

## Pre-Class Scavenger Hunt

**Directions:** Use your financial statement to find the following items. Complete and bring to class with you on Monday morning.

**Objective:** Completing this form will give you some working knowledge as to where to find accounts on your statement. This will allow you to spend more time learning concepts and less time searching for information.

Some financial statements may have the information combined with another account. Please ask your controller/office manager for specifics or call the Financial Management Instructor.

Item	Page	Line	Dollar Amount
Cash	<u>1</u>	<u>7-8</u>	<u>3,997,000</u>
Contracts in Transit	<u>1</u>	<u>9</u>	<u>1,338,909</u>
Vehicle Receivable	<u>7</u>	<u>55</u>	<u>1,673,117</u>
Holdback	<u>N/A</u>		
Parts, Service, & Body Shop Receivable	<u>7</u>	<u>57</u>	<u>275,626</u>
New Vehicles Sold YTD	<u>1</u>	<u>62</u>	<u>1024</u>
Total Expenses	<u>2</u>	<u>57</u>	<u>705,198</u>
Total Dealership Net Profit	<u>2</u>	<u>65</u>	<u>796,018</u>
Total Dealership Sales	<u>2</u>	<u>1</u>	<u>9,280,138</u>
New Vehicle Operating Profit	<u>3</u>	<u>61</u>	<u>235,604</u>
YTD Pre-Owned Vehicle Retail Sales	<u>1</u>	<u>62</u>	<u>423</u>
YTD Parts Dept. Expense	<u>4</u>	<u>57</u>	<u>722,747</u>
Service Dept. Internal Gross Profit	<u>6</u>	<u>28</u>	<u>202,051</u>
Cost of Labor	<u>6</u>	<u>34</u>	<u>1,006,877</u>
Effective Labor Rate			

*L7 NOT STATEMENT  
INFO ATTACHED.*

Technician	Dept Type	Labour Sale	Labour Cost	Labour Gross	%Gross	Hrs-Clock	Hrs-Est	Hrs-Inv	Sls/Clock-Hr	Cst/Clock-Hr	Grs/Clock-Hr	Unbilled
Adam Fell	D	5,526.97	1,831.50	3,695.47	66.86	31.20	44.90	40.50	177.15	58.41	118.73	0.00
	I	475.00	315.00	160.00	33.68	6.80	2.00	7.00	69.85	46.32	23.53	0.00
	W	12,811.48	4,234.50	8,576.98	66.95	81.30	47.80	94.10	157.58	52.08	105.50	0.00
<b>Employee Total</b>		18,813.45	6,381.00	12,432.45	66.08	119.30	94.70	141.60	404.58	156.82	247.76	0.00

Carlin Delorme	D	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	I	1,238.00	233.60	1,004.40	81.13	14.70	13.90	14.60	84.22	15.89	68.33	0.10
	W	736.92	86.40	650.52	88.28	5.40	5.60	5.40	136.47	16.00	120.47	0.00
<b>Employee Total</b>		1,974.92	320.00	1,654.92	83.80	20.10	19.50	20.00	220.68	31.89	188.79	0.10

Chad Benjamin	D	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	I	13,718.48	3,892.00	9,826.48	71.63	78.20	100.50	97.30	175.43	49.77	125.66	0.00
	W	5,470.38	1,608.00	3,862.38	70.61	26.80	45.90	40.20	204.12	60.00	144.12	0.00
<b>Employee Total</b>		19,188.86	5,500.00	13,688.86	71.34	105.00	146.40	137.50	379.55	109.77	269.78	0.00

Chris Rodgers	D	0.00	0.00	0.00	0.00	1.00	1.00	0.00	0.00	0.00	0.00	1.00
	I	60.10	36.00	24.10	40.10	1.60	1.30	0.90	37.56	22.50	15.06	0.70
	W	204.68	60.00	144.68	70.69	1.90	2.00	1.50	107.73	31.58	76.15	0.40
<b>Employee Total</b>		264.78	96.00	168.78	63.74	4.50	4.30	2.40	145.29	54.08	91.21	2.10

Dean Cleverley	D	9,048.54	2,074.50	6,974.04	77.07	53.10	76.30	66.00	170.41	55.93	114.47	0.00
	I	908.30	720.00	188.30	20.73	15.80	14.29	16.00	57.49	45.57	11.92	0.00
	W	6,631.28	2,236.50	4,394.78	66.27	69.90	31.65	48.70	94.87	31.35	63.52	21.20
<b>Employee Total</b>		16,588.12	5,031.00	11,557.12	69.67	138.80	122.24	130.70	322.76	132.85	189.91	21.20

