



2019 HONDA DEALER BALANCE SHEET

DEALER NO. **208140**

HONDA

BALANCE SHEET

ZONE/DIST. NO. **05B**DEALERSHIP (dba) **HUDSON HONDA**CITY **WEST NEW YORK**STATE **NJ**ZIP **07093**COVERING THE PERIOD FROM: **01 JAN 2019** THRU: **31 JAN 2019** OTHER MAKES SOLD **OTHER MAKE S**

| ASSETS | | | | ACCT. NO. | AMOUNT | LINE NO. | LIABILITIES | | | | ACCT. NO. | AMOUNT | |
|---|-----------------------------------|-----------------|--------------------------|---------------|-----------------|----------|---|---|--|------------------|-----------------|--------|------------------|
| Cash on Hand | | | | 201 | | 1 | Accounts Payable - Trade Creditors | | | 300 | 67124 | | |
| Cash in the Bank | | | | 202 | 387611 | 2 | Vehicle Lien Payoffs | | | 320 | - 52266 | | |
| Cash Clearing | | | | 203 | | 3 | License and Registration Fees | | | 321 | 15168 | | |
| Contracts in Transit | | | | 205 | 763180 | 4 | Customer Deposits | | | 322 | 55651 | | |
| TOTAL CASH AND CONTRACTS (LINES 1 TO 4) | | | | | 1150791 | 5 | | | | | | | |
| Vehicle Accounts Receivable | | | | 210 | | 6 | NOTES PAYABLE | New Vehicles & Demos | | 324 | 11171044 | | |
| Service, Body Shop & Parts Accts. Receivable | | | | 220 | 467282 | 7 | | Used Vehicles | | 325 | 694278 | | |
| Factory Receivables - Honda | | | | 221 | 28954 | 8 | | Lease/Rental Vehicles | | 326 | | | |
| Factory Receivables - Other | | | | 222 | | 9 | | Other | | 328 | | | |
| Warranty Receivables - Honda | | | | 223 | 27712 | 10 | | Long Term Debt - Current Portion | | 329 | | | |
| Warranty Receivables - Other | | | | 224 | | 11 | TOTAL ACCOUNTS & NOTES PAYABLE (LINES 1 TO 10) | | | | 11950999 | | |
| Holdback Receivables - Honda | | | | 226 | | 12 | Interest Payable | | 330 | | 168557 | | |
| Holdback Receivables - Other | | | | 227 | | 13 | Payroll Payable | | 331 | | 55698 | | |
| Allowance for Doubtful Accounts | | | | 225 | | 14 | Insurance Payable | | 332 | | 3338 | | |
| TOTAL RECEIVABLES (LINES 6 TO 14) | | | | | 523948 | 15 | Taxes Payable - Sales | | 333 | | 243591 | | |
| * Demo Vehicles - Honda | TOTAL UNITS () | | | 230 | | 16 | - Payroll | | 334 | | | | |
| * Demo Vehicles - Other | TOTAL UNITS (1) | | | 231 | 350 | 17 | - Income (Prior Yr.\$) | | 335 | | | | |
| * New Honda Vehicles - | TOTAL CAR UNITS (287) | | | 234 | 10942098 | 18 | - Real Estate | | 336 | | | | |
| | TOTAL SUV/VAN/TRUCK UNITS (123) | | | | | 19 | - Other | | 337 | | 29680 | | |
| * New Vehicles - Other | TOTAL UNITS () | | | 235 | | 20 | Employees' Bonuses Payable | | 338 | | 154817 | | |
| L.I.F.O. Reserve New Vehicles | | | | 242 | 707030 | 21 | Owners' Bonuses Payable | | 339 | | | | |
| TOTAL NEW VEHICLE (LINES 16 TO 21) | | | | | 10235418 | 22 | Pension - 401K Plan Payable | | 340 | | | | |
| * Used Honda Vehicles - Certified | (UNITS 9) | | | 250 | 581313 | 23 | Other Expenses Payable | | 341 | | 39811 | | |
| * Memo: 30 + Days | (UNITS 9) (\$ 193663) | | | | | 24 | Accruals and Reserves | | 345 | | | | |
| * Used Honda Vehicles - Non Certified | (UNITS 43) | | | 251 | 227001 | 25 | TOTAL ACCRUED LIABILITIES (LINES 12 TO 24) | | | | 695492 | | |
| * Memo: 30 + Days | (UNITS 22) (\$ 227001) | | | | | 26 | TOTAL CURRENT LIABILITIES (LINES 11 & 25) | | | | 12646491 | | |
| * Used Other than Honda | (UNITS 183) | | | 252 | 696344 | 27 | Long Term Debt - Owners | | 350 | | | | |
| * Memo: 30 + Days | (UNITS 16) (\$ 97585) | | | | | 28 | Long Term Debt - Other | | 353 | | 1338604 | | |
| L.I.F.O. Reserve Used Vehicles | | | | 259 | | 29 | Long Term Contracts and Reserves | | 354 | | | | |
| Parts - Honda (\$ CORES) (\$ OBSOLESCENCE) | | | | 260 | 258818 | 30 | Mortgages Payable - Company Owned Real Estate | | 355 | | | | |
| Accessories - Honda Vehicles (\$ OBSOLESCENCE) | | | | 261 | | 31 | TOTAL LONG TERM DEBT (LINES 27 TO 30) | | | | 1338604 | | |
| Parts & Accessories - Other | | | | 262 | | 32 | TOTAL LIABILITIES (LINES 26 & 31) | | | | 13985095 | | |
| Gas, Oil and Grease | | | | 263 | | 33 | NET WORKING CAPITAL | | EFFECTIVE NET WORTH | | | | |
