

**DEALER FINANCIAL STATEMENT**

Center #: **46539** Center Name: **BMW OF SHREWSBURY**

ASSETS		ACCT. NO.	AMOUNT	LINE NO.	LIABILITIES		ACCT. NO.	AMOUNT	LINE NO.		
<b>CURRENT ASSETS</b>											
<b>CASH AND CONTRACTS</b>											
			OMIT CENTS	2	<b>ACCOUNTS PAYABLE</b>			OMIT CENTS	2		
Cash on Hand		8200-1	200	3	Trade Creditors		8300	1,412,587	3		
Cash in Bank		8202	354,412	4	Customer Deposits •		8303	375,887	4		
Contracts in Transit		8205	2,233,479	5	Other		8305	240,130	5		
<b>TOTAL CASH AND CONTRACTS •</b>			<b>2,588,091</b>	6					6		
<b>RECEIVABLES PAST DUE</b>											
Vehicle Accounts •	( )	8210	109,455	7	<b>TOTAL ACCOUNTS PAYABLE</b>		(LINES 3 TO 5)	<b>2,028,604</b>	7		
Service, Parts & Body Shop Accts.	( 154,120 )	8220	350,799	8	<b>NOTES PAYABLE</b>				8		
Factory Receivables		8221	3,449,524	9	New Vehicles & Demos •		8310	9,264,055	9		
Combined Incentive Receivables		7221A		10	Pre-Owned Vehicles •		8311	3,428,771	10		
Warranty Claims		8222	52,536	11	Lease & Rental Vehicles		8312	2,608,368	11		
Holdback		8223		12	Loaner Program Vehicles		8313		12		
Maintenance Program Receivables		8224	2,703	13	Other		8314		13		
Less - Allowance for Doubtful Accts.		8340	( )	14	Current Amount Long Term Debt		8316		14		
<b>TOTAL RECEIVABLES</b>			<b>3,965,017</b>	15	<b>TOTAL NOTES PAYABLE</b>			(LINES 9 TO 14)	<b>15,301,194</b>		
<b>INVENTORIES UNITS</b>											
New Vehicle Inventory	( 86 )	8230	6,526,167	17	<b>ACCRUED LIABILITIES</b>				17		
Demonstrators	( )	8237		18	Interest		8320	85,048	18		
<b>TOTAL NEW VEHICLE INVENTORY •</b>			<b>6,526,167</b>	19	Payroll		8321	635,562	19		
LIFO Reserve - New Vehicles		8238	( )	20	Insurance		8322		20		
<b>TOTAL NEW VEH. INVENTORY - NET</b>			<b>6,526,167</b>	21	Taxes - Payroll		8323		21		
Pre-Owned Cert. - Combined	( 34 ) ( Memo Over 30 Days 8 )	7240A	1,632,427	22	Taxes - Sales		8324	101,663	22		
Pre-Owned Inv. - Non-Cert.	( 25 ) ( Memo Over 30 Days 15 )	8240B	810,963	23	Taxes - Other		8325		23		
Trade-In Inv. - Other Make	( 85 ) ( Memo Over 30 Days 22 )	8240C	2,003,189	24	Income Taxes		8327		24		
<b>TOTAL PRE-OWNED VEH. INVENTORY •</b>			<b>4,446,579</b>	25	Bonuses - Employees		8328		25		
LIFO Reserve - Pre-Owned Vehicles		8241	( )	26	Bonuses - Owners		8329		26		
<b>TOTAL PRE-OWNED INVENTORY - NET</b>			<b>4,446,579</b>	27	Pension Fund		8330		27		
Parts Inventory		8243	745,193	28	Other		8331	74,278	28		
<b>TOTAL PARTS INVENTORY</b>			<b>745,193</b>	29	<b>TOTAL ACCRUED LIABILITIES</b>		(LINES 18 TO 28)	<b>896,551</b>	29		
LIFO Reserve - Parts		8244	( 48,872 )	30	<b>TOTAL CURRENT LIABILITIES</b>		(LINES 7, 16 & 29)	<b>18,226,349</b>	30		
<b>TOTAL PARTS INVENTORY - NET</b>			<b>696,321</b>	31	<b>LONG TERM DEBT</b>				31		
Gas, Oil & Grease		8245	19,576	32	Bank & Finance Co.		8333		32		
Paint & Body Shop Materials		8246		33	Long Term Debt Owners		8334		33		
Sublet Repairs		8247		34	Mortgage Payable - Real Estate		8335		34		
Work in Process - Labor		8248		35	Other		8337	9,071,144	35		
Tires		8249		36	<b>TOTAL LONG TERM DEBT</b>		(LINES 32 TO 35)	<b>9,071,144</b>	36		
Miscellaneous Assets Received in Trade		8250		37	<b>TOTAL LIABILITIES</b>		(LINES 30 & 36)	<b>27,297,493</b>	37		
<b>TOTAL OTHER INVENTORIES</b>			<b>19,576</b>	38	<b>NET WORKING CAPITAL</b>				38		
