIDIARY & AFFILIATED COMPANIES (1846)					75						
CASH SURRENDER VALUE OF LIFE INSURANCE (1852)					76						
OTHER (1882-1892)				55,000	77						
TOTAL OTHER ASSETS (LINES 69 THRU 77)				6,888,186	78						
TOTAL ASSETS (LINES 56, 67 & 78)				39,291,673	79	TOTAL LIABILITIES & OWNERS' EQUITY (LINES 32, 41 & 74)		39,291,673			
NET WORKING CAPITAL					80	OWNERS' EQUITY					
ACTUAL	\$	4,348,689	MINIMUM REQUIRED	\$	81	OWNERS' EQUITY MINIMUM REQUIRED \$					
					82	OWNERS' EQUITY ACTUAL \$		11,889,825			

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	
SALES	1		8,565,533		35,475,271		5,145,019	16,510,738	2,760,433	15,708,293	1
OPERATING INCOME (PAGES 4, 5 & 6)	2		1,202,486	100.0	4,156,654	100.0	682,101	1,804,923	166,660	619,275	2
VARIABLE SELLING EXPENSE:	3										3
SALESPERSONS' COMP.	4	01	109,806	9.1	326,243	7.8	64,838	178,915	44,968	147,328	4
COMPENSATION - SPECIALISTS	5	25									5
CUSTOMER RELATIONS & ADJ.	6	03	-3				-3				6
DELIVERY EXPENSE	7	08,09									7
WARR. & PO VEH. GUARANTEE	8	12									8
TOTAL SELLING EXP. (LINES 4 THRU 8)	9		109,803	9.1	326,243	7.8	64,835	178,915	44,968	147,328	9
EMPLOYMENT EXPENSES:	10										10
SALARIES & WAGES - CLERICAL	11	23	37,063	3.1	172,839	4.2	9,726	46,162	8,336	39,568	11
SALARIES & WAGES - OTHER	12	24	82,569	6.9	385,887	9.3					12
ABSENTEE, VACA. & HOLIDAY PAY	13	29									13
WORKERS' COMP. INSURANCE	14	31									14
PAYROLL TAXES	15	32	19,473	1.6	123,927	3.0	19,473	123,927			15
PENSION	16	33									16
OTH. EMPLOYEE EXP. / BENEFITS	17	38,39	17,680	1.5	98,347	2.4	6,188	34,421	5,304	29,504	17
TOTAL EMP. EXPENSES (LINES 11 THRU 17)	18		156,785	13.0	781,000	18.8	35,387	204,510	13,640	69,072	18
SEMI-FIXED EXPENSES:	19										19
COMEBACKS	20	41									20
POLICY WORK	21	42	14,725	1.2	89,712	2.2	11	66	6,034	22,753	21
TRAINING	22	45	3,908	0.3	24,159	0.6	3,314	20,258	240	1,540	22
ADVERTISING	23	14	152,139	12.7	462,128	11.1	115,808	352,385	15,080	39,068	23
SALES PROMOTION	24	15			74			74			24
ADVERT. / COOP. REIMBURSEMENT	25	16	(18,000)	-1.5	(60,000)	-1.4	(18,000)	(60,000)	()	()	25
TRANSPORTATION CLAIMS	26	11									26
DEMONSTRATOR VEH. EXP.	27	26									27
COMPANY VEHICLES - EXPENSES	28	46	2,942	0.2	7,273	0.2					28
VEHICLE LOANERS - EXPENSES	29	47	1,987	0.2	79,207	1.9					29
FREIGHT, EXPRESS & CARTAGE	30	48	10,470	0.9	19,813	0.5	3,500	3,500	3,000	3,000	30
SUPPLIES & SMALL TOOLS	31	43	11,372	0.9	-18,053	-0.4	11	436	39	71	31
UNIFORMS & LAUNDRY	32	44	2,331	0.2	10,372	0.2					32
INTEREST - FLOOR PLANNING	33	07	112,047	9.3	570,535	13.7	72,871	392,635	39,176	177,900	33
MISCELLANEOUS EXPENSES	34	59	17,603	1.5	101,418	2.4	5,403	34,263	4,371	28,746	34
TOTAL SEMI-FIXED EXP. (LINES 20 THRU 34)	35		311,524	25.9	1,286,638	31.0	182,918	743,617	67,940	273,078	35
TOTAL DIRECT EXP. (LINES 5, 18 & 35)	36		578,112	48.1	2,393,881	57.6	283,140	1,127,042	126,548	489,478	36
DIRECT PROFIT (LINES 2 MINUS 36)	37		624,374	51.9	1,762,773	42.4	398,961	677,881	40,112	129,797	37
FIXED EXPENSES:	38										38
RENT	39	82	62,000	5.2	310,000	7.5	21,700	108,500	18,600	93,000	39
HEAT, LIGHT, POWER & WATER	40	81	3,809	0.3	23,156	0.6	1,333	8,104	1,143	6,947	40
