

GENERAL MOTORS DEALER OPERATING REPORT

LN	INPUT METHOD / DEALER SYSTEM PROVIDER	DEALER NAME	GEMINI MOTORS NJ LLC DBA BUICK GMC OF MAHWAH	LN
1				1
2	DEALER "BAC" CODE	ADDRESS	386 ROUTE 17 SOUTH	2
3	317965	CITY & STATE	MAHWAH, NJ	3
4	FROM 01 JAN 2024			4
5	THRU 31 OCT 2024			5
6	ASSETS		LIABILITIES	
7	CASH ON HAND	NO. 200	AMOUNT 1,782	
8	CASH IN BANK	202	1,274,637	
9	CONTRACTS IN TRANSIT	205	950,793	
10	SECURITIES	260		
11				
12	TOTAL CASH AND CONTRACTS		2,227,212	
13	NET CUSTOMER RECEIVABLES	From PG 7	-18,866	
14	FACTORY RECEIVABLES	261	333,464	
15	DUE FROM FINANCE COMPANIES	262	66,036	
16	WARRANTY CLAIMS	263	60,502	
17	INSURANCE COMMISSIONS RECEIVABLE	264		
18				
19	TOTAL RECEIVABLES	UNITS	441,136	
20	DEMONSTRATORS	230		
21	NEW CARS	231		
22	NEW TRUCKS	93	5,124,571	
23	NEW MD TRUCKS	235		
24	OTHER AUTOMOTIVE	238		
25	USED CARS	240		
26	USED TRUCKS	48	1,192,689	
27	PARTS & ACCESSORIES	242	274,158	
28	TIRES	243	4,742	
29	GAS, OIL, & GREASE	244		
30	PAINT & BODY SHOP MATERIALS	245		
31	SUBLET REPAIRS	246	-20,292	
32	WORK IN PROCESS - LABOR	247	17	
33	OTHER	252		
34	MISC. ASSETS RECEIVED IN TRADE	258		
35	LIFO RESERVE	Ttl. Res	200,902	
36	TOTAL INVENTORIES		6,374,983	
37	PREPAID EXPENSES	TAXES 270	206,339	
38		INSURANCE 271		
39		OTHER 274	16,066	
40	TOTAL CURRENT ASSETS		9,265,736	
41	DRIVER TRAINING - C + T	275		
42	LEASE & RENTAL - C + T	277		
43	L&R ACCUMULATED DEPR.			
44	TOTAL CURRENT & WORKING ASSETS		9,265,736	
45	FIXED ASSETS			
46	ACCOUNT	COST	ACCUM DEP	
47	LAND			280
48	BLDG'S. & IMP.	1,400,000	-115,169	281/351 1,284,831
49	LEASE HOLDS			286/356
50	IT - HARDWARE			287/357
51	IT - SOFTWARE			288/358
52	M&S EQUIPMENT	225,635	-180,638	282/352 44,997
53	P&A EQUIP.			283/353
54	FURNITURE & FIXTURES	72,118	-72,118	284/254
55	COMPANY VEH.	228,402	-51,222	285/355 177,180
56	OTHER FIXED ASSETS			289/359
57	TOTALS	1,926,155	-419,147	1,507,008
58	*MEMO: CO VEHICLES - CARS			
59				TRUCKS 2
60	LIFE INSURANCE - CASH VALUE			291
61	NOTES & ACCOUNTS RECEIVABLE - OFFICERS			293
62	NOTES & ACCOUNTS RECEIVABLE - OTHER			294
63	OTHER INVESTMENTS & MISC. ASSETS			296 386,388
64	TOTAL OTHER ASSETS			386,388
65	TOTAL ASSETS			11,159,132
7	CASH IN BANK CREDIT BALANCE	202		
8	ACCOUNTS PAYABLE - TRADE CREDITORS	300	461,048	
9	ACCOUNTS RECEIVABLE CREDIT BALANCE	220		
10	CUSTOMER DEPOSITS	220		
11	WARRANTY CLAIMS ADVANCE	305		
12	NOTES PAYABLE - NEW VEHICLES & DEMOS	310	6,051,383	
13	*MEMO: DELAYED PAYMENT - ACCT. 310			
14				
15	NOTES PAYABLE - USED VEHICLES	311	950,295	
16	NOTES PAYABLE - LEASE & RENTAL UNITS	312		
17	NOTES PAYABLE - OTHER	314		
18				
19	INTEREST PAYABLE	320	34,415	
20	SALARIES, WAGES & COMMISSIONS PAYABLE	321	78,131	
21	INSURANCE PAYABLE	322		
22	PAYROLL TAXES PAYABLE	323	8,170	
23	SALES TAXES PAYABLE	324	141,560	
24	OTHER TAXES PAYABLE	325	4,418	
25	INCOME TAXES PAYABLE	327		
26	EMPLOYEES INCENTIVES / BONUS PAYABLE	328		
27	OWNER'S BONUS PAYABLE	329		
28	RETIREMENT BENEFITS PAYABLE	330		
29	OTHER PAYABLES	331	201,651	
30	TOTAL CURRENT LIABILITIES		7,931,071	
31	RESERVES & DEFERRALS	332		
32				
33	NOTES PAYABLE - CAPITAL LOANS	334	1,409,527	
34	OTHER NOTES & CONTRACTS	336	8,716	
35	DEFERRED TAXES	333		
36	TOTAL		9,349,314	
37	OTHER NOTES - OWNERS	337		
38	MORTGAGES PAYABLE & FACILITY RELATED LOANS	335		
39	NOTES PAYABLE - AFFILIATED COMPANIES	338		
40				
41				
42	TOTAL LIABILITIES		9,349,314	
43	CORPORATION TYPE		3	
44	NET WORKING CAPITAL	NWC ACTUAL (CA-CL)	1,535,567	
45		NWC STANDARD	1,098,000	
46		LEVERAGE LT Debt / Net Worth	0.78	
47	PROFIT OR LOSS SUMMARY			Leverage Std. <= 1.00
48	TOT. NEW	RTL. NEW	RTL. USED	PROFIT/LOSS
49	58	58	33	123,668
50	50	50	21	18,668
51	54	54	42	53,489
52	43	43	35	-16,053
53	45	45	31	3,558
54	25	25	24	-164,299
55	55	55	28	104,083
56	63	63	32	105,071
57	44	44	40	41,140
58	51	51	28	27,379
59				
60				
61				
62	488	488	314	296,704
63	PROFIT OR LOSS			399 296,703
64	TOTAL NET WORTH			1,809,818
65	TOTAL LIABILITIES & NET WORTH			11,159,132

