

Dealership Name: **GRINDSTAFF KIA**
 Address: **PO BOX 430**
 City, State: **ELIZABETHTON TN 37644**



DEALER FINANCIAL STATEMENT

Month: **11** Dealer Code #: **TN010** Reg./Dist. #: **01**
 Year: **NOV 2019**

ASSETS				LIABILITIES			
ACCT. NO.	AMOUNT	LINE NO.	ACCT. NO.	AMOUNT	LINE NO.	OMIT CENTS	OMIT CENTS
CASH AND CONTRACTS				ACCOUNTS PAYABLE			
Cash on Hand	1152	1	Trade Creditors	154541	2		
Cash In Bank / Temp. Cash Investment	549497	2	Vehicle Lien Payoff	132236	3		
Cash Sales		3	Customer Deposits / Prepaid Distributor Incentives		4		
Contracts In Transit	193803	4	License and Title Fees	11710	5		
TOTAL CASH AND CONTRACTS (LINES 2-5)	744452	6	TOTAL ACCOUNTS PAYABLE (LINES 2-5)	298487	6		
RECEIVABLES				ACCRUED LIABILITIES			
CUSTOMER		7	Interest	10624	8		
Service and Parts ()	1238160	8	Insurance	32161	9		
Vehicle ()	119998	9	Payroll	61194	10		
Customer Notes ()	1176085	10	Payroll Taxes / Sales Tax	68242	11		
Lease, Rental and Service Contracts ()		11	Taxes - Other Than Payroll, Sales & Income	39956	12		
Miscellaneous Customer ()		12	Corporate Income Tax	37607	13		
DISTRIBUTOR		13	Bonuses - Owners and Employees		14		
Warranty Claims - Kia (17175)	33319	14	Pension Fund / Profit Sharing		15		
Warranty Claims - Other ()		15	Miscellaneous Accruals / Notes Payable - Short Term	9209	16		
Pre-Delivery Service - Kia ()		16	TOTAL ACCRUED LIABILITIES (LINES 8-16)	258993	17		
Factory Holdback Receivable - Kia (16099)	33345	17	TOTAL ACCTS. PAYABLE & ACCRUED LIABILITIES (LINES 6 & 17)	557480	18		
Factory Holdback Receivable - Other ()		18	NOTES PAYABLE				
Vehicle Incentives - Kia (-288)	42608	19	New Vehicles and Demonstrators	2845708	20		
Vehicle Incentives - Other ()		20	Used Vehicles	224569	21		
Other Distributor Receivables ()		21	Other Inventories		22		
Less: Allowance For Doubtful Accounts	5851	22	Lease Vehicles		23		
NET CUSTOMER/DISTRIBUTOR RECEIVABLES (LINES 9-23)	2637664	23	Rental Vehicles		24		
Finance and Insurance Receivables - Current	6661	24	TOTAL VEHICLES LIABILITIES (LINES 20-24)	3070277	25		
TOTAL RECEIVABLES (LINES 24-25)	2644325	25	TOTAL CURRENT LIABILITIES (LINES 18 & 25)	3627757	26		
INVENTORIES				LONG TERM DEBT			
* Demos - Kia		26	Reserve For Repossession and Service Contract Losses		27		
* Demos - Other		27	Notes Payable - Capital Loans	3500	28		
* New Vehicles - Kia	47 79	28	Mortgages Payable	3510	29		
* New Vehicles - Other		29	Other Notes & Contracts Payable	3520	30		