REPAIRS & MAINT. - OWN & LEASED PROPERTY	41	84									41
DEPR. - BUILDINGS & IMPROV.	42	85									42
AMORT. - LEASEHOLD IMPROV.	43	83									43
OTH. DEPR. ASSETS - EXP.	44	50									44
SALARIES - OWNERS	45	21									45
COMP. - SUPERVISION	46	22	134,835	11.2	516,853	12.4	44,893	150,361	45,710	149,337	46
CONSULTING & MGMT. FEES	47	49	12,562	1.0	34,560	0.8	4,636	8,957	4,485	8,678	47
POSTAGE, STATIONERY & OFFICE SUPPLIES	48	52	19,109	1.6	27,204	0.7	6,271	9,369	5,925	8,147	48
TELEPHONE	49	53	4,692	0.4	18,463	0.4	1,642	6,462	1,408	5,539	49
REPAIRS & MAINT. - EQUIP.	50	63	22,503	1.9	81,864	2.0	7,876	25,694	6,751	22,024	50
DATA PROCESSING EXPENSES	51	51	63,276	5.3	212,267	5.1	22,146	73,998	18,983	63,427	51
EQUIPMENT RENTAL	52	62	37,336	3.1	189,640	4.6		2,826			52
DEPR. - EQUIP. & FIXTURES	53	61	2,500	0.2	19,300	0.5	2,500	14,880		2,040	53
INSURANCE - BLDGS. & IMPROV.	54	86									54
INSURANCE - OTHER	55	92			71,767	1.7		25,118		21,530	55
TRAVEL & ENTERTAINMENT	56	54,56	36,843	3.1	38,256	0.9	12,729	13,769	9,757	8,668	56
BAD DEBTS	57	96									57
PROFESSIONAL FEES	58	94	3,343	0.3	20,953	0.5	1,170	7,334	1,003	6,286	58
MEMBERSHIP, DUES & SUBSCRIPTIONS	59	55	8,766	0.7	40,474	1.0	3,068	14,094	2,630	12,081	59
CONTRIBUTIONS	60	95			3,000	0.1		1,050		900	60
REAL ESTATE TAXES	61	87									61
TAXES - OTHER	62	93	20,000	1.7	90,518	2.2	7,000	31,681	6,000	27,155	62
MORTGAGE INTEREST	63	88									63
MISCELLANEOUS EXPENSES	64	64	16,250	1.4	81,250	2.0	16,250	81,250			64
TOTAL FIXED EXP. (LINES 39 THRU 64)	65		447,824	37.2	1,779,525	42.8	153,214	583,447	122,395	435,759	65
TOTAL OPER. EXP. (LINES 5, 18 & 65)	66		1,025,936	85.3	4,173,406	100.4	436,354	1,710,489	248,943	925,237	66
NET OPERATING PROFIT (LINE 2 MINUS 66)	67		176,550	14.7	-16,752	-0.4	245,747	94,434	-82,283	-305,962	67
OTHER INCOME & (DED.) - NET	68		87,954	7.3	332,223	8.0					68
TOTAL NET PROFIT BEFORE BONUS & TAX (LINES 67 + 68)	69		264,504	22.0	315,471	7.6					69
OWNERS' BONUSES	70	9502	6		-2						70
OWNERS' LIFE INSUR. PREMIUMS	71	9504									71
EMPLOYEES' BONUSES	72	9522									72
TOTAL OTHER COMP. & LIFE INS. (LINES 70 THRU 72)	73		6		-2						73
NET PROFIT BEFORE TAXES (LINE 69 MINUS 73)	74		264,498	22.0	315,473	7.6					74
PROVISION FOR INC. TAX - CURR. YEAR	75	9702									75
NET PROFIT (LINE 74 MINUS 75)	76		264,498	22.0	315,473	7.6					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				
SALES	1		293,639	1,617,205	366,442	1,639,035	1			
OPERATING INCOME (PAGE 6)	2		216,407	1,125,753	137,318	606,703	2			
VARIABLE SELLING EXPENSE:	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			
TOTAL SELLING EXP. (LINES 4 THRU 8)	9						9			
EMPLOYMENT EXPENSES:	10						10			
SALARIES & WAGES - CLERICAL	11	23	7,920	37,589	11,081	49,520	11			
SALARIES & WAGES - OTHER	12	24	82,569	385,887			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	4,420	24,587	1,768	9,835	17			
TOTAL EMP. EXP. (LINES 11 THRU 17)	18		94,909	448,063	12,849	59,355	18			
SEMI-FIXED EXPENSES:	19						19			
COMEBACKS	20	41					20			
POLICY WORK	21	42	7,475	60,369	1,205	6,524	21			
TRAINING	22	45	274	1,725	80	636	22			