<b>TOTAL INVENTORIES</b>			<b>11,688,643</b>	39	<b>ACTUAL</b>				39		
<b>OTHER CURRENT ASSETS</b>				40	<b>REQUIRED</b>				40		
Securities		8260		41	\$ 2,866,780	\$	2,846,509	41			
Due From Finance Companies		8262	98,997	42	ASSET LINE 51 PLUS LIFO RESERVE LINES 21, 27 & 31 MINUS LIABILITY LINE 30				42		
Insurance Commissions Rec.		8264		43	<b>NET CASH POSITION</b>				43		
Prepaid Expenses		8270	480,354	44	<b>NET CASH</b>				44		
<b>TOTAL OTHER CURRENT ASSETS</b>			<b>579,351</b>	45	\$ 601,579	\$	1,140,669	45			
<b>OTHER VEHICLE ASSETS UNITS</b>				46	<b>AVG MONTH EXPENSE</b>				46		
Lease & Rental Vehicles	( )	8242		47	THE SUM OF ASSET LINES 6, 8, 20 & 26 MINUS LIABILITY LINES 4, 9 & 10				47		
Loaner Program Vehicles	( 42 )	8251	2,223,155	48	<b>NET WORTH</b>				48		
<b>TOTAL OTHER VEHICLE ASSETS</b>			<b>2,223,155</b>	49	<b>CORPORATION ONLY</b>				49		
<b>TOTAL CURRENT ASSETS</b>			<b>21,044,257</b>	50	PREFERRED STOCK		8350		50		
<b>FIXED ASSETS</b>											
	ACCT. NO.	COST	ACCUMULATED DEPRECIATION	51	COMMON STOCK		8360		51		
LAND	8280			52	TREASURY STOCK	( )	8362		52		
BUILDINGS & IMPROVEMENTS	8281			53	ADDITIONAL PAID IN CAPITAL		8365	-7,828,950	53		
M&S EQUIP.	8282	1,526,684	1,338,470	188,214	54	RETAINED EARNINGS		8370	25,076,915		
P&A EQUIP.	8283			56	55	DIVIDENDS	( )	8375	12,200,000		
FURNITURE & FIXTURES	8284	846,251	248,747	597,504	57	<b>PROPRIETOR, PARTNERSHIPS, OR LLC</b>			57		
COMPANY VEHICLES	8285	292,478	12,856	279,622	58	INVESTMENTS		8380			
LEASEHOLDS	8286			60	59	DRAWINGS	( )	8390			
<b>TOT. NET FIXED ASSETS - AUTO BUS. ONLY</b>			<b>1,065,340</b>	61	<b>NEW UNITS</b>				61		
<b>OTHER ASSETS</b>											
Deposits on Contracts		8290		62	BMW	8371	MINI	OTHER	RETAIL	WHSE.	PROFIT OR (LOSS)
Life Insurance - Cash Value		8291		63	JAN	11	34		69	61	547,377
Notes & Accounts Receivable - Officers		8293		64	FEB	13	55		64	67	488,274
Advances to Employees		8294		65	MAR	18	70		66	66	695,236
Other Non-Franchise Assets		8296	17,999,998	66	APR	22	47		62	82	613,406
Other Notes & Accounts Receivables		8297		67	MAY	29	67		58	52	885,140
<b>TOTAL OTHER ASSETS</b>			<b>17,999,998</b>	68	JUN	19	55		67	54	638,447
<b>TOTAL ASSETS</b>			<b>40,109,595</b>	69	JUL	17	42		62	58	682,799
<b>LIABILITIES</b>											
<b>ACCOUNTS PAYABLE</b>											
<b>NOTES PAYABLE</b>											
<b>ACCRUED LIABILITIES</b>											
<b>LONG TERM DEBT</b>											
<b>TOTAL LIABILITIES</b>											
<b>NET WORKING CAPITAL</b>											
<b>NET CASH POSITION</b>											
<b>NET WORTH</b>											
<b>CORPORATION ONLY</b>											
<b>PROPRIETOR, PARTNERSHIPS, OR LLC</b>											
<b>INVESTMENTS</b>											
<b>DRAWINGS</b>											
<b>NEW UNITS</b>											
<b>USED UNITS</b>											
<b>PROFIT OR (LOSS)</b>											
<b>TOTAL NET WORTH</b>			<b>12,812,102</b>	70	AUG	30	22		41	52	396,927
<b>TOTAL LIABILITIES &amp; NET WORTH</b>			<b>40,109,595</b>	71	SEP	16	48		52	56	648,546
				72	OCT	16	90		40	44	1,157,418
				73	NOV	20	76		61	53	1,010,569
				74	DEC						
				75	TOT.	211	606		642	645	7,764,137
<b>TOTAL NET WORTH</b>			<b>12,812,102</b>	76	<b>TOTAL NET WORTH</b>		(LINES 50 TO 75)				<b>12,812,102</b>
<b>TOTAL LIABILITIES &amp; NET WORTH</b>			<b>40,109,595</b>	77	<b>TOTAL LIABILITIES &amp; NET WORTH</b>		(LINES 37 & 76)				<b>40,109,595</b>