TOTAL OPERATION EXPENSE ANALYSIS

LN NO	TOTAL INCOME & EXPENSE		TOTAL DEALERSHIP						VARIABLE OPERATIONS			FIXED OPERATIONS			LN NO			
			MONTH	PER RLT VEH	% OF SALES	YEAR-TO-DATE	PER RLT VEH	% OF SALES	MONTH	YEAR-TO-DATE	MONTH	YEAR-TO-DATE						
1	NET SALES		4,429,855	56074		43,923,900	54768		4,089,317		40,819,761	340,538		3,104,139	1			
2	GROSS PROFIT / INCOME		379,554	4804	8.57	4,296,871	5358	9.78	212,462	5	2,616,271	6	167,092	49	1,680,600	54		
3	V S	EXPENSES	NO.													3		
4	A E	VEH. SLSPL. COMP. & OTHER	11	47,256	12.5	598	533,098	12.4	665	47,256	22	533,098	20			4		
5	R L	DELIVERY EXPENSE	13	11,492	3.0	145	165,391	3.8	206	11,492	5	165,391	6			5		
6	B N	POLICY WORK - VEHICLES	15	52,166	13.7	660	118,171	2.8	147	52,166	25	118,171	5			6		
7	L G	TOTAL VARIABLE		110,914	29.2	1,404	816,660	19.0	1,018	110,914	52	816,660	31			7		
8	P E R S O N N E L	SALARIES - OWNERS / EXEC. MNGRS.	20	26,585	7.0	60	262,581	6.1	60	18,790	9	190,172	7	7,795	5	72,409	4	
9		SALARIES - SUPERVISION	21	41,196	10.9	93	477,443	11.1	109	31,146	15	319,088	12	10,050	6	158,355	9	
10		SALARIES - CLERICAL	22															
11		OTHER SALARIES & WAGES	23	78,798	20.8	178	692,436	16.1	158	15,504	7	138,132	5	63,294	38	554,304	33	
12		ABSENTEE COMPENSATION	24	4,895	1.3	11	61,938	1.4	14					4,895	3	61,938	4	
13		INCENTIVES - SUPERVISION	26	19,580	5.2	44	194,764	4.5	44	19,580	9	194,764	7					
14		TAXES - PAYROLL	25	19,230	5.1	43	227,513	5.3	52	10,192	5	120,582	5	9,038	5	106,931	6	
15		EMPLOYEE BENEFITS	27	9,989	2.6	23	105,551	2.5	24	-2,361	-1	-686		12,350	7	106,237	6	
16		RETIREMENT BENEFITS	29															
17		TOTAL PERSONNEL		200,273	52.8	452	2,022,226	47.1	460	92,851	44	962,052	37	107,422	64	1,060,174	63	
18		S E M I - F I X E D	COMPANY VEHICLE EXPENSE	51	3,340	0.9	8	39,251	0.9	9	1,960	1	24,760	1	1,380	1	14,491	1
19			OFFICE SUPPLIES & EXPENSE	60	621	0.2	1	15,120	0.4	3	329		9,155		292		5,965	
20			OTHER SUPPLIES	61	1,848	0.5	4	33,638	0.8	8			662		1,848	1	32,976	2
21			E-COMMERCE AD. / FEES	63														
22			ADVERTISING	65	83,725	22.1	189	835,104	19.4	190	63,324	30	633,974	24	20,401	12	201,130	12
23			ADVERTISING REBATES	64	-37,303	-9.8	-84	-345,549	-8.0	-79	-36,977	-17	-334,514	-13	-326		-11,035	-1
24			CONTRIBUTIONS	66	390	0.1	1	5,149	0.1	1	390		4,985				164	
25	POLICY WORK - PARTS & SERVICE		67	7,099	1.9	16	20,365	0.5	5					7,099	4	20,365	1	
26	INFO. TECHNOLOGY SERVICES		68	25,263	6.7	57	229,839	5.3	52	12,960	6	122,428	5	12,303	7	107,411	6	
27	OUTSIDE SERVICES (OTHER)		69	64,626	17.0	146	646,657	15.0	147	32,664	15	320,486	12	31,962	19	326,171	19	
28	TRAVEL & ENTERTAINMENT		70	2,519	0.7	6	15,694	0.4	4	1,335	1	8,318		1,184	1	7,376		
29	MEMBERSHIP DUES & PUBS.		71	4,884	1.3	11	59,408	1.4	14	3,345	2	33,662	1	1,539	1	25,746	2	
30	LEGAL & AUDITING EXPENSE		72	5,664	1.5	13	37,876	0.9	9	3,002	1	20,772	1	2,662	2	17,104	1	
31	TELEPHONE		74	2,473	0.7	6	22,366	0.5	5	1,311	1	11,854		1,162	1	10,512	1	
32	TRAINING EXPENSE		75	1,630	0.4	4	33,806	0.8	8	721		20,675	1	909	1	13,131	1	
33	INTEREST - FLOORPLAN		76	34,315	9.0	77	375,140	8.7	85	34,315	16	375,140	14					
34	INTEREST - FLOORPLAN CREDIT		78	-60,437	-15.9	-136	-516,000	-12.0	-117	-60,437	-28	-516,000	-20					
35	INTEREST - NOTES PAY. (OTHER)	79																
36	INSURANCE - INVENTORY	56																
37	BAD DEBT EXPENSE	57																
38	FREIGHT, POSTAGE & SHIPPING	33	3,264	0.9	7	35,631	0.8	8	1,267	1	17,896	1	1,997	1	17,735	1		
39	MISCELLANEOUS EXPENSE	77																
40	TOTAL SEMI-FIXED		143,921	37.9	325	1,543,495	35.9	351	59,509	28	754,253	29	84,412	51	789,242	47		
41	R E N T	RENT	80	36,666	9.7	83	366,666	8.5	83	19,433	9	194,333	7	17,233	10	172,333	10	
42		AMORTIZATION - LEASEHOLDS	81															
43		REPAIRS - REAL ESTATE	82	5,885	1.6	13	62,528	1.5	14	3,119	1	24,773	1	2,766	2	37,755	2	
44		DEPR. BLDGS. & IMPROVEMENTS	83															
45		TAXES - REAL ESTATE	84	8,661	2.3	20	87,579	2.0	20	4,590	2	46,417	2	4,071	2	41,162	2	
46		INSURANCE BLDGS. & IMPROV.	85															
47		INTEREST - MORTGAGES	86	7,882	2.1	18	88,670	2.1	20	4,177	2	46,995	2	3,705	2	41,675	2	
48		UTILITIES	87	4,621	1.2	10	56,891	1.3	13	2,449	1	30,152	1	2,172	1	26,739	2	
49		E SUB-TOTAL RENT & RENT EQUIV.		63,715	16.8	144	662,334	15.4	151	33,768	16	342,670	13	29,947	18	319,664	19	
50		D	INSURANCE OTHER	88	12,349	3.3	28	103,309	2.4	24	6,545	3	54,754	2	5,804	3	48,555	3
51	TAXES - OTHER		89	-47,981	-12.6	-108	-47,981	-1.1	-11	-25,430	-12	-25,430	-1	-22,551	-13	-22,551	-1	
52	REPAIRS - EQUIPMENT		90				13,006	0.3	3			2,865				10,141	1	
53	DEPRECIATION - EQUIPMENT		91	10,121	2.7	23	79,551	1.9	18	5,364	3	42,162	2	4,757	3	37,389	2	
54	EQUIPMENT RENTAL	92	378	0.1	1	2,076			200		1,100		178		976			
55	TOTAL FIXED		38,582	10.2	87	812,295	18.9	185	20,447	10	418,121	16	18,135	11	394,174	23		
56	TOTAL FIXED OVERHEAD		382,776	100.8	864	4,378,016	101.9	997	172,807	81	2,134,426	82	209,969	126	2,243,590	133		
57	TOTAL EXPENSES (INCL. PRO OF G&A)		493,690	130.1	1,114	5,194,676	120.9	1,183	283,721	134	2,951,086	113	209,969	126	2,243,590	133		
58	OPERATING PROFIT OR LOSS		-114,136	-30.1	-258	-897,805	-20.9	-204	-71,259	-34	-334,815	-13	-42,877	-26	-562,990	-33		
59	T	NET ADDITIONS & DEDUCTIONS		141,515	37.3	319	1,194,508	27.8	272									
60	O	NET PROFIT OR LOSS BEFORE BONUS & INC. TAX		27,379	7.2	62	296,703	6.9	68									
61	T	BONUSES - EMPLOYEES	97															
62	A	BONUSES - OWNERS	98															
63	L	NET PROFIT OR LOSS BEFORE INCOME TAXES		27,379	7.2	62	296,703	6.9	68									
64		INCOME TAXES	99															
65		NET PROFIT OR LOSS AFTER INCOME TAXES		27,379	7.2	62	296,703	6.9	68									

VARIABLE OPERATIONS - DEPARTMENT PROFITABILITY

LN NO		NEW VEHICLE DEPT. (01)				USED VEHICLE DEPT. (02)				LEASE & RENTAL DEPT. (03)				FIN. & INS. & PROT. PLANS INCOME (04)		LN NO	
		MONTH		YEAR-TO-DATE		MONTH		YEAR-TO-DATE		MONTH		YEAR-TO-DATE		MONTH	YTD		
1	NET SALES	2,782,642	%	27,420,208	%	1,100,411	%	11,425,419	%		%		%	206,264	1,974,134	1	
2	GROSS PROFIT / INCOME	33,753	1	842,798	3	50,466	5	436,072	4					128,243	1,337,401	2	
3	EXPENSES	After Trsf-->	%	After Trsf-->	%	After Trsf-->	%	After Trsf-->	%	After Trsf-->	%	After Trsf-->	%			3	
4	VEH. SLSPL. COMP. & OTHER	11	33,289	29	381,447	22	13,967	15	151,651	17					653	782	4
5	DELIVERY EXPENSE	13	3,735	3	56,633	3	7,757	8	108,758	12							5
6	POLICY WORK - VEHICLES	15	45,747	39	71,369	4	6,419	7	46,802	5					499	483	6
7	TOTAL VARIABLE		82,771	71	509,449	29	28,143	29	307,211	35							7
8	SALARIES - OWNERS / EXEC. MNGRS.	20	15,473	13	159,360	9	3,317	3	30,812	4					229	149	8
9	SALARIES - SUPERVISION	21	15,573	13	159,544	9	15,573	16	159,544	18							9
10	SALARIES - CLERICAL	22															10
11	OTHER SALARIES & WAGES	23	10,720	9	87,012	5	4,784	5	51,120	6							11
12	ABSENTEE COMPENSATION	24															12
13	INCENTIVES - SUPERVISION	26	9,790	8	97,257	6	9,790	10	97,507	11							13
14	TAXES - PAYROLL	25	6,346	5	75,079	4	3,846	4	45,503	5							14
15	EMPLOYEE BENEFITS	27	-1,470	-1	-427		-891	-1	-259								15
16	RETIREMENT BENEFITS	29															16
17	TOTAL PERSONNEL		56,432	49	577,825	33	36,419	38	384,227	44							17
18	COMPANY VEHICLE EXPENSE	51	1,560	1	19,096	1	400		5,664	1							18
19	OFFICE SUPPLIES & EXPENSE	60	205		5,250		124		3,905								19
20	OTHER SUPPLIES	61			187				475								20
21	E-COMMERCE ADVERTISING / FEES	63															21
22	ADVERTISING	65	39,605	34	384,863	22	23,719	25	249,111	28							22
23	ADVERTISING REBATES	64	-36,838	-32	-329,818	-19	-139		-4,696	-1				54	113		23
24	CONTRIBUTIONS	66	250		2,905		140		2,080								24
25	POLICY WORK - PARTS & SERVICE	67															25
26	INFORMATION TECH. SERVICES	68	7,812	7	73,810	4	5,148	5	48,618	6							26
27	OUTSIDE SERVICES (OTHER)	69	20,251	17	199,529	11	12,413	13	120,957	14							27
28	TRAVEL & ENTERTAINMENT	70	831	1	5,179		504	1	3,139								28
29	MEMBERSHIP DUES & PUBS	71	2,371	2	20,825	1	974	1	12,837	1							29
30	LEGAL & AUDITING EXPENSE	72	1,869	2	13,048	1	1,133	1	7,724	1							30
31	TELEPHONE	74	816	1	7,381		495	1	4,473	1							31
32	TRAINING EXPENSE	75	449		11,205	1	272		9,470	1							32
33	INTEREST - FLOORPLAN	76	28,638	25	298,865	17	5,677	6	76,275	9							33
34	INTEREST - FLOORPLAN CREDIT	78	-60,437	-52	-516,001	-30			1					-624	-445		34
35	INTEREST - NOTES PAY. (OTHER)	79															35
36	INSURANCE - INVENTORY	56															36
37	BAD DEBT EXPENSE	57															37
38	FREIGHT, POSTAGE & SHIPPING	33	789	1	11,143	1	478		6,753	1							38
39	MISCELLANEOUS EXPENSE	77															39
40	TOTAL SEMI-FIXED		8,171	7	207,467	12	51,338	53	546,786	63							40
41	RENT	80	12,100	10	121,000	7	7,333	8	73,333	8							41
42	AMORTIZATION - LEASEHOLDS	81															42
43	REPAIRS - REAL ESTATE	82	1,942	2	15,452	1	1,177	1	9,321	1							43
44	DEPR. BLDGS. & IMPROVEMENTS	83															44
45	TAXES - REAL ESTATE	84	2,858	2	28,901	2	1,732	2	17,516	2							45
46	INSURANCE BLDGS. & IMPROV.	85															46
47	INTEREST - MORTGAGES	86	2,601	2	29,261	2	1,576	2	17,734	2							47
48	UTILITIES	87	1,525	1	18,774	1	924	1	11,378	1							48
49	SUB-TOTAL RENT & RENT EQUIV.		21,026	18	213,388	12	12,742	13	129,282	15							49
50	INSURANCE OTHER	88	4,075	4	34,092	2	2,470	3	20,662	2							50
51	TAXES OTHER	89	-15,834	-14	-15,834	-1	-9,596	-10	-9,596	-1							51
52	REPAIRS - EQUIPMENT	90			1,784				1,081								52
53	DEPRECIATION - EQUIP.	91	3,340	3	26,252	2	2,024	2	15,910	2							53
54	EQUIPMENT RENTAL	92	125		685		75		415								54
55	TOTAL FIXED		12,732	11	260,367	15	7,715	8	157,754	18							55
56	TOTAL FIXED OVERHEAD		77,335	67	1,045,659	60	95,472	99	1,088,767	125							56
57	TOTAL EXPENSES		160,106	138	1,555,108	89	123,615	128	1,395,978	160							57
58	DEPARTMENT PROFIT OR LOSS		-126,353	-109	-712,310	-41	-73,149	-76	-959,906	-110							58
59	F&I PROT. PLAN INCOME TRANSFER		82,472	71	898,988	52	45,771	48	438,413	50				-128,243	-1,337,401		59
60	PRORATION OF G&A																60
61	DEPT. PROFIT OR LOSS AFTER TRSF. & PRORATION		-43,881	-38	186,678	11	-27,378	-28	-521,493	-60							61
62	ADDITIONS TO INCOME		MONTH	Y-T-D			DEDUCTIONS FROM INCOME		MONTH	Y-T-D							62
63	BAD DEBTS RECOVERED	902					LIFO ADJUSTMENT		952								63
64	CASH DISCOUNTS EARNED	903					CASH DISCOUNTS ALLOWED		953								64
65	OTHER INCOME	905	552		12,756		OTHER DEDUCTIONS		955	13,045			112,311				65
66	GM REIMBURSEMENTS	909	92,484		659,553												66
67	DOCUMENT HANDLING FEES	910	61,523		634,509												67
68	AMOUNT TO BALANCE		1		1		NET ADDITIONS & DEDUCTIONS		141,515	1,194,508							68