| Body Shop Materials | | | | 264 | | 34 | ACTUAL \$ | 2,520,408 | ACTUAL \$ | 1,369,697 | | | |
| Sublet Repairs | | | | 265 | - 4251 | 35 | (ASSETS LINE 51 PLUS 21, 29 & 39 MINUS LIABILITIES LINE 26) | | (NET WORTH LINE 68 MINUS ASSET LINE 68 + 50% OF ASSET LINES 21, 29 & 39) | | | | |
| Work in Process - Labor | | | | 266 | 1233 | 36 | REQUIRED \$ | 2,364,700 | REQUIRED \$ | 1,182,400 | | | |
| Tire Inventory | | | | 267 | | 37 | NET WORTH | | | | | | |
| Non-Automotive Inventory | | | | 268 | | 38 | CORPORATIONS ONLY | CAPITAL STOCK | 360 | 1159960 | | | |
| L.I.F.O. Reserve Parts & Accessories | | | | 269 | | 39 | | ADDITIONAL PAID IN CAPITAL | 361 | | | | |
| TOTAL INVENTORIES (LINES 22, 23, 25, 27, 29 TO 39) | | | | | 11995876 | 40 | | TREASURY STOCK | 362 | 421964 | | | |
| Marketable Securities | | | | 270 | | 41 | | RETAINED EARNINGS | 370 | 330646 | | | |
| Finance Income Receivable | | | | 271 | 115541 | 42 | | DIVIDENDS | 375 | | | | |
| Insurance Commissions Receivable | | | | 272 | 50 | 43 | | PREVIOUSLY TAXED INCOME - "S" CORP. | 376 | | | | |
| Prepaid Expenses - Taxes | | | | 273 | 49222 | 44 | | DISTRIBUTIONS - "S" CORP. | 377 | | | | |
| - Insurance | | | | 274 | 169138 | 45 | | PROPRIETORSHIP, PARTNERSHIP OR LLC | | | | | |
| - Advertising | | | | 279 | | 46 | | INVESTMENTS | 380 | | | | |
| - Other | | | | 275 | 88738 | 47 | | DRAWINGS | 390 | | | | |
| * Lease/Rental Vehicles | (UNITS 11) | | | 277/278 | 366565 | 48 | | MONTH | NEW UNITS HONDA | OTHER | USED UNITS RTL | WHL | PROFIT OR (LOSS) |
| Accumulated Depreciation (ACCTS. 277, 278) | | | | 389 | | 49 | | JAN. | 139 | | 94 | 14 | 48358 |
| TOTAL OTHER CURRENT ASSETS (LINES 41 TO 49) | | | | | 789254 | 50 | | FEB. | | | | | |
| TOTAL CURRENT ASSETS (LINES 5, 15, 40 & 50) | | | | | 14459869 | 51 | | MAR. | | | | | |
| ACCT. NAME | ACCT. NO. | COST | ACCUMULATED DEPRECIATION | | | 52 | | APR. | | | | | |
| LAND | 280 | | | | | 53 | | MAY | | | | | |
| BLDGS. | 281/381 | | | | | 54 | | JUN. | | | | | |
| EQUIP. M/S | 282/382 | 850749 | 816263 | 34486 | | 55 | | JUL. | | | | | |
| EQUIP. P/A | 283/383 | 12557 | 12557 | | | 56 | | AUG. | | | | | |
| FURN. | 284/384 | 368560 | 349094 | 19466 | | 57 | | SEP. | | | | | |
| CO. VEH. | 285/385 | 136565 | 132773 | 3792 | | 58 | | OCT. | | | | | |
| LEASEHOLD | 286/386 | 1132264 | 648600 | 483664 | | 59 | | NOV. | | | | | |
| SIGNS | 287/387 | 54457 | 54457 | | | 60 | | DEC. | | | | | |
| OTHER | 288/388 | 65000 | 65000 | | | 61 | | TOTAL | 139 | | 94 | 14 | 48358 |
| TOTAL FIXED ASSETS (LINES 53 TO 61) | | 2620152 | 2078744 | 541408 | | 62 | | INCOME FROM OTHER OPERATIONS | | | | | |
| Life Insurance - Cash Value | 291 | | | | | 63 | | ESTIMATED INCOME TAXES | | | | | |
| Notes/Accts. Receivable - Officers & Employees | 293 | | | | | 64 | | NET EARNINGS - PROFIT OR (LOSS) (LINES 64 & 65 MINUS 66) | | | | | |
| Other Notes/Accounts Receivable | 295 | | | | | 65 | | TOTAL NET WORTH (LINES 41 TO 50 & 67) | | | | | |
| Other Non-Automotive Assets | 296 | 100818 | | | | 66 | | TOTAL LIABILITIES & NET WORTH (LINES 32 & 68) | | | | | |
| Investments & Advances - Other Operations | 297 | | | | | 67 | | | | | | | |
| TOTAL OTHER ASSETS (LINES 63 TO 67) | | 100818 | | | | 68 | | | | | | | |
| TOTAL ASSETS (LINES 51, 62 & 68) | | 15102095 | | | | 69 | | | | | | | |

RECEIVABLES ANALYSIS

| LINE NO. | TYPE | ACCT. NO. | TOTAL | CURRENT | 31 - 60 | 61 - 90 | OVER 90 | DOUBTFUL ACCOUNTS | LINE NO. |
|----------|----------------------------|-----------|---------------|---------------|--------------|--------------|---------------|-------------------|----------|
| 72 | Vehicle | 210 | | | | | | | 72 |
| 73 | Service, Body Shop & Parts | 220 | 467282 | 95473 | 12625 | 10846 | 348338 | | 73 |
| 74 | Factory Receivables | 221/222 | 28954 | 23354 | 5600 | | | | 74 |
| 75 | Warranty Receivables | 223/224 | 27712 | 27712 | | | | | 75 |
| 76 | Holdback Receivables | 226/227 | | | | | | | 76 |
| 77 | TOTAL | | 523948 | 146539 | 18225 | 10846 | 348338 | | 77 |
| 78 | Less: Doubtful Accounts | 225 | | | | | | | 78 |
| 79 | NET RECEIVABLES | | 523948 | | | | | | 79 |