ADVERTISING	23	14	7,591	31,071	13,660	39,604	23			
SALES PROMOTION	24	15					24			
ADVERT. / COOP REIMBURSEMENT	25	16	()	()	()	()	25			
TRANSPORTATION CLAIMS	26	11					26			
DEMONSTRATOR VEHICLE EXP.	27	26					27			
COMPANY VEHICLES - EXPENSES	28	46	2,942	7,190		83	28			
VEHICLE LOANERS - EXPENSES	29	47	1,987	79,207			29			
FREIGHT, EXPRESS & CARTAGE	30	48	2,500	5,893	1,470	7,420	30			
SUPPLIES & SMALL TOOLS	31	43	11,322	-19,513		953	31			
UNIFORMS & LAUNDRY	32	44	2,331	10,372			32			
INTEREST - FLOOR PLANNING	33	07					33			
MISCELLANEOUS EXPENSES	34	59	2,861	13,528	4,968	24,881	34			
TOTAL SEMI-FIXED EXP. (LINES 20 THRU 34)	35		39,283	189,842	21,383	80,101	35			
TOTAL DIRECT EXPS. (LINES 9, 18 & 35)	36		134,192	637,905	34,232	139,456	36			
DIRECT PROFIT (LINE 2 MINUS 36)	37		82,215	487,848	103,086	467,247	37			
FIXED EXPENSES:	38						38			
RENT	39	82	15,500	77,500	6,200	31,000	39			
HEAT, LIGHT, POWER & WATER	40	81	952	5,789	381	2,316	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	15,127	74,493	29,105	142,662	46			
CONSULTING & MANAGEMENT FEES	47	49	3,441	16,925			47			
POSTAGE, STATIONERY & OFFICE SUPPLIES	48	52	4,938	6,920	1,975	2,768	48			
TELEPHONE	49	53	1,173	4,616	469	1,846	49			
REPAIRS & MAINT. - EQUIPMENT	50	63	5,626	26,805	2,250	7,341	50			
DATA PROCESSING EXPENSES	51	51	15,819	52,856	6,328	21,986	51			
EQUIPMENT RENTAL	52	62	18,836	94,314	18,500	92,500	52			
DEPRECIATION - EQUIP. & FIXTURES	53	61		1,700		680	53			
INSURANCE - BUILDINGS & IMPROV.	54	86					54			
INSURANCE - OTHER	55	92		17,942		7,177	55			
TRAVEL & ENTERTAINMENT	56	54, 56	10,290	12,115	4,067	3,704	56			
BAD DEBTS	57	96					57			
PROFESSIONAL FEES	58	94	836	5,238	334	2,095	58			
MEMBERSHIP, DUES & SUBSCRIPTIONS	59	55	2,191	10,272	877	4,027	59			
CONTRIBUTIONS	60	95		750		300	60			
REAL ESTATE TAXES	61	87					61			
TAXES - OTHER	62	93	5,000	22,630	2,000	9,052	62			
MORTGAGE INTEREST	63	88					63			
MISCELLANEOUS EXPENSES	64	64					64			
TOTAL FIXED EXP. (LINES 39 THRU 64)	65		99,729	430,865	72,486	329,454	65			
TOTAL OPER. EXP. (LINES 36 & 65)	66		233,921	1,068,770	106,718	468,910	66			
NET OPER. PROFIT (LINE 2 MINUS 66)	67		-17,514	56,983	30,600	137,793	67			
OTHER INCOME	68	ACCT.	CURR. MONTH	YEAR-TO-DATE	O	ACCT.	CURR. MONTH	YEAR-TO-DATE	68	
INTEREST EARNED	69	9101			T	INTEREST EXPENSE - OTHER	9402		-331	69
GAIN ON DISPOSAL OF ASSETS	70	9111			H	CREDIT CARD EXPENSE	9404			70
CASH DISCOUNTS EARNED	71	9131			E	BANK CHARGES	9406			71
	72				R	LOSS ON DISPOSAL OF ASSETS	9412			72
	73					CASH DISCOUNTS ALLOWED	9432			73
DUTY	74	9152	-396	-3,123	D	DUTY	9403			74
LICENSE & DOCUMENTARY FEES	75	9151	29,850	116,415	E	AMORT. - ORGANIZATION EXPENSE	9452			75
LEASE VEHICLES	76	9181			D	LEASE VEHICLES	9482			76
RENTAL VEHICLES	77	9183			U	RENTAL VEHICLES	9484			77
	78				C	CASUALTY LOSSES	9496			78
MISCELLANEOUS INCOME	79	9191 9193	58,500	218,600	T	MISCELLANEOUS DEDUCTIONS	9492			79
NON-TAXED SALES	80	9201			I	NON-TAXED SALES (CONTRA)	9202			80
LIFO Additions	81	9301 9303			N	LIFO Deductions	9501 9503			81
TOTAL (LINES 69 THRU 81)	82		87,954	331,892	S	TOTAL (LINES 69 THRU 81)			-331	82