FIXED OPERATIONS - DEPARTMENT PROFITABILITY

LN NO		MECHANICAL DEPT. (05)				BODY SHOP DEPT. (06)				PARTS & ACCESSORIES DEPT. (07)				GENERAL & ADMINISTRATIVE (09)		LN NO			
		MONTH	% Gr	YEAR-TO-DATE	% Gr	MONTH	% Gr	YEAR-TO-DATE	% Gr	MONTH	% Gr	YEAR-TO-DATE	% Gr	MONTH	% Gr		YEAR-TO-DATE	% Gr	
1	NET SALES	188,438	70	1,681,530	67					152,100	23	1,422,609	39						
2	GROSS PROFIT / INCOME	132,240	70	1,124,628	67					34,852	23	555,972	39						
3	EXPENSES																		
4	VEH. SLSPL. COMP. & OTHER	11																	
5	DELIVERY EXPENSE	13																	
6	POLICY WORK - VEHICLES	15																	
7	TOTAL VARIABLE	After Trsf -->	% Gr	After Trsf -->	% Gr	After Trsf -->	% Gr	After Trsf -->	% Gr	After Trsf -->	% Gr	After Trsf -->	% Gr	After Trsf -->	% Gr	After Trsf -->	% Gr	After Trsf -->	% Gr
8	SALARIES - OWNERS / EXEC. MGRS.	20		5,473	4	50,840	4			2,322	11	21,569	5						
9	SALARIES - SUPERVISION	21		5,450	4	69,916	6			4,600	21	88,439	20						
10	SALARIES - CLERICAL	22																	
11	OTHER SALARIES & WAGES	23		51,885	36	486,592	39			11,409	52	67,712	15						
12	ABSENTEE COMPENSATION	24		4,895	3	61,938	5												
13	INCENTIVES - SUPERVISION	26																	
14	TAXES - PAYROLL	25		6,346	4	75,079	6			2,692	12	31,852	7						
15	EMPLOYEE BENEFITS	27		12,974	9	105,620	9			-624	-3	617							
16	RETIREMENT BENEFITS	29																	
17	TOTAL PERSONNEL			87,023	60	849,985	69			20,399	93	210,189	47						
18	COMPANY VEHICLE EXPENSE	51		1,100	1	10,526	1			280	1	3,965	1						
19	OFFICE SUPPLIES & EXPENSE	60		205		4,424				87		1,541							
20	OTHER SUPPLIES	61		1,724	1	30,734	2			124	1	2,242	1						
21	E-COMMERCE ADVERTISING / FEES	63																	
22	ADVERTISING	65		12,660	9	116,597	9			7,741	35	84,533	19						
23	ADVERTISING REBATES	64		-229		-7,748	-1			-97		-3,287	-1						
24	CONTRIBUTIONS	66				164													
25	POLICY WORK - PARTS & SERVICE	67		5,685	4	18,414	1			1,414	6	1,951							
26	INFO. TECHNOLOGY SERVICES	68		7,073	5	68,345	6			5,230	24	39,066	9						
27	OUTSIDE SERVICES (OTHER)	69		23,296	16	238,713	19			8,666	40	87,458	20						
28	TRAVEL & ENTERTAINMENT	70		831	1	5,179				353	2	2,197							
29	MEMBERSHIP DUES & PUBS.	71		1,115	1	18,111	1			424	2	7,635	2						
30	LEGAL & AUDITING EXPENSE	72		1,869	1	12,009	1			793	4	5,095	1						
31	TELEPHONE	74		816	1	7,381	1			346	2	3,131	1						
32	TRAINING EXPENSE	75		719		11,262	1			190	1	1,869							
33	INTEREST - FLOORPLAN	76																	
34	INTEREST - FLOORPLAN CREDIT	78																	
35	INTEREST - NOTES PAYABLE (OTHER)	79																	
36	INSURANCE - INVENTORY	56																	
37	BAD DEBT EXPENSE	57																	
38	FREIGHT, POSTAGE & SHIPPING	33		788	1	11,143	1			1,209	6	6,592	1						
39	MISCELLANEOUS EXPENSE	77																	
40	TOTAL SEMI-FIXED			57,652	40	545,254	44			26,760	122	243,988	55						
41	RENT	80		12,100	8	121,000	10			5,133	23	51,333	12						
42	AMORTIZATION - LEASEHOLDS	81																	
43	REPAIRS - REAL ESTATE	82		1,942	1	31,287	3			824	4	6,468	1						
44	DEPR. BLDGS. & IMPROVEMENTS	83																	
45	TAXES - REAL ESTATE	84		2,858	2	28,901	2			1,213	6	12,261	3						
46	INSURANCE BLDGS. & IMPROVEMENTS	85																	
47	INTEREST - MORTGAGES	86		2,601	2	29,261	2			1,104	5	12,414	3						
48	UTILITIES	87		1,525	1	18,774	2			647	3	7,965	2						
49	SUB-TOTAL RENT & RENT EQUIVALENT			21,026	14	229,223	19			8,921	41	90,441	20						
50	INSURANCE OTHER	88		4,075	3	34,092	3			1,729	8	14,463	3						
51	TAXES - OTHER	89		-15,834	-11	-15,834	-1			-6,717	-31	-6,717	-2						
52	REPAIRS - EQUIPMENT	90				9,384	1					757							
53	DEPRECIATION - EQUIPMENT	91		3,340	2	26,252	2			1,417	6	11,137	3						
54	EQUIPMENT RENTAL	92		125		685				53		291							
55	TOTAL FIXED			12,732	9	283,802	23			5,403	25	110,372	25						
56	TOTAL FIXED OVERHEAD			157,407	108	1,679,041	136			52,562	240	564,549	127						
57	TOTAL EXPENSES			157,407	108	1,679,041	136			52,562	240	564,549	127						
58	DEPARTMENT PROFIT OR LOSS			-25,167	-17	-554,413	-45			-17,710	-81	-8,577	-2						
59	CUSTOMER PARTS GROSS TRANSFER			12,962	9	113,182	9			-12,962	-59	-113,182	-26						
60	PRORATION OF G&A																		
61	DEPT. PROFIT OR LOSS AFTER TRSF. & PRORATION			-12,205	-8	-441,231	-36			-30,672	-140	-121,759	-27						
62	SERVICE CUST POSTED LABOR RATES			CARS & LD TRKS		MD TRKS		OTHER POSTED LABOR RATES		MECHANICAL		BODY SHOP							
63	CUSTOMER LABOR	46XA		179.95		179.95		WARRANTY		172.82									
64	EXTENDED SERVICE CONTRACT LABOR	46XB		179.95		179.95		INTERNAL		179.95									
65	QUICK SERVICE / GOODWRENCH LABOR	46XC		179.95		179.95		BODY SHOP - PAINT LABOR											
66								BODY SHOP - BODY LABOR											

LN NO	VARIABLE OPERATIONS	ACCT	MONTH					YEAR-TO-DATE					LN NO
			UNITS SOLD	SALES	COST-OF-SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST-OF-SALES	GROSS PROFIT	PER UNIT SOLD	
1	IMPALA	400A											1
2	DO NOT USE	401A											2
3	DO NOT USE	402A											3
4	SS	403A											4
5	MALIBU	404A											5
6	CAMARO	405A											6
7	DO NOT USE	406A											7
8	CORVETTE	407A											8
9	NEW SPARK	408A											9
10	DO NOT USE	409A											10
11	DO NOT USE	410A											11
12	CRUZE	411A											12
13	CARS VOLT	412A											13
14	SONIC	413A											14
15	BOLT	414A											15
16	DO NOT USE	415A											16
17	DO NOT USE	416A											17
18	OTHER CHEVY CAR	417A											18
19	OTHER CHEVY CAR	418A											19
20	TOTAL NEW CARS RETAIL												20
21	MEMO* e-CAR SALES this Page	419A											21
22	TOTAL CAR FLT GOV	FROM FLT PG											22
23	TOTAL CAR INTERNAL this Page	421A											23
24	TOTAL NEW CARS												24
25	DO NOT USE	423A											25
26	DO NOT USE	424A											26
27	EXPRESS	425A											27
28	SILVERADO HD	426A											28
29	BLAZER	427A											29
30	NEW COLORADO	428A											30
31	DO NOT USE	429A											31
32	TRUCKS SILVERADO LD	430A											32
33	TAHOE	431A						3	118,493	115,377	3,116	1,039	33
34	SUBURBAN	432A											34
35	TRAILBLAZER	433A											35
36	EQUINOX	434A											36
37	TRUCKS TRAX	435A						5	416,195	380,159	36,036	7,207	37
38	TRaverse	436A											38
39	MED DUTY - LCF	437A											39
40	MED DUTY - CONV	438A											40
41	TOTAL NEW TRUCKS RETAIL							8	534,688	495,536	39,152	4,894	41
42	MEMO* e-TRUCK SALES this Page	439A											42
43	TOTAL TRK FLT GOV	FROM FLT PG											43
44	TOTAL TRUCK INTERNAL this Page	441A											44
45	TOTAL NEW TRUCKS							8	534,688	495,536	39,152	4,894	45
46													46
47	ACCESSORIES this Page	457A											47
48	TOTAL NEW VEHICLES							8	534,688	495,536	39,152	4,894	48
49													49
50													50
51	CHEVROLET	ACCT	MONTH					YEAR-TO-DATE					51
52	DIVISIONAL EXT. WARR.	494A	CNTRS	SALES	COST-OF-SALES	REV/GROSS	PER CNTR	CNTRS	SALES	COST-OF-SALES	REV/GROSS	PER CNTR	52