STATEMENT OF INCOME AND EXPENSE

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	TOTAL OPERATIONS				TOTAL BMW & MINI OPS.		TOTAL OTHER OPERATIONS	
			CURR. MONTH	GP % SALES	YEAR-TO-DATE	GP % SALES	CURR. MONTH	YEAR-TO-DATE	CURR. MONTH	YEAR-TO-DATE
1	SALES		13,212,096		123,975,880		13,212,096		123,975,880	
2	GROSS PROFIT		1,463,801	11.1	15,052,653	12.1	1,463,801	15,052,653		
3				PNVR		PNVR				
4	Salespeople Compensation	11	147,620	1538	1,307,586	1600	147,620	1,307,586		
5	F&I Commission	12	71,665	747	580,631	711	71,665	580,631		
6	Delivery Expense	13	17,425	182	224,374	275	17,425	224,374		
7	Advertising	16	65,814	686	744,280	911	65,814	744,280		
8	Advertising Group Expense	17								
9	Advertising Recovery	19	( 2,375 )	25	( 180,234 )	221	( 2,375 )	( 180,234 )		
10	Floor Plan Interest	18	-15,423	-161	642,911	787	-15,423	642,911		
11	Physical Transfer Costs	15								
12	TOTAL VARIABLE SELLING EXPENSE	(LINES 4 TO 11)	284,726		3,319,548		284,726	3,319,548		
13	Salaries - Owners	20								
14	- Supervision	21	172,888	11.8	1,549,121	10.3	172,888	1,549,121		
15	- Clerical	22	34,161	2.3	390,166	2.6	34,161	390,166		
16	- Specialists	26	77,114	5.3	836,908	5.6	77,114	836,908		
17	- Other	23	82,616	5.6	1,564,468	10.4	82,616	1,564,468		
18	Absentee Wages - Productive Personnel	24	9,117	0.6	139,262	0.9	9,117	139,262		
19	Taxes Payroll	25	51,108	3.5	601,073	4.0	51,108	601,073		
20	Employee Benefits	27	21,885	1.5	330,021	2.2	21,885	330,021		
21	Pension Fund	29	5,477	0.4	48,183	0.3	5,477	48,183		
22	Car Wash / Detailing - Personnel	30								
23	TOTAL PERSONNEL EXPENSE	(LINES 13 TO 22)	454,366	31.0	5,459,202	36.3	454,366	5,459,202		
24	Uniform Expense	51	3,571	0.2	25,338	0.2	3,571	25,338		
25	Vehicle Expense	53	8,735	0.6	137,122	0.9	8,735	137,122		
26	Office Supplies & Expenses	60	3,976	0.3	41,434	0.3	3,976	41,434		
27	Other Supplies	61	-396		20,746	0.1	-396	20,746		
28	Warranty Adjustments	63	-229		-1,291		-229	-1,291		
29	Contributions	67			3,800			3,800		
30	Policy Work	68	20,143	1.4	263,000	1.7	20,143	263,000		
31	Data Processing	69	9,095	0.6	103,622	0.7	9,095	103,622		
32	Outside Services	70	30,717	2.1	449,796	3.0	30,717	449,796		
33	Travel & Entertainment	71	10,792	0.7	85,263	0.6	10,792	85,263		
34	Memberships, Dues & Publications	72			1,650			1,650		
35	Legal & Auditing Expenses	74	268		24,090	0.2	268	24,090		
36	Telephone	75	1,854	0.1	24,624	0.2	1,854	24,624		
37	Training Expense	76	1,590	0.1	45,621	0.3	1,590	45,621		
38	Miscellaneous Expense	77	16		-144		16	-144		
39	Freight	78	133		1,931		133	1,931		
40	Bad Debts	79								
41	Credit Card Discount	73	32,820	2.2	325,164	2.2	32,820	325,164		
42	Loaner Car Expense	52	58,823	4.0	688,659	4.6	58,823	688,659		
43	Car Wash / Detailing - Semi-Fixed	31								
44	TOTAL SEMI-FIXED EXPENSES	(LINES 24 TO 43)	181,908	12.4	2,240,425	14.9	181,908	2,240,425		
45	Rent or Equivalent	80	82,250	5.6	964,376	6.4	82,250	964,376		
46	Amortization - Leaseholds	81								
47	Repairs - (Real Estate) & Facility Maint.	82	8,280	0.6	122,500	0.8	8,280	122,500		
48	Depreciation - Buildings & Improvements	83								
49	Taxes - Real Estate	84	13,080	0.9	123,679	0.8	13,080	123,679		
50	Insurance - Buildings & Improvements	85								
51	Heat, Light, Power & Water	87	8,162	0.6	89,998	0.6	8,162	89,998		
52	SUB-TOTAL OCCUPANCY	(LINES 45 TO 84)	111,772	7.6	1,300,553	8.6	111,772	1,300,553		
53	Insurance - Other	88	20,524	1.4	206,374	1.4	20,524	206,374		
54	Taxes, Licenses & Fees	89	1,651	0.1	16,927	0.1	1,651	16,927		
55	Repairs - Equipment	90								
56	Depreciation - Equipment	91								
57	Equipment Rental	92	314		4,330		314	4,330		
58	Car Wash / Detailing - Fixed	32								
59	TOTAL FIXED EXPENSES	(LINES 52 TO 92)	134,261	9.2	1,528,184	10.2	134,261	1,528,184		
60	TOTAL FIXED OVERHEAD	(LINES 23, 24 & 59)	770,535	52.6	9,227,811	61.3	770,535	9,227,811		
61	TOTAL OPERATING EXPENSE	(LINES 12 & 60)	1,055,261	72.1	12,547,359	83.4	1,055,261	12,547,359		
62	OPERATING PROFIT OR LOSS	(LINE 2 MINUS 61)	408,540		2,505,294		408,540	2,505,294		
63	NET ADDITIONS OR DEDUCTIONS	(LINE 61)	602,026		5,258,840					
64	NET P/L BEFORE BONUS OR TAX	(LINES 62-63)	1,010,566		7,764,134					
65	BONUSES - EMPLOYEES	97								
66	BONUSES - OWNERS	98	-3		-3					
67	NET P/L BEFORE TAXES	(LINE 64 MINUS 65 & 66)	1,010,569		7,764,137					
68	INCOME TAXES	99								
69	NET P/L AFTER TAXES	(LINE 67 MINUS 68)	1,010,569		7,764,137					
70	ADDITIONS & DEDUCTIONS TO INCOME SCHEDULE									
71	ACCOUNT (ADDITIONS)	ACCT. NO.	CURRENT MONTH	YEAR-TO-DATE	ACCOUNT (DEDUCTIONS)	ACCT. NO.	CURRENT MONTH	YEAR-TO-DATE		
72	Cash Discount Earned	800			Interest Paid	851				
73	Interest Earned	801			Other Deductions	855				
74	Other Income	805	128,155	1,270,355	Lease & Rental Expense	860				
75	Other Income - MINI	807			Other Expenses - MINI	861				
76	Lease & Rental Income	810	35,021	417,356						
77	Bonus Income - BMW	809	364,079	2,961,835						
78	Bonus Income - MINI	812								
79	Bonus Income - Other	811								
80	Carrying Cost Stipend	813	74,771	609,294	TOTAL					
81	TOTAL		602,026	5,258,840	NET ADDS. OR DEDS.		602,026	5,258,840		