*BE SURE TO SHOW NUMBER OF UNITS

| LINE NO. | NAME OF ACCOUNT | ACCT. NO. | TOTAL DEALERSHIP INCOME AND EXPENSE | | | A NEW HONDA DEPT. | | B NEW OTHER DEPT. | | LINE NO. | | | | |
|----------|---|-----------|-------------------------------------|--------------|-------------------------|------------------------------------|--------------|-------------------|--------------|----------|----|-----|-------|----|
| | | | MONTH | YEAR TO DATE | GROSS PROFIT % OF SALES | MONTH | YEAR TO DATE | MONTH | YEAR TO DATE | | | | | |
| 1 | SALES | | 6053444 | 6053444 | 100% | 3756606 | 3756606 | | | 1 | | | | |
| 2 | GROSS | | 400629 | 400629 | 662 | - 36983 | - 36983 | | | 2 | | | | |
| 3 | OTHER VARIABLE INCOME & DEDUCTIONS | | | | PRVS | | | | | 3 | | | | |
| 4 | Finance Income | 003 | 107140 | 107140 | 460 | 39588 | 39588 | | | 4 | | | | |
| 5 | Insurance Income | 004 | | | | | | | | 5 | | | | |
| 6 | Service Contracts | 005 | 114469 | 114469 | 491 | 28774 | 28774 | | | 6 | | | | |
| 7 | GAP Insurance Income | 006 | 48362 | 48362 | 208 | 13050 | 13050 | | | 7 | | | | |
| 8 | Charge Backs & Repo Losses | 007 | (51606) | (51606) | (221) | (36124) | (36124) | | | 8 | | | | |
| 9 | Aftermarket Income | 009 | 73317 | 73317 | 315 | 62381 | 62381 | | | 9 | | | | |
| 10 | FINANCE & INSURANCE SUB-TOTAL (LINES 4 TO 9) | | 291682 | 291682 | 1252 | 107669 | 107669 | | | 10 | | | | |
| 11 | Dealer Marketing Allowance | 008 | 16885 | 16885 | 121 | 16885 | 16885 | | | 11 | | | | |
| 12 | Honda Transfer Balance | 010 | 68845 | 68845 | 495 | 68845 | 68845 | | | 12 | | | | |
| 13 | TOTAL OPERATING INCOME (LINES 2+10+11+12) | | 778041 | 778041 | 3339 | 156416 | 156416 | | | 13 | | | | |
| 14 | EXPENSES | | | | PRVS | | | | | 14 | | | | |
| 15 | Salespeople Compensation | 011 | 114068 | 114068 | 490 | 70442 | 70442 | | | 15 | | | | |
| 16 | Floor Plan Interest | 012 | 20417 | 20417 | 88 | 16248 | 16248 | | | 16 | | | | |
| 17 | Compensation F & I/Service Contracts | 013 | 59999 | 59999 | 258 | 34578 | 34578 | | | 17 | | | | |
| 18 | Delivery Expense | 014 | 2793 | 2793 | 12 | 2356 | 2356 | | | 18 | | | | |
| 19 | Policy Expense-New & Used | 015 | 158 | 158 | 1 | 158 | 158 | | | 19 | | | | |
| 20 | Demo Expense | 016 | 194 | 194 | 1 | 194 | 194 | | | 20 | | | | |
| 21 | Advertising Associations | 018 | | | | | | | | 21 | | | | |
| 22 | Advertising - New & Used | 019 | 73642 | 73642 | 316 | 44511 | 44511 | | | 22 | | | | |
| 23 | TOTAL VARIABLE SELLING EXPENSE (LINES 15 TO 22) | | 271271 | 271271 | % OPER. INCOME | 168487 | 168487 | | | 23 | | | | |
| 24 | Compensation Owners | 020 | 9397 | 9397 | 121 | 3759 | 3759 | | | 24 | | | | |
| 25 | Compensation Supervisors | 021 | 81596 | 81596 | 1049 | 29311 | 29311 | | | 25 | | | | |
| 26 | Compensation Clerical | 022 | 28520 | 28520 | 367 | 11408 | 11408 | | | 26 | | | | |
| 27 | Other Salaries & Wages | 023 | 167586 | 167586 | 2154 | 54367 | 54367 | | | 27 | | | | |
| 28 | Payroll Taxes | 025 | 45008 | 45008 | 578 | 19393 | 19393 | | | 28 | | | | |
| 29 | Employee Benefits/Pension/401K/Worker's Comp. | 026 | 33024 | 33024 | 424 | 13742 | 13742 | | | 29 | | | | |
| 30 | Absentee Wages - Productive | 029 | 10000 | 10000 | 129 | 2000 | 2000 | | | 30 | | | | |
| 31 | TOTAL PERSONNEL EXPENSE (LINES 24 TO 30) | | 375131 | 375131 | 4821 | 133980 | 133980 | | | 31 | | | | |
| 32 | Company Vehicle Expense | 051 | 2711 | 2711 | 35 | 2711 | 2711 | | | 32 | | | | |
| 33 | Office Supplies & Stationery | 060 | 2927 | 2927 | 38 | 873 | 873 | | | 33 | | | | |
| 34 | Other Supplies & Tools | 061 | 10248 | 10248 | 132 | 2103 | 2103 | | | 34 | | | | |
| 35 | Adv. - Serv., Body, P & A | 062 | 11012 | 11012 | 142 | | | | | 35 | | | | |
| 36 | Bad Debts | 063 | | | | | | | | 36 | | | | |
| 37 | Contributions | 066 | 80 | 80 | 1 | 12 | 12 | | | 37 | | | | |
| 38 | Policy Expense-Serv., Body, P & A | 067 | 2037 | 2037 | 26 | | | | | 38 | | | | |
| 39 | Outside Services | 068 | 41752 | 41752 | 537 | 17727 | 17727 | | | 39 | | | | |
| 40 | Laundry & Uniforms | 069 | 1481 | 1481 | 19 | 112 | 112 | | | 40 | | | | |