LN NO	VARIABLE OPERATIONS	ACCT	MONTH					YEAR-TO-DATE					LN NO
			UNITS SOLD	SALES	COST-OF- SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST-OF- SALES	GROSS PROFIT	PER UNIT SOLD	
1	DO NOT USE	400B											1
2	DO NOT USE	401B											2
3	DO NOT USE	402B											3
4	DO NOT USE	403B											4
5	DO NOT USE	404B											5
6	DO NOT USE	405B											6
7	DO NOT USE	406B											7
8	CORVETTE E-RAY	407B											8
9	DO NOT USE	408B											9
10	DO NOT USE	409B											10
11	DO NOT USE	410B											11
12	DO NOT USE	411B											12
13	DO NOT USE	412B											13
14	DO NOT USE	413B											14
15	DO NOT USE	414B											15
16	DO NOT USE	415B											16
17	DO NOT USE	416B											17
18	DO NOT USE	417B											18
19	DO NOT USE	418B											19
20	TOTAL NEW CARS RETAIL												20
21	MEMO* e-CAR SLS this page	419B											21
22	TOTAL CAR FLT GOV	FROM FLT PG											22
23	TOTAL CAR INTERNAL this page	421B											23
24	TOTAL NEW CARS												24
25	BOLT EUV	423B											25
26	BOLT EV	424B											26
27	BLAZER EV	425B											27
28	EQUINOX EV	426B											28
29	SILVERADO EV	427B											29
30	DO NOT USE	428B											30
31	DO NOT USE	429B											31
32	DO NOT USE	430B											32
33	DO NOT USE	431B											33
34	DO NOT USE	432B											34
35	DO NOT USE	433B											35
36	DO NOT USE	434B											36
37	DO NOT USE	435B											37
38	DO NOT USE	436B											38
39	DO NOT USE	437B											39
40	DO NOT USE	438B											40
41	TOTAL NEW TRUCKS RETAIL												41
42	MEMO* e-TRK SLS this page	439B											42
43	TOTAL TRK FLT GOV	FROM FLT PG											43
44	TOTAL TRK INTERNAL this page	441B											44
45	TOTAL NEW TRUCKS												45
46													46
47	ACCESSORIES this page	457B											47
48	TOTAL NEW VEHICLES												48
49							PNUS						PNUS 49
50	CHEVROLET - EV	ACCT	MONTH					YEAR-TO-DATE					50
51			CNTRS	SALES	COST-OF- SALES	REV/GROSS	PER CNTR	CNTRS	SALES	COST-OF- SALES	REV/GROSS	PER CNTR	51
52	DIVISIONAL EXT. WARR.	494B											52

LN NO	VARIABLE OPERATIONS	ACCT	MONTH					YEAR-TO-DATE					LN NO	
			UNITS SOLD	SALES	COST-OF- SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST-OF- SALES	GROSS PROFIT	PER UNIT SOLD		
1	VERANO	400D											1	
2	CASCADA	401D											2	
3	REGAL	402D											3	
4	REGAL TOUR X	403D											4	
5	DO NOT USE	404D											5	
6	DO NOT USE	405D											6	
7	LACROSSE	406D											7	
8	DO NOT USE	407D											8	
9	DO NOT USE	408D											9	
10	DO NOT USE	409D											10	
11	DO NOT USE	410D											11	
12	DO NOT USE	411D											12	
13	DO NOT USE	412D											13	
14	DO NOT USE	413D											14	
15	DO NOT USE	414D											15	
16	DO NOT USE	415D											16	
17	DO NOT USE	416D											17	
18	DO NOT USE	417D											18	
19	OTHER BUICK CAR	418D											19	
20	TOTAL NEW CARS RETAIL												20	
21	MEMO* e-CAR SLS this page	419D											21	
22	TOTAL CAR FLT GOV	FROM FLT PG											22	
23	TOTAL CAR INTERNAL this page	421D											23	
24	TOTAL NEW CARS												24	
25	DO NOT USE	423D											25	
26	ENVISTA	424D	9	228,408	234,897	-6,489	-721	57	1,449,521	1,466,904	-17,383	-305	26	
27	ENCLAVE	425D	2	98,335	97,200	1,135	568	22	1,061,200	1,056,582	4,618	210	27	
28	ENCORE	426D						7	212,389	213,915	-1,526	-218	28	
29	ENVISION	427D	4	136,992	136,453	539	135	62	2,292,935	2,293,319	-384	-6	29	
30	ENCORE GX	428D	8	256,175	258,368	-2,193	-274	15	466,461	473,016	-6,555	-437	30	
31	DO NOT USE	429D											31	
32	DO NOT USE	430D											32	
33	DO NOT USE	431D											33	
34	DO NOT USE	432D											34	
35	DO NOT USE	433D											35	
36	DO NOT USE	434D											36	
37	DO NOT USE	435D											37	
38	DO NOT USE	436D											38	
39	DO NOT USE	437D											39	
40	OTHER BUICK TRUCK	438D											40	
41	TOTAL NEW TRUCKS RETAIL		23	719,910	726,918	-7,008	-305	163	5,482,506	5,503,736	-21,230	-130	41	
42	MEMO* e-TRK SLS this page	439D											42	
43	TOTAL TRK FLT GOV	FROM FLT PG											43	
44	TOTAL TRK INTERNAL this page	441D											44	
45	TOTAL NEW TRUCKS		23	719,910	726,918	-7,008	-305	163	5,482,506	5,503,736	-21,230	-130	45	
46													46	
47	ACCESSORIES this page	457D											47	
48	TOTAL NEW VEHICLES		23	719,910	726,918	-7,008	-305	163	5,482,506	5,503,736	-21,230	-130	48	
49								PNUM					PNUM	49
50	BUICK	ACCT	MONTH					YEAR-TO-DATE					50	
51			CNTRS	SALES	COST-OF- SALES	REV/GROSS	PER CNTR	CNTRS	SALES	COST-OF- SALES	REV/GROSS	PER CNTR	51	
52	DIVISIONAL EXT. WARR.	494D											52	

LN NO	VARIABLE OPERATIONS	ACCT	MONTH					YEAR-TO-DATE					LN NO	
			UNITS SOLD	SALES	COST-OF-SALES	GRDSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST-OF-SALES	GROSS PROFIT	PER UNIT SOLD		
1	DO NOT USE	400C											1	
2	DO NOT USE	401C											2	
3	DO NOT USE	402C											3	
4	DO NOT USE	403C											4	
5	DO NOT USE	404C											5	
6	DO NOT USE	405C											6	
7	DO NOT USE	406C											7	
8	DO NOT USE	407C											8	
9	NEW CARS	DO NOT USE	408C										9	
10		DO NOT USE	409C										10	
11		DO NOT USE	410C										11	
12		DO NOT USE	411C										12	
13		DO NOT USE	412C										13	
14		DO NOT USE	413C										14	
15		DO NOT USE	414C										15	
16		DO NOT USE	415C										16	
17		DO NOT USE	416C										17	
18		DO NOT USE	417C										18	
19	DO NOT USE	418C										19		
20	TOTAL NEW CARS RETAIL												20	
21	MEMO* e-CAR SLS this page	419C											21	
22	TOTAL CAR FLT GOV	FROM FLT PG											22	
23	TOTAL CAR INTERNAL this page	421C											23	
24	TOTAL NEW CARS												24	
25	DO NOT USE	423C											25	
26	DO NOT USE	424C											26	
27	DO NOT USE	425C											27	
28	DO NOT USE	426C											28	
29	DO NOT USE	427C											29	
30	NEW TRUCKS	DO NOT USE	428C										30	
31		DO NOT USE	429C										31	
32		DO NOT USE	430C										32	
33		DO NOT USE	431C										33	
34		DO NOT USE	432C										34	
35		DO NOT USE	433C										35	
36		DO NOT USE	434C										36	
37		DO NOT USE	435C										37	
38		DO NOT USE	436C										38	
39		DO NOT USE	437C										39	
40	DO NOT USE	438C										40		
41	TOTAL NEW TRUCKS RETAIL												41	
42	MEMO* e-TRK SLS this page	439C											42	
43	TOTAL TRK FLT GOV	FROM FLT PG											43	
44	TOTAL TRK INTERNAL this page	441C											44	
45	TOTAL NEW TRUCKS												45	
46													46	
47	ACCESSORIES this page	457C											47	
48	TOTAL NEW VEHICLES												48	
49								PNUS					PNUS	49
50	BUICK - EV	ACCT	MONTH					YEAR-TO-DATE					50	
51			CNTRS	SALES	COST-OF-SALES	REV/GROSS	PER CNTR	CNTRS	SALES	COST-OF-SALES	REV/GROSS	PER CNTR	51	
52	DIVISIONAL EXT. WARR.	494C											52	