**BMW STATEMENT OF INCOME AND EXPENSE**

LINE NO.	ACCT. NO.	1A - BMW NEW VEHICLE DEPT.		1B - BMW PRE-OWNED VEH. DEPT.		1C - BMW SERVICE DEPT.		1D - BMW PARTS DEPT.		1E - BMW BODY SHOP DEPT.		LINE NO.
		CURR. MONTH	YEAR-TO-DATE	CURR. MONTH	YEAR-TO-DATE	CURR. MONTH	YEAR-TO-DATE	CURR. MONTH	YEAR-TO-DATE	CURR. MONTH	YEAR-TO-DATE	
1		7,672,754	62,544,112	3,880,605	42,519,547	613,190	7,114,732	1,045,547	11,797,489			1
2		413,559	2,798,688	299,577	3,171,547	436,732	4,973,014	313,933	4,109,404			2
3												3
4	11	88,971	733,203	58,649	574,383							4
5	12	43,823	329,827	27,842	250,804							5
6	13	11,356	103,481	6,069	120,893							6
7	16	20,763	246,678	38,348	397,386	5,753	97,936	950	2,280			7
8	17											8
9	19	( )	101,238	( )	22,833	( 2,375 )	( 56,163 )	( )	( )	( )	( )	9
10	18	-30,784	414,345	15,361	228,566							10
11	15											11
12		134,129	1,726,296	146,269	1,549,199	3,378	41,773	950	2,280			12
13	20											13
14	21	60,580	488,310	45,503	394,335	46,255	440,491	20,550	225,985			14
15	22	11,848	132,329	7,899	88,219	14,056	164,101	358	5,517			15
16	26					49,827	535,425	27,287	301,483			16
17	23	40,190	409,882	29,134	280,816	-4,899	618,657	18,191	255,113			17
18	24					9,117	139,262					18
19	25	20,438	228,094	1,607	23,032	22,817	273,553	6,246	76,394			19
20	27	5,298	83,822	8,999	102,832	244	48,765	7,344	94,602			20
21	29	1,211	10,877	1,387	12,906	2,411	20,017	468	4,383			21
22	30											22
23		139,565	1,353,314	94,529	902,140	139,828	2,240,271	80,444	963,477			23
24	51	505	1,539	505	1,134	2,056	20,675	505	1,990			24
25	53	4,712	64,632	554	17,082	2,269	27,261	1,200	28,147			25
26	60	1,163	12,292	775	8,195	1,263	12,752	775	8,195			26
27	61	3,320	40,248	1,917	21,793	-6,287	-54,992	654	13,697			27
28	63					-322	-4,841	93	3,550			28
29	67		1,425		950		1,425					29
30	68	5,217	44,570	5,253	96,683	7,399	94,167	2,274	27,580			30
31	69	3,222	37,557	2,148	24,705	2,235	24,816	1,490	16,544			31
32	70	4,540	103,802	11,914	152,538	11,155	147,039	3,108	46,417			32
33	71	5,885	38,540	541	2,740	3,730	38,480	636	5,503			33
34	72		433		495		433		289			34
35	74	80	7,227	54	4,818	80	7,227	54	4,818			35
36	75	556	7,387	371	4,925	556	7,387	371	4,925			36
37	76		13,886			1,590	30,785		950			37
38	77	6	-38	4	-25	6	-41		-40			38
39	78							133	1,931			39
40	79											40
41		9,846	97,549	6,564	65,033	9,846	97,549	6,564	65,033			41
42	52					47,043	549,208	11,780	139,451			42
43	31											43
44		39,052	471,049	30,600	401,066	82,619	999,330	29,637	368,980			44
45	80	24,675	289,313	16,450	192,875	24,675	289,313	16,450	192,875			45
46	81											46
47	82	2,484	36,732	1,656	24,488	2,484	36,792	1,656	24,488			47
48	83											48
49	84	3,924	65,638	2,616	16,583	3,924	24,875	2,616	16,583			49
50	85											50
51	87	2,449	26,999	1,632	18,000	2,449	26,999	1,632	18,000			51
52		33,532	418,682	22,354	251,946	33,532	377,979	22,354	251,946			52
53	88	6,157	61,912	4,105	41,275	6,157	61,912	4,105	41,275			53
54	89	47	894	31	556	305	1,393	1,268	14,084			54
55	90											55
56	91											56
57	92	94	1,299	63	866	94	1,299	63	866			57
58	32											58
59		39,830	482,787	26,553	294,643	40,088	442,583	27,790	308,171			59
60		218,447	2,307,150	151,682	1,597,849	262,535	3,682,184	137,871	1,640,628			60
61		352,576	4,033,446	297,951	3,147,048	265,913	3,723,957	138,821	1,642,908			61
62		60,983	-1,234,758	1,626	24,499	170,819	1,249,057	175,112	2,466,496			62
63												63
64												64
65	97											65
66												66

**LINE REFERENCE TABLE**

LINE #	DESCRIPTION	LINE #	DESCRIPTION	LINE #	DESCRIPTION	LINE #	DESCRIPTION	LINE #	DESCRIPTION
67	1 SALES	14	Salaries - Supervision	27	Other Supplies	40	Bad Debts	53	Insurance - Other
68	2 GROSS PROFIT	15	Salaries - Clerical	28	Warranty Adjustments	41	Credit Card Discount	54	Taxes, Licenses & Fees
69	3	16	Salaries - Specialists	29	Contributions	42	Loaner Car Expense	55	Repairs - Equipment
70	4 Salespeople Comp.	17	Salaries - Other	30	Policy Work	43	Car Wash / Detailing - Semi-Fixed	56	Depreciation - Equipment
71	5 F&I Commission	18	Rosantea Vargas - Productiva Personal	31	Data Processing	44	TOT. SEMI-FIXED EXP. (LINES 24 TO 43)	57	Equipment Rental
72	6 Delivery Expense	19	Taxes - Payroll	32	Outside Services	45	Rent or Equivalent	58	Car Wash / Detailing - Fixed
73	7 Advertising	20	Employee Benefits	33	Travel & Entertainment	46	Amortization - Leaseholds	59	TOTAL FIXED EXP. (LINES 53 TO 58)
74	8 Advertising Group Expense	21	Pension Fund	34	Memberships, Dues & Pubs.	47	Repairs - (Real Estate) & Facility Maintenance	60	TOT. FIXED OVERHEAD (LINES 23, 44 & 59)
75	9 Advertising Recovery	22	Car Wash / Detailing - Personnel	35	Legal & Auditing Expenses	48	Depr. - Buildings & Imprvm.	61	TOTAL OPER. EXP. (LINES 12 & 60)
76	10 Floor Plan Interest	23	TOT. PERSONNEL EXP. (LINES 13 TO 22)	36	Telephone	49	Taxes - Real Estate	62	OP. PROFIT / LOSS (LINES 2 MINUS 61)
77	11 Physical Transfer Costs	24	Uniform Expense	37	Training Expense	50	Insurance - Bldgs. & Imprvm.	63	
78	12 TOTAL VARIABLE SELLING EXPENSE (LINES 4 TO 11)	25	Vehicle Expense	38	Miscellaneous Expense	51	Heat, Light, Power & Water	64	
79	13 Salaries - Owners	26	Office Supplies & Expenses	39	Freight	52	SUB-TOTAL OCCUPANCY (LINES 48 TO 51)	65	BONUSES - EMPLOYEES