GROSS PROFIT ANALYSIS



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WHOLE DOLLARS ONLY

	LINE	ACCT	CURRENT MONTH				YEAR-TO-DATE				LINE
			UNITS	SALES	GROSS	PNVR	UNITS	SALES	GROSS	PNVR	
NEW VEHICLES:											
CONTINENTAL GT V8	1	4126									1
CONTINENTAL GT V8 MULLINER	2	4184									2
CONTINENTAL GT (W12) MULLINER	3	4174	1	402,050	23,288	23,288	1	402,050	23,288	23,288	3
CONTINENTAL GT SPEED (W12)	4	4136	1	406,735	26,823	26,823	3	1,190,280	71,690	23,897	4
CONTINENTAL GT AZURE	5	4140					1	285,988	-14,992	-14,992	5
CONTINENTAL GT S	6	4142	1	378,305	24,981	24,981	1	378,305	24,981	24,981	6
FLYING SPUR V8	7	4172					1	332,860	19,068	19,068	7
FLYING SPUR HYBRID	8	4152									8
FLYING SPUR V8 MULLINER	9	4154	1	338,255	17,943	17,943	2	678,985	35,825	17,913	9
FLYING SPUR W12 MULLINER	10	4156									10
FLYING SPUR HYBRID MULLINER	11	4158									11
FLYING SPUR AZURE HYBRID	12	4162									12
FLYING SPUR AZURE V8	13	4164									13
FLYING SPUR S HYBRID	14	4166									14
FLYING SPUR S V-8	15	4168	2	746,066	77,236	38,618	4	1,386,066	83,306	20,827	15
FLYING SPUR SPEED	16	4111									16
CONTINENTAL GTC V8	17	4130									17
CONTINENTAL GTC V8 MULLINER	18	4160							-1,165		18
CONTINENTAL GTC W12 MULLINER	19	4109									19
CONTINENTAL GTC W12 SPEED	20	4134	1	375,530	-12,070	-12,070	1	375,530	-12,070	-12,070	20
CONTINENTAL GTC AZURE	21	4144					1	335,345	-11,177	-11,177	21
CONTINENTAL GTC S	22	4146									22
BENTAYGA V8	23	4176					2	545,101	14,580	7,290	23
BENTAYGA HYBRID	24	4178	1	300,095	29,932	29,932	2	515,095	15,298	7,649	24
BENTAYGA SPEED	25	4180	1	406,887	79,650	79,650	1	406,887	79,500	79,500	25
BENTAYGA AZURE	26	4122					1	238,689	-13,544	-13,544	26
BENTAYGA S	27	4124					2	613,665	17,751	8,876	27
BENTAYGA EWB	28	4138	2	657,459	-471	-236	2	657,459	-631	-316	28
BENTAYGA EWB AZURE	29	4170					2	518,931	-50,934	-25,467	29
SUBTOTAL BENTLEY (LINES 1 THRU 29)	30		11	4,011,382	267,312	24,301	27	8,861,236	280,774	10,399	30
BENTLEY - FLEET	31	4187									31
BENTLEY PROFICIENCY BONUS	32	9141			132,280	12,025			346,073	12,818	32
BENTLEY HOLDBACK	33	9143			85,458	7,769			168,035	6,224	33
BENTLEY TACTICAL INCOME	34	9147									34
F&I INCOME BENTLEY NEW VEHICLE	35	9160	21		118,481	10,771	55		241,179	8,933	35
OTHER INCOME BENTLEY NEW VEH.	36	9185									36
SERV. CONTRACTS BENTLEY NEW VEH.	37	9168			-1,425	-130	2		7,921	293	37
TOTAL BENTLEY (LINES 30 THRU 37)	38		11	4,011,382	602,106	54,737	27	8,861,236	1,043,982	38,666	38
OTHER MAKES RETAIL SALES	39	4191	4	1,133,637	71,767	17,942	22	7,649,502	653,340	29,697	39
RESERVE / HOLDBACK / BONUS - OTHER MAKES	40	9145									40
F&I INCOME - OTHER MAKES - NEW	41	9161	6		15,538	3,885	25		88,009	4,000	41
OTHER INCOME OTHER MAKES NEW VEH.	42	9187									42
SERVICE CONTRACTS - OTHER MAKES - NEW	43	9169	1		-7,310	-1,828	5		19,592	891	43
SUBTOTAL OTHER MAKES (LINES 39 THRU 43)	44		4	1,133,637	79,995	19,999	22	7,649,502	760,941	34,588	44
REPOSESSION LOSSES - NEW	45	9462									45
TOURIST COMMISSIONS	46	9174									46
TOTAL NEW VEHICLES (LINES 38 & 44 THRU 46)	47		15	5,145,019	682,101	45,473	49	16,510,738	1,804,923	36,835	47
TOTAL PERSONNEL EMPLOYED											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
TOTAL											67