Express Tech	D	17,273.34	2,690.00	14,583.34	84.43	47.40	134.80	134.80	364.42	56.88	307.54	0.00
	I	404.77	138.00	266.77	65.91	3.30	11.90	6.80	122.66	41.21	81.45	0.00
	W	6,349.94	1,560.00	4,789.94	75.43	25.10	79.20	78.00	252.99	62.15	190.83	0.00
<b>Employee Total</b>		24,028.05	4,388.00	19,640.05	81.74	75.80	225.90	219.60	740.06	160.24	579.82	0.00

**WORK ORDER SALES REPORT** Environment: Davis GMC Buick ( Run: 09/10/2019 08:03:58

Technician	Dept Type	Labour Sale	Labour Cost	Labour Gross	%Gross	Hrs-Clock	Hrs-Est	Hrs-Inv	Sis/Clock-Hr	Cst/Clock-Hr	Grs/Clock-Hr	Unbilled
Jeff Talayn	D	12,793.61	4,522.50	8,271.11	64.65	62.60	117.70	96.80	204.37	69.58	134.79	0.00
	C	782.16	364.50	417.66	53.40	5.80	7.40	8.10	134.86	62.84	72.01	0.00
	I	11,051.04	3,717.00	7,334.04	66.37	74.90	65.36	81.30	147.54	48.85	98.70	0.00
<b>Employee Total</b>		24,626.81	8,604.00	16,022.81	65.06	143.30	190.46	186.20	486.77	181.27	305.50	0.00

Kevin Ung	D	2,055.26	324.00	1,731.26	84.24	14.10	14.00	13.50	145.76	22.98	122.78	0.60
	C	7,692.44	1,336.80	6,355.64	82.62	51.30	74.60	56.80	149.95	26.57	123.38	0.00
	I	1,924.18	338.40	1,585.78	82.41	14.10	14.70	14.10	136.47	24.00	112.47	0.00
<b>Employee Total</b>		11,671.88	1,999.20	9,672.68	82.87	79.50	103.30	84.40	432.18	73.55	358.63	0.60

Kirk Mayers	E	679.85	0.00	679.85	100.00	11.20	10.20	9.20	60.70	0.00	60.70	2.00
	C	6,967.95	0.00	6,967.95	100.00	81.70	76.00	70.90	85.29	0.00	85.29	10.80
	I	40.94	0.00	40.94	100.00	0.10	0.30	0.30	409.40	0.00	409.40	0.00
<b>Employee Total</b>		7,688.74	0.00	7,688.74	100.00	93.00	86.50	80.40	555.39	0.00	555.39	12.80

Mark McKague	D	2,675.21	803.20	1,872.01	69.98	25.80	30.10	20.00	103.69	24.81	78.88	5.80
	C	1,119.05	345.60	773.45	69.12	30.70	11.31	10.70	36.45	11.15	25.30	20.00
	I	1,401.16	384.00	1,017.16	72.59	13.00	17.60	10.40	107.78	25.60	82.18	2.60
<b>Employee Total</b>		5,195.42	1,532.80	3,662.62	70.50	69.50	59.01	41.10	247.92	61.56	186.36	28.40

Roan O'Hare	D	619.95	230.00	389.95	62.90	16.40	8.50	8.20	37.80	0.00	37.80	8.20
	C	3,025.00	40.00	2,985.00	98.68	31.60	36.50	33.00	95.73	0.00	95.73	0.00
	I	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Employee Total</b>		3,644.95	270.00	3,374.95	92.59	48.00	45.00	41.20	133.53	0.00	133.53	8.20

Ross Liddell	D	6,279.38	2,308.00	3,971.38	63.24	53.50	58.70	54.00	117.37	0.00	117.37	0.00
	C	2,323.96	1,028.00	1,295.96	55.77	28.50	19.90	24.90	81.54	0.00	81.54	3.60
	I	5,293.75	1,560.00	3,733.75	70.53	61.30	35.03	39.00	86.36	0.00	86.36	22.30
<b>Employee Total</b>		13,897.09	4,896.00	9,001.09	64.77	143.30	113.63	117.90	285.27	0.00	285.27	25.90

Technician    Dept Type    Labour Sale    Labour Cost    Labour Gross %Gross    Hrs-Clock    Hrs-Est    Hrs-Inv    Sis/Clock-Hr    Cst/Clock-Hr    Grs/Clock-Hr    Unbilled

OEM Rooftop: AR-GM

Technician	Dept Type	Labour Sale	Labour Cost	Labour Gross %Gross	Hrs-Clock	Hrs-Est	Hrs-Inv	Sis/Clock-Hr	Cst/Clock-Hr	Grs/Clock-Hr	Unbilled	
Rudmar Santiago	D	8,840.78	2,400.00	6,440.78	72.85	54.60	72.34	59.50	161.92	43.59	118.33	0.00
	C	84.00	36.00	48.00	57.14	1.60	2.00	0.90	52.50	22.50	30.00	0.70
	I	12,758.15	3,740.00	9,018.15	70.69	143.00	61.50	93.50	89.22	26.15	63.06	49.50
<b>Employee Total</b>		21,682.93	6,176.00	15,506.93	71.52	199.20	135.84	153.90	303.64	92.24	211.39	50.20