LINE NO.	BMW GROSS PROFIT ANALYSIS		ACCT. NO.	CURRENT MONTH				YEAR-TO-DATE			
	MODEL	MODEL CODE		UNITS / ROS	SALES	GROSS PROFIT	GPVR	UNITS / ROS	SALES	GROSS PROFIT	GPVR
<b>VARIABLE OPERATIONS</b>											
1	All 230 Coupes	MY24/25: 2B, 2J	2457	2	88,945	670	335	6	274,310	7,520	1253
2	All M240 Coupes	MY24/25: 2C, 2K	2458	1	55,745	995	995	4	229,655	4,300	1075
3	All 228 GCs	MY24/25: 2V, 2T	4413					6	397,323	18,423	3071
4	M235xi GC	MY24/25: 2U	4414								
5	M2	MY24/25: 2R	4428								
6	All 330 Sedans	MY24/25: 3X, 3Y, 3D, 3E	2467	3	161,100	5,634	1878	38	1,984,000	43,170	1136
7	All M340 Sedans	MY24/25: 3T, 3A	2485	1	71,365	3,751	3751	5	333,531	7,973	1595
8	All M3s	MY24/25: TN, TP, TQ, TR	4423	1	98,791	4,936	4936	10	944,772	44,176	4418
9	All 430 Coupes	MY24/25: 4B, 4D	2480								
10	All 430 Convertibles	MY24/25: 4J, 4O	2479					6	417,335	13,850	2308
11	All 430 GCs	MY24/25: 4R, 4T	2483	1	53,050	-260	-260	4	224,275	4,050	1013
12	All M440 Coupes / All M440 GCs	MY24/25: 4E, 4G, 4U, 4V	2407 / 2484					5	343,128	7,227	1445
13	All M440 Convertibles	MY24/25: 4K, 4P	2408	1	82,430	3,405	3405	9	700,103	20,493	2277
14	i4 35	MY24/25: DD	4429								
15	i4 40s	MY24/25: DA, DF	4436	2	126,420	1,175	588	14	875,565	4,033	288
16	i4 M50	MY24/25: DB	4421					8	564,751	-6,889	-861
17	All M4s	MY24/25: 4H, 4X, 4C, 4E, 4M	2422	1	131,000	5,480	5480	13	1,286,117	18,516	1424
18	All 530 Sedans	MY24/25: 5A, 5B	2431	1	62,988	-3,147	-3147	20	1,282,243	-14,831	-742
19	540 / 550e Sedans	MY24/25: 5D & 5E	2436	1	74,450	2,870	2870	19	1,393,480	28,861	1519
20	i5 40s	MY24/25: 5T, 5V	4433	1	68,010	-1,230	-1230	3	214,653	-263	-88
21	i5 M60	MY24/25: 5U	4434	2	196,475	-4,223	-2112	8	726,949	-5,020	-628
22	All M5s	MY25: 5F, 5G	2421	1	159,625	28,311	28311	1	159,625	28,311	28311
23	All 740 / 750xe Sedans	MY24/25: 7F, 7N 7P	1495					1	98,445	585	585
24	760 Sedan	MY24/25: 7I	1465					3	361,715	6,396	2132
25	i7 50	MY24/25: 7R	4435					1	104,729	-1,686	-1686
26	i7 60	MY24/25: 7Q	4430					2	232,562	-1,064	-532
27	All 840 Coupes	MY24/25: 8A, 8B	4404								
28	All 840 Convertibles	MY24/25: 8D, 8E	4405					4	402,055	-6,936	-1734
29	All 840 GCs	MY24/25: 8H, 8I	4406					1	89,730	-2,747	-2747
30	M850xi Coupe	MY24/25: 8C	4402								
31	M850xi Convertible	MY24/25: 8G	4403					3	349,409	199	66
32	M850xi GC	MY24/25: 8J	4407					2	219,607	6,652	3326
33	All M8s	MY24/25: 8F, 8K, 8L	4408					5	780,384	6,070	1214
34	Z4 30	MY24/25: ZA	4409	1	71,575	3,834	3834	9	617,905	30,583	3398
35	Z4 M40	MY24/25: ZB	4416								
36	X1 28	M24/25: XB	2412	5	234,510	7,790	1558	49	2,279,048	46,821	956
37	X1 M35	MY24/25: XC	4432					5	276,958	6,675	1335
38	All X2 28	MY24/25: XY	1428	1	52,275	1,595	1595	4	215,955	5,280	1320
39	X2 M35	MY24/25: XZ	4417								
40	All X3 30	MY24/25: XD, XQ, ST, SU	2414	18	1,009,067	7,842	436	155	8,408,331	99,439	642
41	X3 M40 / X3 M50	MY24/25: XE	2401	3	217,080	10,301	3434	23	1,568,384	38,328	1666
42	X3 M	MY24/25: SO	4418					1	84,500	-890	-890
43	X4 30	MY24/25: XR	2453	3	175,696	556	185	17	1,030,275	14,658	862
44	X4 M40	MY24/25: XV	2496	1	73,625	2,670	2670	7	505,394	20,056	2865
45	X4 M	MY24/25: SP	4419					2	179,297	207	104
46	All X5 40 / X5 50e	MY24/25: XG, XQ, XT	2423	23	1,726,082	44,431	1932	208	15,835,987	371,980	1788
47	X5 M60	MY24/25: SJ	2466	4	406,717	10,407	2602	17	1,686,791	33,992	2000
48	X5 M Comp	MY24/25: XK	4420	1	136,380	6,172	6172	4	534,183	18,169	4542
49	X6 40	MY24/25: XL	2403					6	496,596	13,012	2169
50	X6 M60	MY24/25: XM	2404					2	204,120	8,295	4148
51	X6 M Comp	MY24/25: XN	2406	1	139,275	8,574	8574	2	340,273	16,512	8256
52	X7 40	MY24/25: SA	4411	9	894,943	14,541	1616	62	5,750,553	112,635	1817
53	X7 M60	MY24/25: SL	4412	2	233,020	3,202	1601	10	1,165,203	23,948	2395
54	XM	MY24/25: SR, SV	4431	1	146,395	-5,846	-5,846	10	1,493,057	-36,020	-3602
55	iX xDr50	MY24/25: II	4424	4	358,747	-6,440	-1610	22	1,957,575	-26,148	-1189
56	iX M60	MY24/25: IJ	4425								
57	SUB-TOTAL NEW BMW RETAIL	(LINES 1 TO 56)		96	7,305,781	157,996	1646	816	59,620,836	1,028,901	1261
58	BMW Corporate Sales / Center Employee Lease Program	1427									
59	BMW US Delivery Sales	1426									
60	Other BMW Models (Including Internal Sales)	1418						1	159,000	6,883	6883
61	New BMW F&I Income	(PAGE 8 LINE 14)			366,973	255,563	2,662		2,764,276	1,762,904	2,158
62	New BMW LIFO Adjustment (Cost of Sales)	1639									
63	TOTAL NEW BMW VEHICLE DEPARTMENT	(LINES 57 TO 62) UNITS - LINES 57 TO 62		96	7,672,754	413,559	4308	817	62,544,112	2,798,688	3426
64	Pre-Owned Retail - BMW - Certified	1440		25	1,274,604	131,776	5271	284	14,054,567	1,503,918	5295
65	Retail Reconditioning - BMW - Certified	1641				( 63,191 )	2528		( 691,439 )	2435	
66	Pre-Owned Retail - BMW - Non-Certified	1446		20	730,136	74,914	3746	190	7,220,518	798,332	4202
67	Retail Reconditioning - BMW - Non-Certified	1648				( 41,800 )	2090		( 428,594 )	2256	
68	Wholesales - BMW	1444		53	1,076,091	5,959	112	645	13,343,355	263,409	408
69	Adj. Pre-Owned Inventory - BMW	1656									
70	Pre-Owned BMW F&I Income	(PAGE 8 LINE 19)			232,023	152,857	2506		2,110,526	1,396,790	2176
71	Pre-Owned BMW LIFO Adjustment (Cost of Sales)	1649									
72	SUBTOTAL BMW PRE-OWNED	(LINES 64 TO 71) UNITS - LINES 64 & 66		45	3,312,854	260,515	5789	474	36,728,966	2,842,416	5997
73	Pre-Owned Retail - Other Make Trade-In	2416		16	567,751	56,244	3515	168	5,790,581	587,822	3499
74	Retail Reconditioning - Other Make Trade-In	2617				( 17,182 )	1074		( 258,691 )	1540	
75	F&I Income - Other Make Trade-In	2420									
76	Wholesales - Other Make Trade-In	2419									
77	SUBTOTAL OTHER MAKE TRADE-IN	(LINES 73 TO 76) UNITS - LINES 73		16	567,751	39,062	2441	168	5,790,581	329,131	1959
78	TOTAL BMW PRE-OWNED VEHICLE DEPT.	(LINES 72 & 77)		61	3,880,605	299,577	4911	642	42,519,547	3,171,547	4940
79	TOTAL VARIABLE OPERATIONS	(LINES 63 & 78)			11,553,359	713,136			105,063,659	5,970,235	