| 41 | Travel & Entertainment | 070 | 8810 | 8810 | 113 | 4620 | 4620 | | | 41 | | | | |
| 42 | Memberships, Dues, Pblcns. | 071 | 550 | 550 | 7 | 220 | 220 | | | 42 | | | | |
| 43 | Legal & Auditing | 072 | 6600 | 6600 | 85 | 2640 | 2640 | | | 43 | | | | |
| 44 | Telephone | 074 | 2543 | 2543 | 33 | 1017 | 1017 | | | 44 | | | | |
| 45 | Postage/Express Mail/Freight | 075 | 4892 | 4892 | 63 | 1797 | 1797 | | | 45 | | | | |
| 46 | Training | 076 | 4595 | 4595 | 59 | 1725 | 1725 | | | 46 | | | | |
| 47 | Data Processing Services | 078 | 31235 | 31235 | 401 | 12771 | 12771 | | | 47 | | | | |
| 48 | Miscellaneous | 079 | 250 | 250 | 3 | 100 | 100 | | | 48 | | | | |
| 49 | TOTAL SEMI-FIXED EXPENSE (LINES 32 TO 48) | | 131723 | 131723 | 1693 | 48428 | 48428 | | | 49 | | | | |
| 50 | Rent | 080 | 91956 | 91956 | 1182 | 56768 | 56768 | | | 50 | | | | |
| 51 | Amortization - Leaseholds | 081 | | | | | | | | 51 | | | | |
| 52 | Repairs & Maint. - Real Estate | 082 | 3997 | 3997 | 51 | 1599 | 1599 | | | 52 | | | | |
| 53 | Depreciation - Bldgs. & Imps. | 083 | | | | | | | | 53 | | | | |
| 54 | Taxes - Real Estate | 084 | 14214 | 14214 | 183 | 5686 | 5686 | | | 54 | | | | |
| 55 | Insurance - Bldgs. & Imps. | 085 | | | | | | | | 55 | | | | |
| 56 | Mortgage Interest | 086 | | | | | | | | 56 | | | | |
| 57 | Utilities | 087 | 12774 | 12774 | 164 | 5110 | 5110 | | | 57 | | | | |
| 58 | Rent & Rent Equivalent (LINES 50 TO 57) | | 122941 | 122941 | 1580 | 69163 | 69163 | | | 58 | | | | |
| 59 | Insurance - Other | 088 | 15378 | 15378 | 198 | 8525 | 8525 | | | 59 | | | | |
| 60 | Taxes - Other | 089 | | | | | | | | 60 | | | | |
| 61 | Other Interest | 090 | 2603 | 2603 | 33 | 1041 | 1041 | | | 61 | | | | |
| 62 | Depreciation - Other | 091 | 4201 | 4201 | 54 | 4201 | 4201 | | | 62 | | | | |
| 63 | Equipment Repairs & Rentals | 092 | 1794 | 1794 | 23 | 718 | 718 | | | 63 | | | | |
| 64 | TOTAL FIXED EXPENSE (LINES 58 TO 63) | | 146917 | 146917 | 1888 | 83648 | 83648 | | | 64 | | | | |
| 65 | TOTAL FIXED OVERHEAD (LINES 31, 49 & 64) | | 653771 | 653771 | 8403 | 266056 | 266056 | | | 65 | | | | |
| 66 | TOTAL EXPENSES (LINES 23 & 65) | | 925042 | 925042 | 11889 | 434543 | 434543 | | | 66 | | | | |
| 67 | OPERATING PROFIT (LOSS) (LINES 13 MINUS 66) | | - 147001 | - 147001 | 1889 | - 278127 | - 278127 | | | 67 | | | | |
| 68 | NET ADDITIONS & DEDUCTIONS | | | | | | | | | 68 | | | | |
| 69 | NET PROFIT (LOSS) BEFORE | | | | | PERSONNEL SUMMARY | | | | | 69 | | | |
| 70 | BONUSES OR INCOME TAX (LINES 67 & 68) | | 48358 | 48358 | | POSITION | A | B | C | D | E | F | TOTAL | 70 |
| 71 | Bonuses - Employees | 096 | | | | OWNERS | | | | | | | | 71 |
| 72 | Bonuses - Owners | 097 | | | | SUPERVISORS | 100 | | 100 | 100 | | | 300 | 72 |
| 73 | NET PROFIT (LOSS) | | | | | SALESPEOPLE/PARTS CNTR/SERVICE ADV | 130 | | 200 | 400 | | 200 | 930 | 73 |
| 74 | BEFORE INCOME TAX (LINES 70 TO 72) | | 48358 | 48358 | | TECHNICIANS | | | | 800 | | | 800 | 74 |
| 75 | | | | | | CLERICAL | 200 | | 100 | 400 | | 100 | 800 | 75 |
| 76 | | | | | | OTHER | 500 | | 100 | 1200 | | 400 | 2200 | 76 |
| 77 | | | | | | TOTAL | 930 | | 500 | 2900 | | 700 | 5030 | 77 |
| 78 | | | | | | HIRED Y.T.D. | | | | | | | | 78 |
| 79 | | | | | | TERMINATED Y.T.D. | | | | | | | | 79 |

| LINE NO. | NAME OF ACCOUNT | ACCT. NO. | C USED VEHICLE DEPT. | | D SERVICE DEPT. | | E BODY SHOP DEPT. | | F PARTS AND ACCESS. DEPT. | | | | | | | | | | | | | | |
|----------|---|-----------|----------------------|--------------|--------------------------------|--------------------------|---------------------------|---------------------------|--------------------------------|--------------------------------|-------------------------------|--------------|-------------------------------|-----------|-------|--------------|--------------------------|--------------|-------|--------------|-------|--|--|
| | | | MONTH | YEAR TO DATE | MONTH | YEAR TO DATE | MONTH | YEAR TO DATE | MONTH | YEAR TO DATE | | | | | | | | | | | | | |