GROSS PROFIT ANALYSIS



PAGE 5 WHOLE DOLLARS ONLY

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			-1,002		4	724,603	25,162	6,291	1
FLYING SPUR ALL	2	4330									2
CONTINENTAL GT CONVERTIBLE ALL	3	4204	1	206,708	20,661	20,661	2	427,708	43,808	21,904	3
MULSANNE ALL	4	4220									4
BENTAYGA ALL	5	4318	1	111,995	-6,682	-6,682	4	537,347	-27,240	-6,810	5
OTHER BENTLEY	6	4228									6
SUBTOTAL BENTLEY CPO (LINES 1 THRU 6)	7		2	318,703	12,977	6,489	10	1,689,658	41,730	4,173	7
PRE-OWNED VEHICLES RETAIL	8		UNITS	SALES	GROSS PROFIT	PNVR	UNITS	SALES	GROSS PROFIT	PNVR	8
CONTINENTAL GT ALL	9	4234					4	813,490	31,746	7,937	9
FLYING SPUR ALL	10	4332									10
CONTINENTAL GTC ALL	11	4240	2	441,581	21,648	10,824	7	1,347,465	70,217	10,031	11
MULSANNE ALL	12	4264									12
BENTAYGA ALL	13	4322	1	108,995	-9,285	-9,285	8	1,396,057	45,086	5,636	13
OTHER BENTLEY	14	4280									14
SUBTOTAL BENTLEY RETAIL (LINES 9 THRU 14)	15		3	550,576	12,363	4,121	19	3,557,012	147,049	7,739	15
BENTLEY DEMONSTRATORS	16	4189									16
RETAIL - OTHER MAKES BENTLEY FRAN.	17	4336									17
TOTAL BENTLEY PO RETAIL (LINES 7 & 15 THRU 17)	18		5	869,279	25,340	5,068	29	5,246,670	188,779	6,510	18
WHOLESALE - BENTLEY	19	4290	1	110,050	8,980	8,980	7	1,201,051	-29,956	-4,279	19
WHSL. - OTHER MAKES BENTLEY FRAN.	20	4334									20
INVENTORY ADJUSTMENTS - BENTLEY	21	5292									21
F&I INCOME - BENTLEY PO	22	9162	2		10,801	2,160	4		25,273	871	22
SERVICE CONTRACTS - BENTLEY PO	23	9171	2		7,402	1,480	8		28,328	977	23
REPOSESSION LOSSES - BENTLEY PO	24	9464			()				()		24
OTHER SALES & INCOME - BENTLEY	25	4998									25
TOTAL BENTLEY PO VEHS. (LINES 18 THRU 25)	26		6	979,329	52,523	8,754	36	6,447,721	212,424	5,901	26
RETAIL - OTHER MAKES OTHER FRANCHISE	27	4285	10	1,043,404	85,017	8,502	40	5,246,848	201,117	5,028	27
WHSL. - OTHER MAKES OTHER FRAN.	28	4291	9	737,700	-4,335	-482	36	4,013,724	41,484	1,152	28
INVENTORY ADJ. - OTHER MAKES	29	5260									29
F&I INCOME - OTHER MAKES PO	30	9164	16		26,655	2,666	50		127,354	3,184	30
SERVICE CONTRACTS - OTHER MAKES PO	31	9173	2		6,800	680	9		36,896	922	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				(419,934)				(2,058,992)		35
MEMO: RECONDITIONING - OTHER	36				()				()		36
TOTAL PRE-OWNED VEHS. (LINES 26 THRU 33)	37		25	2,760,433	166,660	6,666	112	15,708,293	619,275	5,529	37
TOTAL VEHICLES (PAGE 4 LINE 47 PLUS PAGE 5 LINE 37)	38		40	7,905,452	848,761	21,219	161	32,219,031	2,424,198	15,057	38