LINE NO.	BMW GROSS PROFIT ANALYSIS		ACCT. NO.	CURRENT MONTH				YEAR-TO-DATE			
	MODEL	MODEL CODE		UNITS / ROs	SALES	GROSS PROFIT	GP % SLS	UNITS / ROs	SALES	GROSS PROFIT	GP % SLS
1	<b>FIXED OPERATIONS</b>										
2	Customer Labor - BMW		1460	571	255,899	200,699	78.4	6618	3,074,080	2,424,553	78.9
3	Warranty Claim Labor - BMW		1461	692	168,263	134,286	79.8	7087	1,712,009	1,359,994	79.4
4	Internal Labor - BMW		1462	204	50,718	37,170	73.3	2410	765,559	569,265	74.4
5	Maint. Agreement Labor - BMW		1478	285	82,566	63,327	76.7	2939	834,777	639,791	76.6
6	Adj. Cost of Labor Sales - BMW		1664			( 9,816 )				( 139,588 )	
7	<b>TOTAL LABOR BMW</b>	(LINES 2 TO 6)		1752	557,446	425,666	76.4	19054	6,386,425	4,854,015	76.0
8	Sublet Repairs - BMW		1463	168	55,744	11,066	19.9	2066	728,307	118,999	16.3
9	<b>TOTAL SERVICE BMW</b>	(LINES 7 & 8)		1920	613,190	436,732	71.2	21120	7,114,732	4,973,014	69.9
10	BMW Car Wash / Detailing		1459								
11	<b>TOTAL BMW SERVICE DEPT.</b>	(LINES 9 & 10)		1920	613,190	436,732	71.2	21120	7,114,732	4,973,014	69.9
12	Parts - Customer R.O. - BMW		1470	250	112,951	54,690	48.4	3318	1,423,457	692,014	48.6
13	- R.O. Body - BMW		1471								
14	- Warranty Claim - BMW		1472	540	177,300	91,789	51.8	5586	2,025,939	1,048,659	51.8
15	- Internal - BMW		1473	240	60,318	12,788	21.2	2484	652,922	164,292	25.2
16	- Maint. Agreement - BMW		1491	97	35,562	20,064	56.4	1472	522,843	217,924	41.7
17	- Counter - BMW		1474	200	42,156	10,023	23.8	2308	382,626	104,032	27.2
18	- Wholesale - BMW		1475	845	402,331	67,374	16.7	10260	4,805,781	853,218	17.8
19	- Inv. Adj. / Vol. Purch. Disc. - BMW	1676 / 1677				( -8,603 )				( -578,304 )	
20	Tires - BMW		1488	164	160,381	24,173	15.1	1852	1,461,823	212,229	14.5
21	Gas, Oil, Grease & Misc. - BMW		1489	596	54,548	24,429	44.8	5908	522,098	238,732	45.7
22	BMW Parts LIFO Adj. (Cost of Sales)		1690								
23	<b>TOTAL BMW PARTS DEPT.</b>	(LINES 12 TO 22)		2932	1,045,547	313,933	30.0	33188	11,797,489	4,109,404	34.8
24	BMW - Body Shop Labor - Total		1493								
25	Adj. Cost of Labor Sales - Body Shop - BMW		1699								
26	Body Shop Paint, Materials & Misc. - BMW		1497								
27	Body Shop Sublet - BMW		1498								
28	<b>TOTAL BMW BODY SHOP DEPT.</b>	(LINES 24 TO 27)									
29	<b>TOTAL FIXED OPER. DEPT.</b>	(LINES 11, 23 & 28)			1,658,737	750,665	45.3		18,912,221	9,082,418	48.0
30	<b>OVERALL DEALERSHIP SUMMARY (Overall Totals Include All Franchises)</b>										
31	<b>TOTAL OVERALL NEW VEH. DEPT.</b>			96	7,672,754	413,559	5.4	817	62,544,112	2,798,688	4.5
32	TOTAL OVERALL PRE-OWNED VEH. RETAIL (Including Reconditioning)			61	2,572,491	140,761	5.5	642	27,065,666	1,511,348	5.6
33	<b>TOTAL OVERALL PRE-OWNED VEH. DEPT.</b>			61	3,880,605	299,577	7.7	642	42,519,547	3,171,547	7.5
34	<b>TOTAL OVERALL VAR. OPERATIONS</b>				11,553,359	713,136			105,063,659	5,970,235	
35	<b>TOTAL OVERALL LABOR</b>			1,752	557,446	425,666	76.4	19,054	6,386,425	4,854,015	76.0
36	<b>TOTAL OVERALL SERVICE DEPT.</b>			1,920	613,190	436,732	71.2	21,120	7,114,732	4,973,014	69.9
37	<b>TOTAL OVERALL PARTS DEPT.</b>			2,932	1,045,547	313,933	30.0	33,188	11,797,489	4,109,404	34.8
38	<b>TOTAL OVERALL BODY SHOP DEPT.</b>										
39	<b>TOTAL OVERALL FIXED OPERATIONS</b>				1,658,737	750,665	45.3		18,912,221	9,082,418	48.0