TOTAL NEW VEH. INV. (LINES 28-31)	2665303	30	Owners / Officers Notes	1601202	31		
Used Vehicles - Kia Operation		31	Memo: Subordinated Debt		32		
CPO Vehicles - Kia Operation		32	Total Current Portion Long Term Debt		33		
Used/CPO Vehicles - Other	11 10	33	TOTAL LONG TERM DEBT (LINES 29-32)	1601202	34		
Program Vehicles - Kia		34	TOTAL LIABILITIES (LINES 26, 27, & 35)	5228959	35		
Program Vehicles - Other		35	LIFO RESERVE INVENTORY ADJUSTMENTS	1136472	36		
Parts and Accessories - Kia		36	USED ()	41045	37		
Parts and Accessories - Other		37	NET WORTH		38		
Tires, Gas, Oil and Grease		38	Capital Stock	2941489	39		
Body Shop Materials / Sublet Repairs		39	Owner(s) Investments	3950	40		
Work in Process - Labor		40	Add'l. Paid in Capital	3970	41		
Non-Automotive Merchandise		41	LLC Capital Account	3971	42		
TOTAL INVENTORIES (LINES 32-43)	3083301	42	Treasury Stock	3910	43		
OTHER CURRENT ASSETS				RETAINED EARNINGS			
Marketable Securities	500000	43	Retained Earnings	-2269992	44		
Prepaid Expenses	9788	44	Dividends or Distributions	3930	45		
TOTAL OTHER CURRENT ASSETS (LINES 46-47)	509788	45	Partnership Drawing	3960	46		
OTHER VEHICLE ASSETS				NET INVESTMENT (LINES 40-47)			
* Lease Vehicles		46	CURRENT EARNINGS BEFORE TAXES		47		
* Rental Vehicles		47	MO.	NEW RETAIL	NEW FLEET	USED RETAIL	USED WHOLESALE
TOTAL OTHER VEHICLE ASSETS (LINES 50-51)	6981866	48	JAN.	25		16	16
FIXED ASSETS - AUTO BUSINESS ONLY				PROFIT OR (LOSS)			
DESC.	ACCT. NO.	COST	ACCUMULATED DEPRECIATION	FEB.	23	16	18
LAND	2700			MAR.	26	24	16
BUILDING & IMPROVEMENT	2710 2711			APR.	19	24	14
SERVICE EQUIPMENT	2720 2721	220623	204433	MAY	41	21	17
P & A EQUIPMENT	2730 2731	17025	13326	JUNE	18	13	11
FURN., SIGNS, FIXTURES	2740 2741	285058	254416	JULY	27	18	20
COMPANY VEHICLES	2750 2751	39329	38933	AUG.	41	22	19
LEASEHOLDS	2760 2761	80362	14925	SEP.	37	11	21
TOTAL FIXED ASSETS (LINES 52-62)	642397	526033	116364	OCT.	40	13	45
OTHER ASSETS				NOV.	32	14	17
Deposits on Contracts	2800			DEC.			
Life Insurance - Cash Value	2810			TOT.	329	192	214
Notes & Accts. Rec. - Officers, Owners - Employee Advances	2820 2830			Estimated Income Tax			
Due From Finance Companies - Deferred	2840			Net Profit (Loss) After Taxes		3990	61302
Other Non-Franchised Assets	2850			TOTAL NET WORTH (LINES 48 & 66)			732799
TOTAL OTHER ASSETS (LINES 65-69)				TOTAL LIABILITIES & NET WORTH (LINES 35, 36 & 67)			7098230
TOTAL ASSETS (LINES 63, 63 & 70)			7098230				