Sarah Friesz	D	41.48	0.00	41.48	100.00	0.10	0.30	0.30	414.80	0.00	414.80	0.00
	C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	I	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Employee Total</b>		41.48	0.00	41.48	100.00	0.10	0.30	0.30	414.80	0.00	414.80	0.00

Scott Janzen	D	4,677.83	1,500.00	3,177.83	67.93	43.90	39.10	36.30	106.56	33.08	73.48	7.60
	C	224.55	184.00	40.55	18.06	5.70	5.30	4.80	39.39	33.68	5.71	0.90
	I	7,514.34	2,224.00	5,290.34	70.40	80.10	25.77	55.60	93.81	27.77	66.05	24.50
<b>Employee Total</b>		12,416.72	3,908.00	8,508.72	68.53	129.70	70.17	96.70	239.76	94.52	145.24	33.00

Sharon Preston	D	399.90	153.90	246.00	61.52	8.10	5.00	5.00	49.37	11.73	37.64	3.10
	C	7,353.00	1,491.50	5,861.50	79.72	88.60	83.80	80.50	82.99	17.26	65.73	8.10
	I	695.98	96.90	599.08	86.08	4.80	5.10	5.10	145.00	20.19	124.81	0.00
<b>Employee Total</b>		8,448.88	1,742.30	6,706.58	79.38	101.50	93.90	90.60	277.36	49.18	228.18	11.20

Shawn Simms	D	4,652.25	253.00	4,399.25	94.56	47.50	51.60	42.20	97.94	19.55	78.40	5.30
	C	1,160.85	165.00	995.85	85.79	14.00	14.50	14.00	82.92	22.00	60.92	0.00
	I	442.96	52.80	390.16	88.08	2.70	5.10	3.30	164.06	26.89	137.17	0.00
<b>Employee Total</b>		6,256.06	470.80	5,785.26	92.47	64.20	71.20	59.50	344.92	68.43	276.49	5.30

Stephan Jansen	D	9,300.20	2,792.00	6,508.20	69.98	68.20	82.20	69.60	136.37	40.82	95.55	0.00
	C	3,816.01	1,356.00	2,460.01	64.47	37.10	24.80	33.90	102.86	36.55	66.31	3.20
	I	5,129.33	1,596.00	3,533.33	68.88	42.50	42.36	37.80	120.69	35.58	85.11	4.70
<b>Employee Total</b>		18,245.54	5,744.00	12,501.54	68.52	147.80	149.36	141.30	359.91	112.95	246.97	7.90

Start Date: Jul 01, 2019 End Date: Jul 31, 2019 Technician: Steve Tillemann Dept Type: D Labour Sale Labour Cost Labour Gross %Gross Hrs-Clock Hrs-Est Hrs-Inv Sls/Clock-Hr Cst/Clock-Hr Gfs/Clock-Hr Unbilled

**WORK ORDER SALES REPORT** Environment: Davis GMC Buick (A Run: 09/10/2019 08:03:58

OEM Rooftop: AR-GM		D	C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Steve Tillemann																	
		I		9,997.68	3,044.00	6,953.68	69.55	57.00	79.40	76.10	175.40	53.40	121.99	0.00	0.00	0.00	0.00
		W		1,636.14	488.00	1,148.14	70.17	9.00	10.56	12.20	181.79	54.22	127.57	0.00	0.00	0.00	0.00
<b>Employee Total</b>				11,633.82	3,532.00	8,101.82	69.64	66.00	89.96	88.30	357.19	107.63	249.57	0.00	0.00	0.00	0.00

AR-GM Type Total	C	125,118.23	34,656.60	90,461.63	72.30	767.70	1,105.60	974.10	3,284.52	703.31	2,581.21	33.60
AR-GM Type Total	I	85,478.62	18,447.70	67,030.92	78.42	679.30	796.70	753.40	2,696.60	797.63	1,898.97	48.10
AR-GM Type Total	W	113,848.61	34,027.80	79,820.81	70.11	880.00	716.90	869.20	3,440.22	763.56	2,676.66	129.70
<b>Report Total</b>		324,445.46	87,132.10	237,313.36	73.14	2,327.00	3,724.80	2,596.70	9,421.34	2,264.50	7,156.84	211.40

Report Total	324,445.46	87,132.10	237,313.36	73.14	2,327.00	2,619.20	2,596.70	9,421.34	2,264.50	7,156.84	211.40
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