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CDK GLOBAL® BMW (PAGE 6) 01/24

RECEIVABLES SCHEDULE													
LINE NO.		TOTAL REC.	CURRENT 1 - 30	PAST DUE 31 - 60	61 - 90	91 - 120	120 +		LINE NO.				
1									1				
2	Vehicle Accounts	210 109,455	210A 109,455	210B	210C	210D	210E		2				
3	Service, Parts & Body Shop Accts.	220 350,797	220A 196,677	220B 93,563	220C 18,224	220D 42,333	220E		3				
4	Warranty Claims - BMW	1222							4				
5	Warranty Claims - MINI	3222							5				
6	Warranty Claims - Other	9222 52,535	9222A 52,535	9222B	9222C	9222D	9222E		6				
7	<b>BMW F&amp;I SUMMARY</b>												
8	<b>CURRENT MONTH</b>				<b>YEAR-TO-DATE</b>				8				
9		ACCT. NO.	CONTRACTS	SALES	GROSS PROFIT	CONTRACTS	SALES	GROSS PROFIT	9				
10	New BMW Car F&I Income	1430	78	77,596	77,596	667	637,937	637,937	10				
11	New BMW Car Ext. Serv. Contract Sales	1432	3	17,800	8,277	29	147,785	39,561	11				
12	New BMW Car Maint. Agree. Sales	1434	9	37,368	13,726	116	484,850	151,920	12				
13	New BMW Aftermarket Income	1481	105	234,209	155,964	701	1,493,704	933,486	13				
14	<b>NEW BMW CAR F&amp;I INCOME</b> (LINES 10 TO 13)		195	366,973	255,563	1513	2,764,276	1,762,904	14				
15	Pre-Owned BMW Car F&I Income	1450	46	58,962	58,962	435	524,072	524,072	15				
16	Pre-Owned BMW Car Ext. Serv. Contract Sales	1452	19	77,253	40,564	142	594,713	304,126	16				
17	Pre-Owned BMW Car Maint. Agree. Sales	1454	6	23,336	6,442	64	243,980	75,332	17				
18	Pre-Owned BMW Aftermarket Income	1482	33	72,472	46,889	314	747,761	493,260	18				
19	<b>PRE-OWNED BMW CAR F&amp;I INC.</b> (LINES 15 TO 18)		104	232,023	152,857	955	2,110,526	1,396,790	19				
20	New MINI F&I Income	3430							20				
21	New MINI Ext. Serv. Contract Sales	3432							21				
22	New MINI Maint. Agree. Sales	3434							22				
23	New MINI Aftermarket Income	3481							23				
24	<b>NEW MINI F&amp;I INCOME</b> (LINES 20 TO 23)								24				
25	Pre-Owned MINI F&I Income	3450							25				
26	Pre-Owned MINI Ext. Serv. Contract Sales	3452							26				
27	Pre-Owned MINI Maint. Agree. Sales	3454							27				
28	Pre-Owned MINI Aftermarket Income	3482							28				
29	<b>PRE-OWNED MINI F&amp;I INC.</b> (LINES 25 TO 28)								29				
30	<b>INVENTORY DETAIL SUMMARY</b>												
31	<b>NEW</b>	<b>BMW (1230)</b>	<b>MINI (3230)</b>	<b>OTHER (9230)</b>	<b>TOTAL (8230)</b>				31				
32	Units	86			86				32				
33	Dollars	6,526,167			6,526,167				33				
34	<b>DEMONSTRATORS</b>	<b>BMW (1237)</b>	<b>MINI (3237)</b>	<b>OTHER (9237)</b>	<b>TOTAL (8237)</b>				34				
35	Units								35				
36	Dollars								36				
37	<b>CERTIFIED PRE-OWNED</b>	<b>BMW (1240A)</b>	<b>MINI (3240A)</b>		<b>TOTAL (7240A)</b>				37				
38	Units	34			34				38				
39	Dollars	1,632,427			1,632,427				39				
40	Memo Units Over 30 Days	8			8				40				
41	<b>NON-CERTIFIED PRE-OWNED</b>	<b>BMW (1240B)</b>	<b>MINI (3240B)</b>	<b>OTHER (9240B)</b>	<b>TOTAL (8240B)</b>				41				
42	Units	25			25				42				
43	Dollars	810,963			810,963				43				
44	Memo Units Over 30 Days	15			15				44				
45	<b>TRADE-IN - OTHER MAKE</b>	<b>BMW (1240C)</b>	<b>MINI (3240C)</b>		<b>TOTAL (8240C)</b>				45				
46	Units	85			85				46				
47	Dollars	2,003,189			2,003,189				47				
48	Memo Units Over 30 Days	22			22				48				
49	<b>PARTS</b>	<b>BMW (1243)</b>	<b>MINI (3243)</b>	<b>OTHER (9243)</b>	<b>TOTAL (8243)</b>				49				
50	Dollars	745,193			745,193				50				
51	<b>LOANER CAR</b>	<b>BMW (1251)</b>	<b>MINI (3251)</b>	<b>OTHER (9251)</b>	<b>TOTAL (8251)</b>				51				
52	Units	42			42				52				
53	Dollars	2,223,155			2,223,155				53				
54	<b>PERSONNEL SUMMARY</b>					<b>H O U R L Y L A B O R R A T E S C H A R G E D</b>	<b>Mechanical</b>	<b>BMW</b>	<b>MINI</b>	54			
55		NEW	F&I	PRE-OWNED	SERVICE	PARTS	BODY	ADMIN.	TOTAL	Customer	189.47		55
56	Owners									Warranty	186.40		56
57	Managers	2.00	2.00	1.00	1.00	1.00			7.00	Internal	179.80		57
58	Salespeople - BMW	5.00	4.00						9.00	Car Wash / Detailing			58
59	Salespeople - MINI									<b>Mechanical</b>		<b>Other</b>	59
60	Salespeople - Other									Customer		189.47	60
61	Parts Counterpeople - Combined					5.00			5.00	Warranty		186.40	61
62	Parts Counterpeople - Other									Internal		179.80	62
63	Technician - BMW				18.00				18.00	<b>Body</b>	<b>BMW</b>	<b>MINI</b>	63
64	Technician - MINI									Customer			64
65	Technician - Other									Warranty			65
66	Service Advisors - BMW				7.00				7.00	Internal			66
67	Service Advisors - MINI									<b>Body</b>		<b>Other</b>	67
68	Service Advisors - Other									Customer			68
69	Administrative & Clerical	7.00		6.00	6.00	7.00			26.00	Warranty			69
70	<b>TOTAL</b>	<b>14.00</b>	<b>6.00</b>	<b>7.00</b>	<b>32.00</b>	<b>13.00</b>			<b>72.00</b>	Internal			70
71	Number of Service Days	25											71