| 1 | SALES | | 1652022 | 1652022 | 300499 | 300499 | | | 344317 | 344317 | | | | | | | | | | | | | |
| 2 | GROSS | | 103624 | 103624 | 200905 | 200905 | | | 133083 | 133083 | | | | | | | | | | | | | |
| 3 | OTHER VARIABLE INCOME & DEDUCTIONS | | | | | | | | | | | | | | | | | | | | | | |
| 4 | Finance Income | 003 | 67552 | 67552 | | | SERVICE / BODY DEPARTMENT | | | | | | | | | | | | | | | | |
| 5 | Insurance Income | 004 | | | | | | | | | | | | | | | | | | | | | |
| 6 | Service Contracts | 005 | 85695 | 85695 | | | | | SERVICE | BODY | | | | | | | | | | | | | |
| 7 | GAP Insurance Income | 006 | 35312 | 35312 | | | | TTL Weekly Operating Hrs. | 70.00 | | | | | | | | | | | | | | |
| 8 | Charge Backs & Repo Losses | 007 | (15482) | (15482) | | | | TTL Hours Billed (Month) | | | | | | | | | | | | | | | |
| 9 | Aftermarket Income | 009 | 10936 | 10936 | | | | | | | | | | | | | | | | | | | |
| 10 | FINANCE & INSURANCE SUB-TOTAL (LINES 4 TO 9) | | 184013 | 184013 | | | | | CUSTOMER | WARRANTY | INTERNAL | | | | | | | | | | | | |
| 11 | Dealer Marketing Allowance | 008 | | | | | Hourly Labor Rate Charge | MECH | 120.00 | 100.00 | 110.00 | | | | | | | | | | | | |
| 12 | Honda Transfer Balance | 010 | | | | | | BODY | | | | | | | | | | | | | | | |
| 13 | TOTAL OPERATING INCOME (LINES 2-10+11+12) | | 287637 | 287637 | 200905 | 200905 | | | | 133083 | 133083 | | | | | | | | | | | | |
| 14 | EXPENSES | | | | | | | | | | | | | | | | | | | | | | |
| 15 | Salespeople Compensation | 011 | 43626 | 43626 | | | MONTHLY MEMO DATA | | | | | | | | | | | | | | | | |
| 16 | Floor Plan Interest | 012 | 4169 | 4169 | | | | | | PARTS & ACCESSORIES DEPARTMENT | | | | | | | | | | | | | |
| 17 | Compensation F & I/Service Contracts | 013 | 25421 | 25421 | | | | | | | | | | | | | | | | | | | |
| 18 | Delivery Expense | 014 | 437 | 437 | | | | | HONDA FLOOR PLAN ASSISTANCE | LOST SALES | | | | | | | | | | | | | |
| 19 | Policy Expense-New & Used | 015 | | | | | | | (\$) \$ | | | | | | | | | | | | | | |
| 20 | Demo Expense | 016 | | | | | | | | | | | | | | | | | | | | | |
| 21 | Advertising Associations | 018 | | | | | | | OTHER FLOOR PLAN ASSISTANCE | EMERGENCY PURCHASES | | | | | | | | | | | | | |
| 22 | Advertising - New & Used | 019 | 29131 | 29131 | | | | | (\$) \$ | | | | | | | | | | | | | | |
| 23 | TOTAL VARIABLE SELLING EXP. (LINES 15 TO 22) | | 102784 | 102784 | | | | | | | | | | | | | | | | | | | |
| 24 | Compensation Owners | 020 | 2819 | 2819 | 1879 | 1879 | | | | 940 | 940 | | | | | | | | | | | | |
| 25 | Compensation Supervisors | 021 | 24584 | 24584 | 18489 | 18489 | | | | 9212 | 9212 | | | | | | | | | | | | |
| 26 | Compensation Clerical | 022 | 8556 | 8556 | 5704 | 5704 | | | | 2852 | 2852 | | | | | | | | | | | | |
| 27 | Other Salaries & Wages | 023 | 358 | 358 | 87900 | 87900 | | | | 24961 | 24961 | | | | | | | | | | | | |
| 28 | Payroll Taxes | 025 | 12808 | 12808 | 8538 | 8538 | | | | 4269 | 4269 | | | | | | | | | | | | |
| 29 | Employee Benefits/Pension/401K/Worker's Comp. | 026 | 9610 | 9610 | 6469 | 6469 | | | | 3203 | 3203 | | | | | | | | | | | | |
| 30 | Absentee Wages - Productive | 029 | 2000 | 2000 | 5000 | 5000 | | | | 1000 | 1000 | | | | | | | | | | | | |
| 31 | TOTAL PERSONNEL EXPENSE (LINES 24 TO 30) | | 60735 | 60735 | 133979 | 133979 | | | | 46437 | 46437 | | | | | | | | | | | | |
| 32 | Company Vehicle Expense | 051 | | | | | | | | | | | | | | | | | | | | | |
| 33 | Office Supplies & Stationery | 060 | 655 | 655 | 1181 | 1181 | | | | 218 | 218 | | | | | | | | | | | | |
| 34 | Other Supplies & Tools | 061 | 1577 | 1577 | 6042 | 6042 | | | | 526 | 526 | | | | | | | | | | | | |
| 35 | Adv. - Serv., Body, P & A | 062 | | | 6522 | 6522 | | | | 4490 | 4490 | | | | | | | | | | | | |
| 36 | Bad Debts | 063 | | | | | | | | | | | | | | | | | | | | | |
| 37 | Contributions | 066 | 9 | 9 | 6 | 6 | | | 50 | 50 | 3 | | | | | | | | | | | | |
| 38 | Policy Expense-Serv., Body, P & A | 067 | | | 2037 | 2037 | | | | | | | | | | | | | | | | | |
| 39 | Outside Services | 068 | 12539 | 12539 | 7324 | 7324 | | | | 4162 | 4162 | | | | | | | | | | | | |
