

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>1</u>	<u>\$ 170,590</u>
Contracts in Transit	<u>1</u>	<u>314</u>	<u>\$555,123</u>
Vehicle Receivable	<u>1</u>	<u>8</u>	<u>\$ 533,314</u>
Holdback	<u>1</u>	<u>13</u>	<u>\$ 208,913</u>
Parts, Service, & Body Shop Receivable	<u>1</u>	<u>9</u>	<u>\$ 170,828</u>
New Vehicles Sold YTD	<u>2</u>	<u>59</u>	<u>77,481</u>
Total Expenses	<u>2</u>	<u>5-10</u>	<u>337,9820 / 2,012,303 YTD</u>
Total Dealership Net Profit	<u>2</u>	<u>25</u>	<u>433,479 YTD</u>
Total Dealership Sales	<u>2</u>	<u>1/2</u>	<u>4,134,0190 YTD</u>
New Vehicle Operating Profit	<u>2</u>	<u>14</u>	<u>2,237,630 YTD</u>
YTD Pre-Owned Vehicle Retail Sales	<u>2</u>	<u>2</u>	<u>1,308,8277 YTD</u>
YTD Parts Dept. Expense	<u>2</u>	<u>5-10</u>	<u>277,216 / 321,468 YTD</u>
Service Dept. Internal Gross Profit	<u>7</u>	<u>14/15</u>	<u>55.2% 10,132 month</u>
 Cost of Labor	<u>7</u>	<u>46-48 51/58</u>	
Effective Labor Rate	<u>7</u>	<u>4</u>	<u>98% / 97.75% / 81%</u>