STATEMENT OF INCOME AND EXPENSE

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	BMW				MINI			
			CURR. MONTH	GP % SALES	YEAR-TO-DATE	GP % SALES	CURR. MONTH	G.P. % SALES	YEAR-TO-DATE	GP % SALES
1	SALES		13,212,096		123,975,880					
2	GROSS PROFIT		1,463,801	11.1	15,052,653	12.1				
3				PNVR		PNVR		PNVR		PNVR
4	Salespeople Compensation	11	147,620	1538	1,307,586	1600				
5	Finance & Insurance Commission	12	71,665	747	580,631	711				
6	Delivery Expense	13	17,425	182	224,374	275				
7	Advertising	16	65,814	686	744,280	911				
8	Advertising Group Expenses	17								
9	Advertising Recovery	19	( 2,375 )	25	( 180,234 )	221	( )	( )		
10	Floor Plan Interest	18	-15,423	-161	642,911	787				
11	Physical Transfer Costs	15								
12	TOTAL VAR. SELLING EXP.	(LINES 4 TO 11)	284,726	EXPENSE % OF G.P.	3,319,548	EXPENSE % OF G.P.		EXPENSE % OF G.P.		EXPENSE % OF G.P.
13	Salaries - Owners	20								
14	- Supervision	21	172,888	11.8	1,549,121	10.3				
15	- Clerical	22	34,161	2.3	390,166	2.6				
16	- Specialists	26	77,114	5.3	836,908	5.6				
17	- Other	23	82,616	5.6	1,564,468	10.4				
18	Absentee Wages - Productive Pers.	24	9,117	0.6	139,262	0.9				
19	Taxes Payroll	25	51,108	3.5	601,073	4.0				
20	Employee Benefits	27	21,885	1.5	330,021	2.2				
21	Pension Fund	29	5,477	0.4	48,183	0.3				
22	Car Wash / Detailing - Personnel	30								
23	TOTAL PERSONNEL EXPENSE	(LINES 13 TO 22)	454,366	31.0	5,459,202	36.3				
24	Uniform Expense	51	3,571	0.2	25,338	0.2				
25	Vehicle Expense	53	8,735	0.6	137,122	0.9				
26	Office Supplies & Expenses	60	3,976	0.3	41,434	0.3				
27	Other Supplies	61	-396		20,746	0.1				
28	Warranty Adjustments	63	-229		-1,291					
29	Contributions	67			3,800					
30	Policy Work	68	20,143	1.4	263,000	1.7				
31	Data Processing	69	9,095	0.6	103,622	0.7				
32	Outside Services	70	30,717	2.1	449,796	3.0				
33	Travel & Entertainment	71	10,792	0.7	85,263	0.6				
34	Memberships, Dues & Pubs.	72			1,650					
35	Legal & Auditing Expenses	74	268		24,090	0.2				
36	Telephone	75	1,854	0.1	24,624	0.2				
37	Training Expense	76	1,590	0.1	45,621	0.3				
38	Miscellaneous Expense	77	16		-144					
39	Freight	78	133		1,931					
40	Bad Debts	79								
41	Credit Card Discount	73	32,820	2.2	325,164	2.2				
42	Loaner Car Expense	52	58,823	4.0	688,659	4.6				
43	Car Wash / Detailing - Semi-Fixed	31								
44	TOTAL SEMI-FIXED EXPENSES	(LINES 24 TO 43)	181,908	12.4	2,240,425	14.9				
45	Rent or Equivalent	80	82,250	5.6	964,376	6.4				
46	Amortization - Leaseholds	81								
47	Repairs - (RE) & Facility Maint.	82	8,280	0.6	122,500	0.8				
48	Depr. - Buildings & Improv.	83								
49	Taxes - Real Estate	84	13,080	0.9	123,679	0.8				
50	Insurance - Buildings & Improv.	85								
51	Heat, Light, Power & Water	87	8,162	0.6	89,998	0.6				
52	SUB-TOTAL OCCUPANCY	(LINES 45 TO 51)	111,772	7.6	1,300,553	8.6				
53	Insurance - Other	88	20,524	1.4	206,374	1.4				
54	Taxes, Licenses & Fees	89	1,651	0.1	16,927	0.1				
55	Repairs - Equipment	90								
56	Depreciation - Equipment	91								
57	Equipment Rental	92	314		4,330					
58	Car Wash / Detailing - Fixed	32								
59	TOTAL FIXED EXPENSES	(LINES 52 TO 58)	134,261	9.2	1,528,184	10.2				
60	TOTAL FIXED OVERHEAD	(LINES 23, 44 & 59)	770,535	52.6	9,227,811	61.3				
61	TOTAL OPERATING EXP.	(LINES 12 & 60)	1,055,261	72.1	12,547,359	83.4				
62	OPERATING PROFIT OR LOSS	(LINE 2 MINUS 61)	408,540		2,505,294					
63	NET ADDS. OR DEDS.	(PAGE 2, LINE 81)								
64	NET P/L BEFORE BONUS OR TAX	(LINES 62 + OR - 63)								
65	BONUSES - EMPLOYEES	97								
66	BONUSES - OWNERS	98								
67	NET P/L BEFORE TAXES	(LINE 64 MINUS 65 & 66)								
68	INCOME TAXES	99								
69	NET P/L AFTER TAXES	(LINE 67 MINUS 68)								