| 40 | Laundry & Uniforms | 069 | | | 1245 | 1245 | | | | 124 | 124 | | | | | | | | | | | | |
| 41 | Travel & Entertainment | 070 | 2095 | 2095 | 1397 | 1397 | | | | 698 | 698 | | | | | | | | | | | | |
| 42 | Memberships, Dues, Pblcns. | 071 | 165 | 165 | 110 | 110 | | | | 55 | 55 | | | | | | | | | | | | |
| 43 | Legal & Auditing | 072 | 1980 | 1980 | 1320 | 1320 | | | | 660 | 660 | | | | | | | | | | | | |
| 44 | Telephone | 074 | 763 | 763 | 509 | 509 | | | | 254 | 254 | | | | | | | | | | | | |
| 45 | Postage/Express Mail/Freight | 075 | 1348 | 1348 | 899 | 899 | | | | 848 | 848 | | | | | | | | | | | | |
| 46 | Training | 076 | 570 | 570 | 1905 | 1905 | | | | 395 | 395 | | | | | | | | | | | | |
| 47 | Data Processing Services | 078 | 8816 | 8816 | 5845 | 5845 | | | | 3803 | 3803 | | | | | | | | | | | | |
| 48 | Miscellaneous | 079 | 75 | 75 | 50 | 50 | | | | 25 | 25 | | | | | | | | | | | | |
| 49 | TOTAL SEMI-FIXED EXPENSE (LINES 32 TO 48) | | 30592 | 30592 | 36392 | 36392 | | | 50 | 50 | 16261 | | | | | | | | | | | | |
| 50 | Rent | 080 | 17594 | 17594 | 11729 | 11729 | | | | 5865 | 5865 | | | | | | | | | | | | |
| 51 | Amortization - Leaseholds | 081 | | | | | | | | | | | | | | | | | | | | | |
| 52 | Repairs & Maint. - Real Estate | 082 | 1199 | 1199 | 799 | 799 | | | | 400 | 400 | | | | | | | | | | | | |
| 53 | Depreciation - Bldgs. & Imps. | 083 | | | | | | | | | | | | | | | | | | | | | |
| 54 | Taxes - Real Estate | 084 | 4264 | 4264 | 2843 | 2843 | | | | 1421 | 1421 | | | | | | | | | | | | |
| 55 | Insurance - Bldgs. & Imps. | 085 | | | | | | | | | | | | | | | | | | | | | |
| 56 | Mortgage Interest | 086 | | | | | | | | | | | | | | | | | | | | | |
| 57 | Utilities | 087 | 3832 | 3832 | 2555 | 2555 | | | | 1277 | 1277 | | | | | | | | | | | | |
| 58 | Rent & Rent Equivalent (LINES 50 TO 57) | | 26889 | 26889 | 17926 | 17926 | | | | 8963 | 8963 | | | | | | | | | | | | |
| 59 | Insurance - Other | 088 | 3571 | 3571 | 2188 | 2188 | | | | 1094 | 1094 | | | | | | | | | | | | |
| 60 | Taxes - Other | 089 | | | | | | | | | | | | | | | | | | | | | |
| 61 | Other Interest | 090 | 781 | 781 | 521 | 521 | | | | 260 | 260 | | | | | | | | | | | | |
| 62 | Depreciation - Other | 091 | | | | | | | | | | | | | | | | | | | | | |
| 63 | Equipment Repairs & Rentals | 092 | 538 | 538 | 359 | 359 | | | | 179 | 179 | | | | | | | | | | | | |
| 64 | TOTAL FIXED EXPENSE (LINES 58 TO 63) | | 31779 | 31779 | 20994 | 20994 | | | | 10496 | 10496 | | | | | | | | | | | | |
| 65 | TOTAL FIXED OVERHEAD (LINES 31 & 64) | | 123106 | 123106 | 191365 | 191365 | | | 50 | 50 | 73194 | | | | | | | | | | | | |
| 66 | TOTAL EXPENSES (LINES 23 & 65) | | 225890 | 225890 | 191365 | 191365 | | | 50 | 50 | 73194 | | | | | | | | | | | | |
| 67 | OPERATING PROFIT (LOSS) (LINES 13 MINUS 66) | | 61747 | 61747 | 9540 | 9540 | | | - 50 | - 50 | 59889 | | | | | | | | | | | | |
| 68 | F & I | CURR. MO. | LEASES # | FIN % | CTR # | GAP % | INS # | HONDA CARE # | CTR % | OTHER SVC # | CTR % | YTD | LEASES # | FIN % | CTR # | GAP % | INS # | HONDA CARE # | CTR % | OTHER SVC # | CTR % | | |
| 69 | | NEW | 96 | 69 | 40 | 29 | 24 | 17 | 35 | 25 | | | NEW | 96 | 69 | 40 | 29 | 24 | 17 | 35 | 25 | | |
| 71 | | USED | | | 77 | 82 | 65 | 69 | 64 | 68 | | | USED | | | 77 | 82 | 65 | 69 | 64 | 68 | | |
| 72 | ADDITIONS TO INCOME | | | | | | | | | | DEDUCTIONS FROM INCOME | | | | | | | | | | | | |
| 73 | ACCOUNT NAME | ACCT. NO. | MONTH | YEAR TO DATE | ACCOUNT NAME | ACCT. NO. | MONTH | YEAR TO DATE | ACCOUNT NAME | ACCT. NO. | MONTH | YEAR TO DATE | ACCOUNT NAME | ACCT. NO. | MONTH | YEAR TO DATE | ACCOUNT NAME | ACCT. NO. | MONTH | YEAR TO DATE | | | |
| 74 | Cash Discount Earned | 800 | | | Cash Discount Allowed | 900 | | | Lease & Rental Vehicle Expense | 905 | | | Cash Discount Earned | 800 | | | Cash Discount Allowed | 900 | | | | | |
| 75 | Interest Earned | 802 | | | Lease & Rental Vehicle Expense | 905 | | | Cash Discount Earned | 800 | | | Interest Earned | 802 | | | Cash Discount Allowed | 900 | | | | | |