CURRENT FINANCIAL SUMMARY

\$ **3354109** Actual Working Capital
 • \$ **609000** Net Cash
 \$ **203396** Average Monthly Expense
 Mo Supply **3** Net Cash Coverage

TOTAL INCOME AND EXPENSE

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	TOTAL DEALERSHIP				(1) NEW KIA DEPARTMENT		(2) NEW OTHER DEPARTMENT	
			MONTH	GP. % SALES	YEAR TO DATE	GP. % SALES	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	TOTAL SALES		1457404		15805287		969369	9548629		
2	TOTAL GROSS PROFIT		143428	984	1943011	1229	87321	939850		
3	DEPARTMENTAL SELLING EXPENSES									
4	Sales Compensation ● 7000		13895	969	163464	841	11103	119285		
5	Supervision Compensation ● 7010		26719	1863	291063	1498	12106	116240		
6	Advertising - Departmental 7040		48271	3366	404237	2080	41227	314384		
7	Advertising Support 7049		39461	2751	161597	832	39461	161597		
8	Delivery Expenses 7020		6537	456	67322	346	2287	20769		
9	F & I - Service Contracts Compensation ● 7030		5930	413	64404	331	4507	42436		
10	Interest - Floor Plan 7050		-6808	-475	131953	679	-7450	118186		
11	TOTAL SELLING EXPENSES (LINES 4-10)		55083	3840	960846	4945	24319	569703		
12	DEPARTMENTAL OPERATING EXPENSES									
13	Policy Adjustments 7110		1592	111	4707	24	933	2535		
14	Claims Adjustments 7120									
15	Demos. & Company Vehicles - Dept'l. 7140		460	32	5531	28		165		
16	Inventory Maintenance 7150									
17	Personnel Training 7160		1251	87	13020	67	1000	11470		
18	Outside Services - Departmental 7170									
19	Freight 7180		1051	73	2966	15				
20	Supplies & Small Tools 7190		5995	418	60413	311	2410	22182		
21	Laundry & Uniforms 7200									
22	Depr. - Equip. & Vehicles - Dept'l. 7210		556	39	6008	31	139	1502		
23	Equip. - Maint., Repair & Rental - Dept'l. 7220		1716	120	25569	132	429	6376		
24	Miscellaneous Expenses 7230		208	15	448	2		38		
25	Salaries & Wages ● 7250		15246	1063	175494	903	3280	35529		
26	Clerical Salaries ● 7260		5726	399	73429	378	1857	27714		
27	Vacation & Time Off Pay ● 7270		814	57	7693	40	157	1747		
28	TOTAL OPERATING EXPENSES (LINES 13-27)		34615	2413	375278	1931	10205	109258		
29	TOTAL SELLING & OPER. EXPS. (LINES 11 & 28)		89698		1336124		34524	678961		
30	TOTAL SELL. & OPER. EXPS. % OF GROSS PROFIT			62.54		68.77	39.54%	72.24%		
31	DEPT'L PROFIT (LOSS) (LINE 2 LESS LINE 29)		53730	3746	606887	3123	52797	260889		
32	OVERHEAD EXPENSES						EXPENSE PRORATION			
33	Rent & Equivalent 7400		32200	2245	354519	1825	11000	121000		
34	Salaries & Wages - Admin. & General ● 7410									
35	Owners Salaries 7420									
36	Payroll Taxes ● 7430		7006	488	72834	375	3011	31794		
37	Employee Benefits ● 7440		3480	243	31030	160	1567	16482		
38	Pension Fund / Profit Sharing ● 7450									
39	Advertising - General & Institutional 7460									
40	Printed Forms & Office Supplies 7470									
41	Computer Systems Services 7480		26098	1820	142838	735	6595	35648		
42	Outside Services - Gen. & Institutional 7490		6436	449	107528	553	2838	37303		
43	Company Vehicles - Administration 7500									
44	Contributions 7510				470	2		282		
45	Dues & Subscriptions 7520				1286	7		772		
46	Telephone 7530		2100	146	22037	113	525	5729		
47	Legal & Auditing 7540		1950	136	17899	92	450	4315		
48	Postage 7550									
49	Travel & Entertainment 7560		3367	235	32010	165	850	8690		
50	Heat, Light, Power & Water 7570		5182	361	59618	307	1943	22357		
51	Furniture, Signs, Fixtures & Equipment, Maintenance, Repair & Rental 7580				69			69		
52	Depr. - Furn, Signs, Fixtures & Equip 7590									
53	Insurance - Other Than Bldgs. & Improvements 7600		2856	199	31804	164	714	7951		
54	Insurance Expenses 7650									
55	Taxes - Real Estate 7630		1400	98	15400	79	1400	15400		
56	Taxes - Other Than R.E., Pay. & Income 7610		1000	70	11850	61	500	5608		
57	Interest Real Estate Mortgage 7640									
58	Interest - Other Than Floor Plan & Real Estate Mortgage 7620		10	1	38					
59	TOTAL OVERHEAD EXPENSES (LINES 33-58)		93085	6490	901230	4638	31393	313400		
60	TOTAL EXPENSES (LINES 29 & 59)		182783	2744	2237354	1515	65917	992361		
61	ADJUSTED DEPT. PROFIT (LOSS) (LINE 2 LESS LINE 60)						21404	-52511		
62	OPERATING PROFIT (LOSS) (LINE 2 LESS LINE 60)		-39355	2744	-294343	1515				
63	NET ADDITIONS OR DEDUCTIONS (PG. 2 LINE 80)		65935	4597	355645	1830				
64	NET PROFIT (LOSS) BEFORE BONUS & TAXES		26580	1853	61302	316				
65	BONUSES - EMPLOYEES (BRACKET IF CREDIT) 7700									
66	BONUSES - OWNERS (BRACKET IF CREDIT) 7710									
67	NET PROFIT (LOSS) BEFORE TAXES		26580	1853	61302	316				
68	ESTIMATED INCOME TAXES 7800									
69	NET PROFIT (LOSS) AFTER TAXES		26580	1853	61302	316				
70										
71	ADDITIONS TO INCOME					DEDUCTIONS FROM INCOME				
72	ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE	ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE		
73	Cash Discounts Earned	8000			Cash Discounts Allowed	8100				
74	Interest Earned	8010			Adjustments For Doubtful Accounts	8120				
75	Bad Debts Recovered	8020			Other Deductions	8140	2077	23332		
76	Other Income	8040	64755	357800	Lease Expenses	8150				
77	Lease Income	8050			Rental Expenses	8160				
78	Rental Income	8060								
79	KRS Income	8070	3257	21177						
80	TOTAL ADDITIONS (LINES 73-79)		68012	378977	TOTAL DEDUCTIONS (LINES 73-79)		2077	23332		