LN NO	VARIABLE OPERATIONS	ACCT	MONTH					YEAR-TO-DATE					LN NO
			UNITS SOLD	SALES	COST-OF- SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST-OF- SALES	GROSS PROFIT	PER UNIT SOLD	
1	DO NOT USE	400F											1
2	DO NOT USE	401F											2
3	DO NOT USE	402F											3
4	DO NOT USE	403F											4
5	DO NOT USE	404F											5
6	DO NOT USE	405F											6
7	DO NOT USE	406F											7
8	DO NOT USE	407F											8
9	DO NOT USE	408F											9
10	DO NOT USE	409F											10
11	DO NOT USE	410F											11
12	DO NOT USE	411F											12
13	DO NOT USE	412F											13
14	DO NOT USE	413F											14
15	DO NOT USE	414F											15
16	DO NOT USE	415F											16
17	DO NOT USE	416F											17
18	DO NOT USE	417F											18
19	DO NOT USE	418F											19
20	TOTAL NEW CARS RETAIL												20
21	MEMO* e-CAR SLS this page	419F											21
22	TOTAL CAR FLT GOV	FROM FLT PG											22
23	TOTAL CAR INTERNAL this page	421F											23
24	TOTAL NEW CARS												24
25	ACADIA	423F	3	156,380	153,208	3,172	1,057	39	2,030,908	1,968,902	62,006	1,590	25
26	TERRAIN	424F	1	31,225	31,373	-148	-148	29	1,036,187	1,027,380	8,807	304	26
27	G-VAN (SAVANA)	425F						2	92,245	85,649	6,596	3,298	27
28	SIERRA LD	426F	12	767,138	749,288	17,850	1,488	94	6,305,762	6,100,138	205,624	2,187	28
29	SIERRA HD	427F	1	89,346	87,987	1,359	1,359	58	4,113,510	3,919,102	194,408	3,352	29
30	CANYON	428F	2	98,788	100,129	-1,341	-671	23	1,184,127	1,141,072	43,055	1,872	30
31	DO NOT USE	429F											31
32	DO NOT USE	430F											32
33	YUKON	431F	2	153,635	149,033	4,602	2,301	38	3,022,244	2,868,073	154,171	4,057	33
34	YUKON XL	432F	2	178,705	167,801	10,904	5,452	10	879,231	826,143	53,088	5,309	34
35	DO NOT USE	433F											35
36	DO NOT USE	434F											36
37	DO NOT USE	435F											37
38	DO NOT USE	436F											38
39	MED DUTY - LCF	437F											39
40	MED DUTY - CONV	438F											40
41	TOTAL NEW TRUCKS RETAIL		23	1,475,217	1,438,819	36,398	1,583	293	18,664,214	17,936,459	727,755	2,484	41
42	MEMO* e-TRK SALES this page	439F											42
43	TOTAL TRK FLT GOV	FROM FLT PG											43
44	TOTAL TRK INTERNAL this page	441F											44
45	TOTAL NEW TRUCKS		23	1,475,217	1,438,819	36,398	1,583	293	18,664,214	17,936,459	727,755	2,484	45
46													46
47	ACCESSORIES this page	457F											47
48	TOTAL NEW VEHICLES		23	1,475,217	1,438,819	36,398	1,583	293	18,664,214	17,936,459	727,755	2,484	48
49													49
50													50
51	GMCTRUCK	ACCT	MONTH					YEAR-TO-DATE					51
			CNTRS	SALES	COST-OF- SALES	REV/GROSS	PER CNTR	CNTRS	SALES	COST-OF- SALES	REV/GROSS	PER CNTR	
52	DIVISIONAL EXT'D WARR.	494F											52

LN NO	VARIABLE OPERATIONS	ACCT	MONTH					YEAR-TO-DATE					LN NO
			UNITS SOLD	SALES	COST-OF- SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST-OF- SALES	GROSS PROFIT	PER UNIT SOLD	
1	DO NOT USE	400H											1
2	DO NOT USE	401H											2
3	DO NOT USE	402H											3
4	DO NOT USE	403H											4
5	DO NOT USE	404H											5
6	DO NOT USE	405H											6
7	DO NOT USE	406H											7
8	DO NOT USE	407H											8
9	DO NOT USE	408H											9
10	DO NOT USE	409H											10
11	DO NOT USE	410H											11
12	DO NOT USE	411H											12
13	DO NOT USE	412H											13
14	DO NOT USE	413H											14
15	DO NOT USE	414H											15
16	DO NOT USE	415H											16
17	DO NOT USE	416H											17
18	DO NOT USE	417H											18
19	DO NOT USE	418H											19
20	TOTAL NEW CARS RETAIL												20
21	MEMO* e-CAR SLS this page	419H											21
22	TOTAL CAR FLT GOV/MVP	FROM FLT PG											22
23	TOTAL CAR INTERNAL this page	421H											23
24	TOTAL NEW CARS												24
25	HUMMER EV SUT	423H											25
26	HUMMER EV SUV	424H	5	587,515	583,152	4,363	873	24	2,738,800	2,641,679	97,121	4,047	26
27	DO NOT USE	425H											27
28	SIERRA EV	426H											28
29	DO NOT USE	427H											29
30	DO NOT USE	428H											30
31	DO NOT USE	429H											31
32	DO NOT USE	430H											32
33	DO NOT USE	431H											33
34	DO NOT USE	432H											34
35	DO NOT USE	433H											35
36	DO NOT USE	434H											36
37	DO NOT USE	435H											37
38	DO NOT USE	436H											38
39	DO NOT USE	437H											39
40	DO NOT USE	438H											40
41	TOTAL NEW TRUCKS RETAIL		5	587,515	583,152	4,363	873	24	2,738,800	2,641,679	97,121	4,047	41
42	MEMO* e-TRK SALES this page	439H											42
43	TOTAL TRK FLT GOV/MVP	FROM FLT PG											43
44	TOTAL TRK INTERNAL this page	441H											44
45	TOTAL NEW TRUCKS		5	587,515	583,152	4,363	873	24	2,738,800	2,641,679	97,121	4,047	45
46													46
47	ACCESSORIES this page	457H											47
48	TOTAL NEW VEHICLES		5	587,515	583,152	4,363	873	24	2,738,800	2,641,679	97,121	4,047	48
49							PNUS					PNUS	49
LN NO	GMC - EV	ACCT	MONTH					YEAR-TO-DATE					LN NO
			CNTRS	SALES	COST-OF- SALES	REV/GROSS	PER CNTR	CNTRS	SALES	COST-OF- SALES	REV/GROSS	PER CNTR	
50													50
51													51
52	DIVISIONAL EXT'D WARR.	494H											52

LN NO	VARIABLE OPERATIONS	ACCT	MONTH					YEAR-TO-DATE					LN NO
			UNITS SOLD	SALES	COST-OF-SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST-OF-SALES	GROSS PROFIT	PER UNIT SOLD	
1	DO NOT USE	400E											1
2	DO NOT USE	401E											2
3	DO NOT USE	402E											3
4	CT6	403E											4
5	ELR	404E											5
6	DO NOT USE	405E											6
7	SRX	406E											7
8	CTS V	407E											8
9	CTS	408E											9
10	XTS	409E											10
11	ATS	410E											11
12	CT5	411E											12
13	ATS - V	412E											13
14	CT4	413E											14
15	CT4-V	414E											15
16	CT5-V	415E											16
17	DO NOT USE	416E											17
18	DO NOT USE	417E											18
19	OTHER CADILLAC CAR	418E											19
20	TOTAL NEW CARS RETAIL												20
21	MEMO* e-CAR SLS this page	419E											21
22	TOTAL CAR FLT GOV	FROM FLT PG											22
23	TOTAL CAR INTERNAL this page	421E											23
24	TOTAL NEW CARS												24
25	DO NOT USE	423E											25
26	DO NOT USE	424E											26
27	DO NOT USE	425E											27
28	XT4	426E											28
29	XT5	427E											29
30	XT6	428E											30
31	ESCALADE PLATINUM	429E											31
32	DO NOT USE	430E											32
33	ESCALADE	431E											33
34	ESCLADE ESV	432E											34
35	ESCLADE ESV PLATINUM	433E											35
36	ESCLADE V	434E											36
37	DO NOT USE	435E											37
38	DO NOT USE	436E											38
39	DO NOT USE	437E											39
40	OTHER CADILLAC TRUCK	438E											40
41	TOTAL NEW TRUCKS RETAIL												41
42	MEMO* e-TRK SALES this page	439E											42
43	TOTAL TRK FLT GOV	FROM FLT PG											43
44	TOTAL TRK INTERNAL this page	441E											44
45	TOTAL NEW TRUCKS												45
46													46
47	ACCESSORIES this page	457E											47
48	TOTAL NEW VEHICLES												48
49													49
LN NO	CADILLAC	ACCT	MONTH					YEAR-TO-DATE					LN NO
			CNTRS	SALES	COST-OF-SALES	REV/ GROSS	PER CNTR	CNTRS	SALES	COST-OF-SALES	REV/ GROSS	PER CNTR	
50													50
51													51
52	DIVISIONAL EXT'D WARR.	494E											52

LN NO	VARIABLE OPERATIONS	ACCT	MONTH					YEAR-TO-DATE					LN NO	
			UNITS SOLD	SALES	COST-OF- SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST-OF- SALES	GROSS PROFIT	PER UNIT SOLD		
1	CELESTIQ	400G											1	
2	DO NOT USE	401G											2	
3	DO NOT USE	402G											3	
4	DO NOT USE	403G											4	
5	DO NOT USE	404G											5	
6	DO NOT USE	405G											6	
7	DO NOT USE	406G											7	
8	DO NOT USE	407G											8	
9	DO NOT USE	408G											9	
10	DO NOT USE	409G											10	
11	DO NOT USE	410G											11	
12	DO NOT USE	411G											12	
13	DO NOT USE	412G											13	
14	DO NOT USE	413G											14	
15	DO NOT USE	414G											15	
16	DO NOT USE	415G											16	
17	DO NOT USE	416G											17	
18	DO NOT USE	417G											18	
19	DO NOT USE	418G											19	
20	TOTAL NEW CARS RETAIL												20	
21	MEMO* e-CAR SLS this page	419G											21	
22	TOTAL CAR FLT GOV	FROM FLT PG											22	
23	TOTAL CAR INTERNAL this page	421G											23	
24	TOTAL NEW CARS												24	
25	LYRIQ	423G											25	
26	TBD	424G											26	
27	DO NOT USE	425G											27	
28	TBD	426G											28	
29	DO NOT USE	427G											29	
30	TBD	428G											30	
31	DO NOT USE	429G											31	
32	DO NOT USE	430G											32	
33	TBD	431G											33	
34	TBD	432G											34	
35	DO NOT USE	433G											35	
36	DO NOT USE	434G											36	
37	DO NOT USE	435G											37	
38	DO NOT USE	436G											38	
39	DO NOT USE	437G											39	
40	DO NOT USE	438G											40	
41	TOTAL NEW TRUCKS RETAIL												41	
42	MEMO* e-TRK SALES this page	439G											42	
43	TOTAL TRK FLT GOV	FROM FLT PG											43	
44	TOTAL TRK INTERNAL this page	441G											44	
45	TOTAL NEW TRUCKS												45	
46													46	
47	ACCESSORIES this page	457G											47	
48	TOTAL NEW VEHICLES												48	
49							PNUS						PNUS	49
LN NO	CADILLAC - EV	ACCT	MONTH					YEAR-TO-DATE					LN NO	
			CNTRS	SALES	COST-OF- SALES	REV/ GROSS	PER CNTR	CNTRS	SALES	COST-OF- SALES	REV/ GROSS	PER CNTR		
51													51	
52	DIVISIONAL EXT. WARR.	494G											52	