PRE-OWNED VEHICLES

14JUN24 14:22

CDK GLOBAL®

BENTLEY (PAGE 5) 01/24

GROSS PROFIT ANALYSIS



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WHOLE DOLLARS ONLY

			CURRENT MONTH				YEAR-TO-DATE				
SERVICE:	LINE	ACCT	ROs	SALES	GROSS	GP %	ROs	SALES	GROSS	GP %	LINE
MECH. LABOR - CUST. - BENTLEY	1	4401	37	73,348	63,086	86.01	224	533,903	459,762	86.11	1
MECH. LABOR - WARR. - BENTLEY	2	4403	44	21,261	16,896	79.47	165	80,684	64,474	79.91	2
MECHANICAL LABOR - BENTLEY SCHEDULED MAINTENANCE	3	4405									3
MECH. LABOR - CPO - BENTLEY	4	4407									4
MECH. LABOR - INTERNAL - BENTLEY	5	4409	31	46,638	38,892	83.39	122	172,074	141,949	82.49	5
UNAPPLIED SERV. LABOR - BENTLEY	6	5414									6
TOTAL MECHANICAL LABOR BENTLEY (LINES 1 THRU 6)	7		112	141,247	118,874	84.16	511	786,661	666,185	84.69	7
MECH. LABOR - CUST. - OTH. MAKES	8	4431	31	70,248	59,615	84.86	155	329,917	278,642	84.46	8
MECH. LABOR - WARR. - OTH. MAKES	9	4433	35	21,525	17,674	82.11	157	135,405	111,732	82.52	9
MECHANICAL LABOR - INTERNAL - OTHER MAKES	10	4435	28	38,249	29,378	76.81	153	130,934	101,937	77.85	10
UNAPPLIED SERVICE LABOR - OTHER MAKES	11	5416			(13,549)	-4.99			(70,852)	-5.12	11
TOTAL MECHANICAL (LINES 7 THRU 11)	12		206	271,269	211,992	78.15	976	1,382,917	1,087,644	78.65	12
OTHER SHOP MATERIAL / GAS, OIL & GREASE	13	4421, 4451		17,893	4,068	22.74		170,045	30,930	18.19	13
SUBLET REPAIRS - BENTLEY	14	4497		740				8,811	480	5.45	14
PAINT & BODY - BENTLEY	15	4597									15
SUBLET REPAIRS - OTHER MAKES	16	4498		3,737	347	9.29		55,432	6,699	12.09	16
PAINT & BODY - OTHER MAKES	17	4598									17
TOTAL SERVICE (LINES 12 THRU 17)	18		206	293,639	216,407	73.70	976	1,617,205	1,125,753	69.61	18
PARTS & ACCESSORIES:	19	ACCT	ROs	SALES	GROSS	GP %	ROs	SALES	GROSS	GP %	19
BENTLEY P&A - GEN'L. R.O. - CUST.	20	4701		40,730	19,811	48.64		382,287	185,460	48.51	20
BENTLEY P&A - GEN'L. R.O. - WARR.	21	4703		20,339	9,123	44.85		68,518	28,820	42.06	21
BENTLEY P&A GENERAL R.O. - BENTLEY SCHED. MAINT.	22	4705									22
BENTLEY P&A - GEN'L. R.O. - CPO	23	4707									23
BENTLEY P&A - GEN'L. R.O. - INTERNAL	24	4709		27,292	8,255	30.25		156,688	51,771	33.04	24