| 76 | Lease & Rental Vehicle Income | 805 | | | Cash Discount Earned | 800 | | | Interest Earned | 802 | | | Lease & Rental Vehicle Income | 805 | | | Cash Discount Allowed | 900 | | | | | |
| 77 | Miscellaneous Income | 809 | | 217271 | 217271 | Miscellaneous Deductions | 909 | | | | | | Miscellaneous Income | 809 | | | Miscellaneous Deductions | 909 | | | | | |
| 78 | L.I.F.O. Adjustment | 810 | | | L.I.F.O. Adjustment | 910 | | | | | | | L.I.F.O. Adjustment | 810 | | | L.I.F.O. Adjustment | 910 | | | | | |
| 79 | | | | | | | | | | | | | | | | | | | | | | | |
| 80 | TOTAL (LINES 74 TO 78) | | | 217271 | 217271 | TOTAL (LINES 74 TO 78) | | | 21912 | 21912 | | | TOTAL (LINES 74 TO 78) | | | | 21912 | 21912 | | | | | |

CURRENT MONTH GROSS PROFIT ANALYSIS YEAR TO DATE

| LINE NO. | UNITS | SALES | GROSS PROFIT | PER UNIT SOLD | MEMO: INCENTIVES | A - NEW HONDA DEPARTMENT | ACCT. NO. | UNITS | SALES | GROSS PROFIT | PER UNIT SOLD | MEMO: INCENTIVES | LINE NO. |
|----------|--------------------|---------|--------------|-----------------|------------------|---|-----------|---------|---------|--------------|---------------|------------------|----------|
| 1 | 25 | 524715 | 25110 | 1004 | 23250 | Civic - 4 Door | 402 | 25 | 524715 | - 25110 | 1004 | 23250 | 1 |
| 2 | | | | | | Civic - 2 Door | 403 | | | | | | 2 |
| 3 | | | | | | Civic - 5 Door | 423 | | | | | | 3 |
| 4 | 23 | 592290 | 54356 | 2363 | 34000 | Accord - 4 Door | 405 | 23 | 592290 | - 54356 | 2363 | 34000 | 4 |
| 5 | 13 | 487481 | 5575 | 429 | 7350 | Pilot | 408 | 13 | 487481 | - 5575 | 429 | 7350 | 5 |
| 6 | 1 | 35633 | 684 | 684 | 1350 | Odyssey | 412 | 1 | 35633 | 684 | 684 | 1350 | 6 |
| 7 | 65 | 1808952 | 85493 | 1315 | 66400 | CR-V | 413 | 65 | 1808952 | - 85493 | 1315 | 66400 | 7 |
| 8 | | | | | | Ridgeline | 418 | | | | | | 8 |
| 9 | 1 | 17454 | 180 | 180 | | Fit | 419 | 1 | 17454 | - 180 | 180 | | 9 |
| 10 | 10 | 253346 | 4348 | 435 | 7450 | HR-V | 422 | 10 | 253346 | - 4348 | 435 | 7450 | 10 |
| 11 | | | | | | Clarity | 424 | | | | | | 11 |
| 12 | | | | | | Insight | 411 | | | | | | 12 |
| 13 | | | | | | Passport | 425 | | | | | | 13 |
| 14 | 1 | 36735 | 1005 | 1005 | | Discontinued HONDA Models - All | 400 | 1 | 36735 | - 1005 | 1005 | | 14 |
| 15 | | | 138400 | 996 | | Incentives Earned | 002A | | | 138400 | 996 | | 15 |
| 16 | 139 | 3756606 | 36983 | 266 | | NEW HONDA RETAIL (LINES 1 TO 15) | | 139 | 3756606 | - 36983 | 266 | | 16 |
| 17 | | | | | | Honda - Fleet | 410 | | | | | | 17 |
| 18 | 139 | 3756606 | 36983 | 266 | | TOTAL NEW HONDA DEPT. (LINES 16 & 17) | | 139 | 3756606 | - 36983 | 266 | | 18 |
| 19 | | | | | | B - NEW OTHER DEPARTMENT | | | | | | 19 | |
| 20 | | | | | | TOTAL OTHER MAKES - ALL VEHICLES | 420 | | | | | | 20 |
| 21 | | | | | | C - USED VEHICLE DEPARTMENT | | | | | | 21 | |
| 22 | 51 | 992192 | 128975 | 2529 | | Honda Certified Pre-Owned - Retail | 440 | 51 | 992192 | 128975 | 2529 | | 22 |
| 23 | | | 77233 | 1514 | | Honda Certified Pre-Owned - Reconditioning | 641 | | | 77233 | 1514 | | 23 |
| 24 | 27 | 393362 | 49351 | 1828 | | Non-Certified Used Honda - Retail | 444 | 27 | 393362 | 49351 | 1828 | | 24 |
| 25 | | | 27149 | 1006 | | Non-Certified Used Honda - Reconditioning | 648 | | | 27149 | 1006 | | 25 |
| 26 | 16 | 230893 | 34293 | 2143 | | Used Other - Retail | 445 | 16 | 230893 | 34293 | 2143 | | 26 |
| 27 | | | 12858 | 804 | | Used Other - Reconditioning | 646 | | | 12858 | 804 | | 27 |
| 28 | 94 | 1616447 | 95379 | 1015 | | TOTAL RETAIL USED VEHICLES (LINES 22 TO 27) | | 94 | 1616447 | 95379 | 1015 | | 28 |
| 29 | MEMO 14 | 35575 | 8245 | 589 | | Wholesale (DO NOT INCLUDE UNITS ON LINE 31) | 442 | MEMO 14 | 35575 | 8245 | 589 | | 29 |
| 30 | | | | | | Inventory Adjustments | 643 | | | | | | 30 |
| 31 | 94 | 1652022 | 103624 | 1102 | | TOTAL USED VEHICLE DEPARTMENT (LINES 28 TO 30) | | 94 | 1652022 | 103624 | 1102 | | 31 |
| 32 | NO. R.O'S WRITTEN | | | G.P. % OF SALES | | D - SERVICE DEPARTMENT | | | | | | 32 | |
| 33 | 1076 | 108968 | 77496 | 7112 | | H - Customer Labor | 450 | 1076 | 108968 | 77496 | 7112 | | 33 |