LN NO	VARIABLE OPERATIONS	ACCT	MONTH					YEAR-TO-DATE					LN NO	
			UNITS SOLD	SALES	COST-OF- SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST-OF- SALES	GROSS PROFIT	PER UNIT SOLD		
1		400J										1		
2		401J										2		
3		402J										3		
4		403J										4		
5		404J										5		
6		405J										6		
7		406J										7		
8		407J										8		
9	NEW CARS	408J										9		
10		409J										10		
11		410J										11		
12		411J										12		
13		412J										13		
14		413J										14		
15		414J										15		
16		415J										16		
17		416J										17		
18		417J										18		
19	418J										19			
20	TOTAL NEW CARS RETAIL											20		
21	MEMO* e-CAR SLS this page	419J										21		
22	TOTAL CAR FLEET	FROM FLT PG										22		
23	TOTAL CAR INTERNAL this page	421J										23		
24	TOTAL NEW CARS											24		
25		423J										25		
26		424J										26		
27		425J										27		
28		426J										28		
29		427J										29		
30	NEW TRUCKS	428J										30		
31		429J										31		
32		430J										32		
33		431J										33		
34		432J										34		
35		433J										35		
36		434J										36		
37		435J										37		
38		436J										38		
39		437J										39		
40	438J										40			
41	TOTAL NEW TRUCKS RETAIL											41		
42	MEMO* e-TRK SALES this page	439J										42		
43	TOTAL TRK FLEET	FROM FLT PG										43		
44	TOTAL TRK INTERNAL this page	441J										44		
45	TOTAL NEW TRUCKS											45		
46	NEW OTHER AUTOMOTIVE	445J										46		
47	ACCESSORIES	457J										47		
48	TOTAL NEW VEHICLES											48		
49							PNUS						PNUS	49
LN NO	OTHER NON-GM	ACCT	MONTH					YEAR-TO-DATE					LN NO	
			CNTRS	SALES	COST-OF- SALES	REV/ GROSS	PER CNTR	CNTRS	SALES	COST-OF- SALES	REV/ GROSS	PER CNTR		
50													50	
51													51	
52	DO NOT USE	494J											52	

GM GOVERNMENT & FLEET SALES & GROSS PROFIT ANALYSIS

LN NO	DEALER FLEET (INC. CAP)	ACCT	MONTH					YEAR-TO-DATE					LN NO
			UNITS SOLD	SALES	COST-OF-SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST-OF-SALES	GROSS PROFIT	PER UNIT SOLD	
1	CHEVROLET ICE CARS	400L											1
2	CHEVROLET EV CARS	401L											2
3	C A R S	BUICK ICE CARS	402L										3
4		BUICK EV CARS	403L										4
5		CADILLAC ICE CARS	404L										5
6		CADILLAC EV CARS	405L										6
7		DO NOT USE	406L										7
8		DO NOT USE	407L										8
9		TOTAL FLEET CARS											9
10		BUICK / CADILLAC SMALL SUV EV	412L										10
11	BUICK / CADILLAC SMALL SUV ICE	413L										11	
12	BUICK / CADILLAC MED SUV EV	414L										12	
13	BUICK / CADILLAC MED SUV ICE	415L										13	
14	BUICK / CADILLAC LARGE SUV EV	416L										14	
15	BUICK / CADILLAC LARGE SUV ICE	417L										15	
16	CHEVROLET / GMC SMALL SUV EV	418L										16	
17	CHEVROLET / GMC SMALL SUV ICE	419L										17	
18	CHEVROLET / GMC MED SUV EV	420L										18	
19	CHEVROLET / GMC MED SUV ICE	421L										19	
20	T R U C K S	CHEVROLET / GMC / HUMMER LARGE SUV EV	422L										20
21		CHEVROLET / GMC LARGE SUV ICE	423L										21
22		SILVERADO/SIERRA HD ICE (2500 / 3500)	424L										22
23		DO NOT USE	425L										23
24		SILVERADO/SIERRA LD ICE (1500)	426L										24
25		SILVERADO/SIERRA/HUMMER LD EV	427L										25
26		COLORADO/CANYON ICE	428L										26
27		DO NOT USE	429L										27
28	SILVERADO CHASSIS (4500+)	430L										28	
29	CHEVROLET/GMC LCF	431L										29	
30	EXPRESS/SAVANA ICE	432L										30	
31	DO NOT USE	433L										31	
32	DO NOT USE	434L										32	
33	TOTAL FLEET TRUCKS											33	
34	TOTAL FLEET VEHICLES											34	
35	DEALER GOVT.											35	
36												36	
37	CHEVROLET ICE CARS	400M										37	
38	CHEVROLET EV CARS	401M										38	
39	C A R S	BUICK ICE CARS	402M										39
40		BUICK EV CARS	403M										40
41		CADILLAC ICE CARS	404M										41
42		CADILLAC EV CARS	405M										42
43		DO NOT USE	406M										43
44		DO NOT USE	407M										44
45		TOTAL GOVT CARS											45
46		BUICK / CADILLAC SMALL SUV EV	412M										46
47	BUICK / CADILLAC SMALL SUV ICE	413M										47	
48	BUICK / CADILLAC MED SUV EV	414M										48	
49	BUICK / CADILLAC MED SUV ICE	415M										49	
50	BUICK / CADILLAC LARGE SUV EV	416M										50	
51	BUICK / CADILLAC LARGE SUV ICE	417M										51	
52	CHEVROLET / GMC SMALL SUV EV	418M										52	
53	CHEVROLET / GMC SMALL SUV ICE	419M										53	
54	CHEVROLET / GMC MED SUV EV	420M										54	
55	CHEVROLET / GMC MED SUV ICE	421M										55	
56	T R U C K S	CHEVROLET / GMC / HUMMER LARGE SUV EV	422M										56
57		CHEVROLET / GMC LARGE SUV ICE	423M										57
58		SILVERADO/SIERRA HD ICE (2500 / 3500)	424M										58
59		DO NOT USE	425M										59
60		SILVERADO/SIERRA LD ICE (1500)	426M										60
61		SILVERADO/SIERRA/HUMMER LD EV	427M										61
62		COLORADO/CANYON ICE	428M										62
63		DO NOT USE	429M										63
64	SILVERADO CHASSIS (4500+)	430M										64	
65	CHEVROLET/GMC LCF	431M										65	
66	EXPRESS/SAVANA ICE	432M										66	
67	DO NOT USE	433M										67	
68	DO NOT USE	434M										68	
69	TOTAL GOVT TRUCKS											69	
70	TOTAL GOVT VEHICLES											70	
71	TOTAL FLEET AND GOVERNMENT VEHICLES											71	

GM COMMERCIAL & FLEET SALES & GROSS PROFIT ANALYSIS

LN NO	(MEMO) SMALL BUSINESS COMMERCIAL	ACCT	MONTH					YEAR-TO-DATE					LN NO
			UNITS SOLD	SALES	COST-OF-SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST-OF-SALES	GROSS PROFIT	PER UNIT SOLD	
1	CHEVROLET ICE CARS	400K											1
2	CHEVROLET EV CARS	401K											2
3	BUICK ICE CARS	402K											3
4	BUICK EV CARS	403K											4
5	CADILLAC ICE CARS	404K											5
6	CADILLAC EV CARS	405K											6
7	DO NOT USE	406K											7
8	DO NOT USE	407K											8
9	TOTAL SMALL BUSINESS CARS												9
10	BUICK / CADILLAC SMALL SUV EV	412K											10
11	BUICK / CADILLAC SMALL SUV ICE	413K	3	104,022	100,937	3,085	1,028	56	2,014,105	2,040,528	-26,423	-472	11
12	BUICK / CADILLAC MED SUV EV	414K											12
13	BUICK / CADILLAC MED SUV ICE	415K						13	641,722	647,941	-6,219	-478	13
14	BUICK / CADILLAC LARGE SUV EV	416K											14
15	BUICK / CADILLAC LARGE SUV ICE	417K											15
16	CHEVROLET / GMC SMALL SUV EV	418K											16
17	CHEVROLET / GMC SMALL SUV ICE	419K	1	31,225	31,373	-148	-148	25	899,130	890,292	8,838	354	17
18	CHEVROLET / GMC MED SUV EV	420K											18
19	CHEVROLET / GMC MED SUV ICE	421K	1	47,750	47,039	711	711	19	994,427	969,084	25,343	1,334	19
20	CHEVROLET / GMC / HUMMER LARGE SUV EV	422K											20
21	CHEVROLET / GMC LARGE SUV ICE	423K	3	256,340	241,637	14,703	4,901	29	2,347,406	2,228,324	119,082	4,106	21
22	SILVERADO/SIERRA HD ICE (2500 / 3500)	424K						33	2,119,967	2,074,602	45,365	1,375	22
23	DO NOT USE	425K											23
24	SILVERADO/SIERRA LD ICE (1500)	426K	9	578,270	569,142	9,128	1,014	25	1,753,890	1,704,732	49,158	1,966	24
25	SILVERADO/SIERRA/HUMMER LD EV	427K											25
26	COLORADO/CANYON ICE	428K	1	47,533	48,874	-1,341	-1,341	6	313,759	304,763	8,996	1,499	26
27	DO NOT USE	429K											27
28	SILVERADO CHASSIS (4500+)	430K											28
29	CHEVROLET/GMC LCF	431K											29
30	EXPRESS/SAVANA ICE	432K											30
31	DO NOT USE	433K											31
32	DO NOT USE	434K											32
33	TOTAL SMALL BUSINESS TRUCKS		18	1,065,140	1,039,002	26,138	1,452	206	11,084,406	10,860,266	224,140	1,088	33
34	TOTAL SMALL BUSINESS COMMERCIAL VEHICLES (Memo)		18	1,065,140	1,039,002	26,138	1,452	206	11,084,406	10,860,266	224,140	1,088	34
35													35
36	FLEET / COMMERCIAL VEHICLE SALES SUMMARY												36
37													37
38	COMMERCIAL ICE CARS												38
39	FLEET ICE CARS												39
40	GOVERNMENT ICE CARS												40
41	TOTAL FLEET/COMMERCIAL/GOVT ICE CARS												41
42	COMMERCIAL EV CARS												42
43	FLEET EV CARS												43
44	GOVERNMENT EV CARS												44
45	TOTAL FLEET/COMMERCIAL/GOVT EV CARS												45
46	COMMERCIAL ICE TRUCKS		18	1,065,140	1,039,002	26,138	1,452	206	11,084,406	10,860,266	224,140	1,088	46
47	FLEET ICE TRUCKS												47
48	GOVERNMENT ICE TRUCKS												48
49	TOTAL FLEET/COMMERCIAL/GOVT ICE TRUCKS		18	1,065,140	1,039,002	26,138	1,452	206	11,084,406	10,860,266	224,140	1,088	49
50	COMMERCIAL EV TRUCKS												50
51	FLEET EV TRUCKS												51
52	GOVERNMENT EV TRUCKS												52
53	TOTAL FLEET/COMMERCIAL/GOVT EV TRUCKS												53
54	MEMO: TOTAL FLEET / GOVERNMENT / COMMERCIAL CAR SALES												54
55	MEMO: TOTAL FLEET / GOVERNMENT / COMMERCIAL TRK SALES		18	1,065,140	1,039,002	26,138	1,452	206	11,084,406	10,860,266	224,140	1,088	55
56													56
57	E VARIABLE EXPENSE	637K											57
58	X PERSONNEL EXPENSE	638K											58
59	P SEMI-FIXED EXPENSE	639K											59
60	E *MEMO* ADVERTISING	640K											60
61	N RENT & EQUIVALENT	641K											61
62	S FIXED EXPENSES	642K											62
63	E TOTAL EXPENSES												63
64	NET FLEET GOVT & COMMERCIAL		18	1,065,140		26,138	1,452	206	11,084,406		224,140	1,088	64