BENTLEY P&A - P&B R.O. - CUST.	25	4741									25
BENTLEY P&A - P&B R.O. - WARR.	26	4743									26
BENTLEY P&A - P&B R.O. - CPO	27	4747									27
BENTLEY P&A - P&B R.O. - INTERNAL	28	4749									28
BENTLEY BRANDED GOODS	29	4771									29
BENTLEY P&A - COUNTER - RETAIL	30	4775	28	4,883	1,315	26.93	132	48,407	10,535	21.76	30
BENTLEY P&A - COUNTER - WHSL.	31	4777	34	126,273	46,310	36.67	171	372,420	136,432	36.63	31
BENTLEY TIRES - GENERAL R.O.	32	4787		11,519	2,180	18.93		71,106	13,682	19.24	32
BENTLEY P&A - COUNTER - PAINT & BODY	33	4779									33
BENTLEY INV. ADJ. - NEW P&A	34	5791			-2,235	-0.61			-13,090	-0.80	34
BENTLEY INV. ADJUSTMENTS - NEW BRANDED GOODS	35	5792									35
TOT. BENTLEY P&A (LINES 20 THRU 35)	36			231,036	84,759	36.69		1,099,426	413,610	37.62	36
OTH. P&A GEN'L. / P&B R.O. - CUST.	37	4731, 4761		39,425	20,976	53.20		203,855	98,367	48.25	37
OTH. P&A GEN'L. / P&B R.O. - WARR.	38	4733, 4763		17,985	6,064	33.72		83,553	26,327	31.51	38
OTH. P&A GEN'L. / P&B R.O. - INTERNAL	39	4735, 4765		19,858	4,905	24.70		59,720	14,089	23.59	39
OTH. P&A COUNTER RTL / WHLS.	40	4781, 4783, 4785	26	40,702	17,777	43.68	150	130,142	43,524	33.44	40
OTHER TIRES - GENERAL R.O.	41	4789		17,436	2,837	16.27		62,339	10,786	17.30	41
OTHER INV. ADJ. - PARTS & ACC.	42	5795									42
OTHER SALES & INCOME	43	4999									43
TOTAL PARTS & ACC. (LINES 36 THRU 43)	44			366,442	137,318	37.47		1,639,035	606,703	37.02	44
TOTAL SERV., P&B, PARTS & ACC. (LINES 18 & 44)	45			660,081	353,725	53.59		3,256,240	1,732,456	53.20	45
OTHER DEPARTMENTS	46	4997									46
GRAND TOTAL (PAGE 5 LINE 38 PLUS PAGE 6 LINES 45 & 46)	47			8,565,533	1,202,486	14.04		35,475,271	4,156,654	11.72	47

DEALERSHIP STATISTICS

S E R V I C E S	VEHICLE ATTENDANCE				LABOR RATES				SOLD HOURS			
	SERVICE MTD	SERVICE YTD	P&B MTD	P&B YTD	CUSTOMER	BENTLEY	OTHER	CUSTOMER	BENTLEY MTD	BENTLEY YTD	OTHER MTD	OTHER YTD
	BENTLEY											
OTHER												
TOTAL												

PRODUCTIVE WORK BAYS		
BENTLEY	OTHER	TOTAL

WORKSHOP ANALYSIS			
SERVICE MTD	SERVICE YTD	P&B MTD	P&B YTD
BENTLEY AVAIL. HRS.			
OTHER AVAIL. HRS.			
BENTLEY PROD. HRS.			
OTHER PROD. HRS.			
BENTLEY FLAT RATE HRS.			
OTH. FLAT RATE HRS.			