| 34 | | | 8 | | | O - Express Service Labor | 458 | | | 8 | | | 34 |
| 35 | 471 | 40400 | 32536 | 8053 | | N - Warranty Labor | 452 | 471 | 40400 | 32536 | 8053 | | 35 |
| 36 | 50 | 65030 | 49525 | 7616 | | D - Internal Labor | 454 | 50 | 65030 | 49525 | 7616 | | 36 |
| 37 | 98 | 19910 | 17570 | 8825 | | A - Internal Labor - Accessories | 455 | 98 | 19910 | 17570 | 8825 | | 37 |
| 38 | 1695 | 234308 | 177119 | 7559 | | TOTAL HONDA SERVICE LABOR (LINES 33 TO 37) | | 1695 | 234308 | 177119 | 7559 | | 38 |
| 39 | 94 | 13160 | 11374 | 8643 | | Service Labor - Other Makes | 451 | 94 | 13160 | 11374 | 8643 | | 39 |
| 40 | | | | | | Express Service Labor - Other Makes | 469 | | | | | | 40 |
| 41 | | 53031 | 11559 | 2180 | | Sublet Repairs | 456 | | 53031 | 11559 | 2180 | | 41 |
| 42 | | | 853 | | | Unapplied Labor | 657 | | | 853 | | | 42 |
| 43 | 1789 | 300499 | 200905 | 6686 | | TOTAL SERVICE DEPARTMENT (LINES 38 TO 42) | | 1789 | 300499 | 200905 | 6686 | | 43 |
| 44 | | | | | | E - BODY SHOP DEPARTMENT | | | | | | 44 | |
| 45 | | | | | | Customer Labor | 460 | | | | | | 45 |
| 46 | | | | | | Warranty Labor | 462 | | | | | | 46 |
| 47 | | | | | | Internal Labor | 464 | | | | | | 47 |
| 48 | | | | | | Sublet Repairs | 466 | | | | | | 48 |
| 49 | | | | | | Body Shop Materials | 467 | | | | | | 49 |
| 50 | | | | | | Unapplied Labor | 668 | | | | | | 50 |
| 51 | | | | | | TOTAL BODY SHOP DEPARTMENT (LINES 45 TO 50) | | | | | | | 51 |
| 52 | NO. C.T.'S WRITTEN | | | | | F - PARTS & ACCESSORIES DEPARTMENT | | | | | | 52 | |
| 53 | | 51483 | 27576 | 5356 | | - Customer R.O. | 470 | | 51483 | 27576 | 5356 | | 53 |
| 54 | | | | | | - Express Service R.O. | 488 | | | | | | 54 |
| 55 | | | | | | - Body Shop R.O. | 471 | | | | | | 55 |
| 56 | | 63354 | 29611 | 4674 | | - Warranty R.O. | 472 | | 63354 | 29611 | 4674 | | 56 |
| 57 | | 19313 | 8499 | 4401 | | - Internal R.O. | 473 | | 19313 | 8499 | 4401 | | 57 |
| 58 | 262 | 18265 | 7167 | 3924 | | - Counter Retail | 474 | 262 | 18265 | 7167 | 3924 | | 58 |
| 59 | 458 | 79411 | 13904 | 1751 | | - Wholesale Collision | 475 | 458 | 79411 | 13904 | 1751 | | 59 |
| 60 | | | | | | - Wholesale Mechanical | 485 | | | | | | 60 |
| 61 | | | 754 | | | - Stock Order Discount | 677 | | | 754 | | | 61 |
| 62 | | | 160 | | | - Purchase Allowances | 678 | | | 160 | | | 62 |
| 63 | 720 | 231826 | 87671 | 3782 | | HONDA PARTS (LINES 53 TO 62) | | 720 | 231826 | 87671 | 3782 | | 63 |
| 64 | | 7093 | 3128 | 4410 | | - Customer & Body Shop R.O. | 490 | | 7093 | 3128 | 4410 | | 64 |
| 65 | | 12336 | 4721 | 3827 | | - Warranty R.O. | 492 | | 12336 | 4721 | 3827 | | 65 |
| 66 | | 18705 | 6100 | 3261 | | - Internal R.O. | 493 | | 18705 | 6100 | 3261 | | 66 |
| 67 | 17 | 457 | 200 | 4376 | | - Counter Retail | 494 | 17 | 457 | 200 | 4376 | | 67 |
| 68 | 29 | 3201 | 508 | 1587 | | - Wholesale | 495 | 29 | 3201 | 508 | 1587 | | 68 |
| 69 | | | | | | - Stock Order Discount | 697 | | | | | | 69 |
| 70 | 46 | 41792 | 14657 | 3507 | | HONDA ACCESSORIES (LINES 64 TO 69) | | 46 | 41792 | 14657 | 3507 | | 70 |
| 71 | | | | | | Parts & Access. Inventory Adjustments | 676 | | | | | | 71 |
| 72 | 766 | 273618 | 102328 | 3740 | | TOTAL HONDA PARTS & ACCESS. (LINES 63, 70 & 71) | | 766 | 273618 | 102328 | 3740 | | 72 |
| 73 | | 30987 | 17805 | 5746 | | Parts & Accessories - Other Makes | 480 | | 30987 | 17805 | 5746 | | 73 |
| 74 | | | | | | Express Service Parts & Accessories - Other Makes | 481 | | | | | | 74 |
| 75 | 49 | 14463 | 2705 | 1870 | | Tires | 482 | 49 | 14463 | 2705 | 1870 | | 75 |
| 76 | 17 | 4069 | 833 | 2047 | | Express Service - Tires | 483 | 17 | 4069 | 833 | 2047 | | 76 |
| 77 | | 12446 | 4364 | 3506 | | Gas, Oil, Grease | 489 | | 12446 | 4364 | 3506 | | 77 |
| 78 | | 8734 | 5048 | 5780 | | Express Service - Gas, Oil, Grease | 484 | | 8734 | 5048 | 5780 | | 78 |
| 79 | 832 | 344317 | 133083 | 3865 | | TOTAL PARTS & ACCESS. DEPT. (LINES 72 TO 78) | | 832 | 344317 | 133083 | 3865 | | 79 |
| 80 | | 6053444 | 400629 | 662 | | TOTAL ALL DEPARTMENTS (LINES 18, 20, 31, 43, 51 & 79) | | | 6053444 | 400629 | 662 | | 80 |