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LN. NO.	VARIABLE OPERATIONS CONTINUED	ACCT. NO.	MONTH					YEAR-TO-DATE					LN. NO.
			UNITS SOLD	SALES	COST-OF-SALES	GROSS PROFIT	P.U.U.S.	UNITS SOLD	SALES	COST-OF-SALES	GROSS PROFIT	P.U.U.S.	
1	USED CARS RTL - GM CERT/CARBRAVO	446A											1
2	USED CARS RETAIL - OTHER	446B	3	45,080	40,974	4,106	1,369	51	1,148,301	1,101,962	46,339	909	2
3	*MEMO* TOTAL RECON CAR RETAIL												3
4	USED TRUCKS RTL - GM CERT/CARBRAVO	450A						13	391,415	365,113	26,302	2,023	4
5	USED TRUCKS RETAIL - OTHER	450B	25	952,180	918,237	33,943	1,358	250	7,685,960	7,370,934	315,026	1,260	5
6	*MEMO* TOTAL RECON TRK RETAIL												6
7	TOTAL USED RETAIL		28	997,260	959,211	38,049	1,359	314	9,225,676	8,838,009	387,667	1,235	7
8	USED CARS WHOLESALE	448	3	14,740	16,187	-1,447	-482	27	224,821	226,543	-1,722	-64	8
9	USED TO NEW - CAR RETAIL RATIO	649	:1					:1					9
10	USED TRUCKS WHOLESALE	452	9	88,411	74,547	13,864	1,540	115	1,974,922	1,924,795	50,127	436	10
11	USED TO NEW - TRUCK RETAIL RATIO	653	0.5	:1				0.6	:1				11
12	TOTAL USED WHOLESALE & ADJ		12	103,151	90,734	12,417	1,035	142	2,199,743	2,151,338	48,405	341	12
13	USED OTHER AUTOMOTIVE	456											13
14	TOTAL USED VEHICLE (PVS)		40	1,100,411	1,049,945	50,466	1,262	456	11,425,419	10,989,347	436,072	956	14
15	TOTAL NEW & USED (PVS)		91	3,883,053	3,798,834	84,219	925	944	38,845,627	37,566,757	1,278,870	1,355	15
16	TOTAL F&I PROT. PLANS (PVR)			206,264	78,021	128,243	1,623		1,974,134	636,733	1,337,401	1,668	16
17	TOTAL VARIABLE L&R												17
18	TOTAL VARIABLE			4,089,317	3,876,855	212,462	2,689		40,819,761	38,203,490	2,616,271	3,262	18
19													19
20	FIXED OPERATIONS	ACCT. NO.	R.O. COUNTS	SALES	COST-OF-SALES	GROSS PROFIT	% SALES	R.O. COUNTS	SALES	COST-OF-SALES	GROSS PROFIT	% SALES	20
21	CUST. LAB - CARS & LD TRKS	460A	251	77,636	19,780	57,856	74.52	2403	739,920	211,431	528,489	71.43	21
22	CUST. LAB EV CARS & LD TRKS	460E											22
23	S/CNTR LAB -CARS&LD TRKS	460B											23
24	S/CNTR LAB -EV CARS & LD TRKS	460F											24
25	Q/SRV LAB -CARS&LD TRKS	460C											25
26	MOBILE SRV LAB CARS & LD TRKS	460D											26
27	NON GM EV CUST LAB	460N											27
28	CUST. LAB COM,FLT & MD TRKS	461A						2	1,372	327	1,045	76.17	28
29	CUST. LAB EV COM,FLT & MD TRKS	461E											29
30	S/CNTR LAB COM,FLT & MD TRKS	461B											30
31	S/CNTR EV LAB COM,FLT & MD TRKS	461F											31
32	Q/SRV LAB - COM, FLT & MD TRKS	461C											32
33	WARRANTY CLAIM LABOR	462	261	61,526	15,080	46,446	75.49	1754	487,862	135,388	352,474	72.25	33
34	INTERNAL LABOR	463	55	22,183	3,917	18,266	82.34	489	212,162	46,942	165,220	77.87	34
35	NEW VEH. INSPECTION LABOR	464	66	16,660	3,647	13,013	78.11	522	120,116	29,324	90,792	75.59	35
36	ADJ COST OF LABOR SALES	665			5,181	-5,181				39,661	-39,661		36
37	SUB-TOTAL			178,005	47,605	130,400	73.26		1,561,432	463,073	1,098,359	70.34	37
38	SHOP SUPPLIES	469		920		920	100.00		7,624	37	7,587	99.51	38
39	SUBLET REPAIRS	466		9,513	8,593	920	9.67		112,474	93,792	18,682	16.61	39
40	TOTAL MECHANICAL		633	188,438	56,198	132,240	70.18	5170	1,681,530	556,902	1,124,628	66.88	40
41	CUST. PAINT LABOR	470											41
42	CUST. BODY LABOR	471											42
43	WARRANTY CLAIM LABOR	472											43
44	INTERNAL LABOR	473											44
45	ADJ COST OF LABOR SALES	675											45
46	SUB-TOTAL												46
47	SUBLET REPAIRS	476											47
48	PAINT & SHOP MATERIALS	479											48
49	TOTAL BODY SHOP												49
50	TOTAL SERVICE DEPT.		633	188,438	56,198	132,240	70.18	5170	1,681,530	556,902	1,124,628	66.88	50
51	WARRANTY CLAIMS	480		35,007	18,324	16,683	47.66		412,898	223,747	189,151	45.81	51
52	MECH CARS&LD TRK R.O. - ICE	467		60,216	34,293	25,923	43.05		530,616	304,694	225,922	42.58	52
53	MECH CARS&LD TRK R.O. - EV	467E											53
54	MECH COM,FLT & MD TRKS R.O. -ICE	468						813	372	441	54.24	54	
55	MECH COM,FLT & MD TRKS R.O.-EV	468E											55
56	MECH. - QUICK SERV. R.O.	478											56
57	BODY CUST. R.O.	477											57
58	MOBILE SRV CUST R.O.	467D											58
59	NON GM EV CUST R.O.	467N											59
60	INTERNAL	481		8,625	5,361	3,264	37.84		150,364	101,757	48,607	32.33	60
61	COUNTER - RETAIL	482		13,009	9,625	3,384	26.01		82,136	58,981	23,155	28.19	61
62	PARTS E - COMMERCE	482C											62
63	WHOLESALE	483		2,313	1,885	428	18.50		34,163	26,791	7,372	21.58	63
64	ACCESSORIES	484		3,500	2,651	849	24.26		16,836	12,933	3,903	23.18	64
65	ACCESSORIES E-COMMERCE	484C											65
66	PURCHASE ALLOWANCES	687			-346	346				-6,318	6,318		66
67	ADJ P&A INVENTORY	688			24,928	-24,928				24,533	-24,533		67
68													68
69	TOTAL P&A			122,670	96,721	25,949	21.15		1,227,826	747,490	480,336	39.12	69
70	TIRES	490		14,416	12,538	1,878	13.03		46,926	40,406	6,520	13.89	70
71	GAS, OIL, & GREASE	491		15,014	7,989	7,025	46.79		147,857	78,741	69,116	46.75	71
72	MISCELLANEOUS	492											72
73	TOTAL OTHER			29,430	20,527	8,903	30.25		194,783	119,147	75,636	38.83	73
74	TOTAL P&A DEPARTMENT			152,100	117,248	34,852	22.91		1,422,609	866,637	555,972	39.08	74
75	TOTAL FIXED MECH C TOTAL FIXED R S&L D TRK R.O. - CE		43.7	340,538	173,446	167,092	49.07	38.4	3,104,139	1,423,539	1,680,600	54.14	75
76	TOTAL ALL DEPTS. MECH C TOTAL ALL DEPTS. R S&L D TRK R.O. - CE			4,429,855	4,050,301	379,554	8.57		43,923,900	39,627,029	4,296,871	9.78	76

ADDITIONAL DATA

LN. NO.	FINANCE, INSURANCE & PROTECTION PLAN ACTIVITY	806	MONTH					YEAR-TO-DATE					LN NO
			CNTRS	SALES	COST-OF-SALES	REV / GROSS	PER CENTER	CNTRS	SALES	COST-OF-SALES	REV / GROSS	PER CENTER	
1	FINANCE INCOME - NEW	806	35	31,925		31,925	912	342	418,550		418,550	1,224	1
2	INS. COMM. EARNED - NEW	807											2
3	FIN. & INS. CHARGEBACKS	850			2,332	-2,332				47,359	-47,359		3
4	ACCESSORIES	810											4
5	DIVISIONAL EXT. WARRANTIES	494											5
6	GM PROT. PLANS	443	1	2,990	2,125	865	865	46	89,122	44,762	44,360	964	6
7	OTHER PROT. PLANS	444	65	99,013	46,999	52,014	800	552	848,140	364,703	483,437	876	7
8	REPO. LOSSES - NEW	853											8
9	F&I COMPENSATION	855											9
10	NEW F&I & PROT. PLAN INCOME			133,928	51,456	82,472	1,617		1,355,812	456,824	898,988	1,842	10
11	FINANCE INCOME - USED	808	25	38,386		38,386	1,535	256	351,713		351,713	1,374	11
12	INS. COMM. EARNED - USED	809											12
13	FIN. & INS. CHARGEBACKS	851			12,572	-12,572				82,996	-82,996		13
14	ACCESSORIES	811											14
15	DIVISIONAL EXT. PR. PRODUCT	495											15
16	GM PROT. PLANS	454						52	92,000	33,117	58,883	1,132	16
17	OTHER PROT. PLANS	455	28	33,950	13,993	19,957	713	171	174,609	63,796	110,813	648	17
18	REPO. LOSSES - USED	854											18
19	F&I COMPENSATION	856											19
20	USED F&I & PROT. PLAN INCOME			72,336	26,565	45,771	1,635		618,322	179,909	438,413	1,396	20
21	TOTAL F&I INCOME (To Pg 3, Lns 1-2)		154	206,264	78,021	128,243	1,623	1,419	1,974,134	636,733	1,337,401	1,668	21
22	SUPPLEMENTAL INVENTORY ANALYSIS		GM (A)					NON-GM (B)					22
23	NEW VEHICLES	ACCT	UNITS	\$\$	LIFO RES	AFTER LIFO	UNITS	\$\$	LIFO RES	AFTER LIFO			23
24	DEMONSTRATORS	230											24
25	CARS - ICE	231											25
26	CARS - EV	231E											26
27	TRUCKS - ICE	237	93	5,124,571	200,902	4,923,669							27
28	TRUCKS - EV	237E											28
29	MEDIUM DUTY TRUCKS	235											29
30	OTHER AUTO	238											30
31	USED VEHICLES	ACCT	< 45 DAYS IN STOCK		> 45 DAYS IN STOCK		TOTAL USED UNITS IN STOCK						31
32			UNITS	\$\$	UNITS	\$\$	UNITS	\$\$	LIFO RES	AFTER LIFO			32
33	CARS	240	7	150,403	1	38,686							33
34	TRUCKS	241	34	897,544	6	113,919	48	1,192,689		1,192,689		48	34
35		ACCT	GM (A)		NON-GM (B)		\$\$		LIFO RES	AFTER LIFO			35
36	PARTS & ACCESSORIES	242		232,060		232,060							36
37	PARTS CORES	242A		42,098									37
38	OTHER INVENTORIES	243, 244, 245 & 258		4,742		4,742						200,902	38
39	WORK-IN-PROCESS LABOR - MECHANICAL	247A		17									39
40			DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)										40
41	POSITION		NEW	USED	L&R	F&I	MECHANICAL	BODY	PARTS	G&A	TOTAL		41
42	OWNERS / EXECUTIVE MANAGERS		0.3	0.2			0.3		0.2		1.0		42
43	SUPERVISORS		2.0	1.0			1.0		1.0		5.0		43
44	VEHICLE, SERVICE & PARTS SALESPeOPLE		7.0	5.0			3.0				15.0		44
45	BDC / ECOMMERCE		2.0	2.0							4.0		45
46	TECHNICIANS						8.0				8.0		46
47	CLERICAL												47
48	OTHERS		2.0	2.0			3.0		1.0		8.0		48
49	TOTAL		13.3	10.2			15.3		2.2		41.0		49
50	TOTAL HIRED Y-T-D												50
51	TOTAL TERMINATED Y-T-D												51
52			DEALERSHIP CUSTOMER REC.		TOTAL	NOT DUE			31-60 DAYS	61-90 DAYS	OVER 90 DAYS		52
53	RETURN ON INVESTMENT		210 VEHICLES										53
54			210 OTHER										54
55			220 VEHICLES		-216,134								55
56			220 L&R										56
57	RETURN ON ASSETS		220 SERVICE & PARTS		50,220	23,012			27,208				57
58			220 OTHER		147,048	55,774			48,380	42,893			58
59			TOTAL CUSTOMER REC.		-18,866	78,786			75,588	42,893			59
60			300 A/P DEBIT BALANCE										60
61			340 LESS ALLOW. DBTFL. ACCTS.										61
62			NET CUSTOMER RECEIVABLES		-18,866				MEMO ITEMS	MONTH	Y-T-D		62
63									CASH SALES - PARTS & SERV.	175,846	2,709,269		63
64	NEW VEHICLE SALES SUMMARY		MONTH					YEAR-TO-DATE					64
65			UNITS SOLD	SALES	COST-OF-SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST-OF-SALES	GROSS PROFIT	PER UNIT SOLD	65
66	TOTAL NEW CARS RETAIL - ICE												66
67	TOTAL NEW CARS RETAIL - EV												67
68	TOTAL NEW CARS RETAIL - NON-GM												68
69	TOTAL NEW CARS FLEET & INTERNAL												69
70	TOTAL NEW CARS												70
71	TOTAL NEW TRUCKS RETAIL - ICE		46	2,195,127	2,165,737	29,390	639	464	24,681,408	23,935,731	745,677	1,607	71
72	TOTAL NEW TRUCKS RETAIL - EV		5	587,515	583,152	4,363	873	24	2,738,800	2,641,679	97,121	4,047	72
73	TOTAL NEW TRUCKS RETAIL - NON-GM												73
74	TOTAL NEW TRUCKS FLEET & INTERNAL												74
75	TOTAL NEW TRUCKS		51	2,782,642	2,748,889	33,753	662	488	27,420,208	26,577,410	842,798	1,727	75
76	NEW OTHER AUTOMOTIVE (PNVR)												76
77	ACCESSORIES												77
78	TOTAL NEW VEHICLES		51	2,782,642	2,748,889	33,753	662	488	27,420,208	26,577,410	842,798	1,727	78
79	*MEMO* TOTAL NEW VEHICLE RETAIL		51	2,782,642	2,748,889	33,753	662	488	27,420,208	26,577,410	842,798	1,727	79

BRIGHTDROP SALES, SERVICE, F&I, AND EXPENSES

NEW VEHICLE													
LN NO	BRIGHTDROP VEHICLE SALES	ACCT	MONTH				YEAR-TO-DATE				LN NO		
			UNITS SOLD	SALES	COST-OF- SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST-OF- SALES		GROSS PROFIT	PER UNIT SOLD
1	N	EV600	42380										1
2	E	EV600 UPFIT	42480										2
3	W	EV410	42580										3
4		EV410 UPFIT	42680										4
5	V	DO NOT USE	42780										5
6	E	DO NOT USE	42880										6
7	H	DO NOT USE	42980										7
8	I	DO NOT USE	43080										8
9	C	DO NOT USE	43180										9
10	L	DO NOT USE	43280										10
11	E	TOTAL BD NEW VEHICLE											11
12	BRIGHTDROP VEHICLE INVENTORY		UNITS	AMOUNT									12
13	NEW BRIGHTDROP VANS		23780										13
FINANCE, INSURANCE, AND PROTECTION PLANS													
LN NO		ACCT	CNTRS	SALES	COST-OF-SALES	REV/GROSS	PER CNTR	CNTRS	SALES	COST-OF-SALES	REV/GROSS	PER CNTR	LN NO
16	F	FINANCE INCOME-NEW	80680										16
17		INS. COMM. EARNED-NEW	80780										17
18	&	FIN & INS CHARGEBACKS	85080										18
19	I	DO NOT USE	81080										19
20		DIVISIONAL EXT. WARRANTIES	49480										20
21	&	GM PROT. PLANS	44380										21
22		OTHER PROT. PLANS	44480										22
23	P	REPO. LOSSES-NEW	85380										23
24	P	F&I COMP	85580										24
25		TOTAL BD F&I											25
26		TOTAL VARIABLE											26
FIXED OPERATIONS													
LN NO		ACCT	R.O. COUNTS	SALES	COST-OF-SALES	GRS. PROF	% SALES	R.O. COUNTS	SALES	COST-OF-SALES	GRS. PROF	% SALES	LN NO
29		CUST. LAB LT TRKS	46080A										29
30		S/CNTR LAB LT TRKS	46080B										30
31	M	MOBILE SERV LT TRKS	46080E										31
32	E	CUST. LAB MD TRKS	46180A										32
33	C	S/CNTR LAB MD TRKS	46180B										33
34	H	MOBILE SERV. MD TRKS	46180E										34
35	A	WARRANTY LABOR	46280										35
36	N	INTERNAL LABOR	46380										36
37	I												37
38	C	ADJ COST OF LBR SLS	86580										38
39	A	SUB-TOTAL											39
40	L	SHOP SUPPLIES	46580										40
41		SUBLET REPAIRS	46680										41
42		TOTAL MECHANICAL											42
43	P	WARRANTY CLAIMS	48080										43
44	A	MECH CARS&LD TRK R.O.	46780										44
45	R	MECH COM,FLT & MD TRKS R.O.	46880										45
46	T	MECH MOBILE SERVICE R.O.	47480										46
47	S												47
48		INTERNAL	48180										48
49	&	ADJ. P&A INVENTORY	68880										49
50	A	TOTAL P&A											50
51	C	TIRES	49080										51
52	C												52
53	E	MISCELLANEOUS	49280										53
54	S	TOTAL OTHER											54
55	S	TOTAL P&A DEPT.											55
56		TOTAL FIXED											56
57		TOTAL GROSS PROFIT / NET SALES											57
EXPENSES													
LN NO		ACCT				MONTH	% GROSS				YEAR-TO-DATE	% GROSS	LN NO
60		VARIABLE EXP	63780										60
61		PERSONNEL EXP	63880										61
62		SEMI-FIXED EXP	63980										62
63													63
64		RENT & RENT EQUIL (MEMO)	64180										64
65		FIXED EXPENSES	64280										65
66													66
67													67
68													68
69		TOTAL BD EXPENSES											69
70		TOTAL											70
OPERATING PROFIT OR LOSS													
LN NO		ACCT				MONTH	% SALES				YEAR-TO-DATE	% SALES	LN NO
73		OTHER INCOME	90580										73
74	A	GM REIMBURSEMENTS	90980										74
75	D	DOCUMENT HANDLING FEES	91080										75
76	D												76
77													77
78		LIFO ADJUSTMENT	95280										78
79	D	CASH DISCOUNTS ALLOWED	95380										79
80	E	OTHER DEDUCTIONS	95580										80
81	D												81
82													82
83		NET ADDITIONS & DEDUCTIONS											83
84		NET PROFIT OR LOSS AFTER ADD/DED											84