● TOTAL PERSONNEL EXPENSES
 MONTH: \$ 78816 YEAR TO DATE: \$ 879411
 % G.P.: 54.95 % G.P.: 45.26

LINES 4, 5, 9, 25, 26, 27, 34, 36, 37 & 38

TOTAL INCOME AND EXPENSE

LINE NO.	PG 3	ACCT. NO.	(3) USED VEHICLE DEPARTMENT		(4) SERVICE DEPARTMENT		(5) BODY SHOP DEPARTMENT		(6) PARTS AND ACCESS. DEPARTMENT	
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1			367953	4680104	41067	587101			79015	989453
2			1123	344427	31108	372619			23876	286115
3										
4		7000	2792	44179						
5		7010	3569	60128	5402	64093			5642	50602
6		7040	4179	75268	1573	9128			1292	5457
7		7049								
8		7020	4250	46553						
9		7030	1423	21968						
10		7050	642	13767						
11			16855	261863	6975	73221			6934	56059
12										
13		7110			659	2007				165
14		7120								
15		7140		165	105	1006			355	4195
16		7150								
17		7160	125	1174	63	188			63	188
18		7170								
19		7180							1051	2966
20		7190	2246	19089	503	9552			836	9590
21		7200								
22		7210	139	1502	139	1502			139	1502
23		7220	429	6376	429	6376			429	6441
24		7230			208	410				
25		7250	7596	68840	487	38739		551	3883	31835
26		7260	1516	25003	1159	10066	18	292	1176	10354
27		7270	157	413	500	5500				33
28			12208	122562	4252	75346	18	843	7932	67269
29			29063	384425	11227	148567	18	843	14866	123328
30			587.98%	111.61%	360.9%	398.7%	. %	. %	622.6%	431.0%
31			-27940	-39998	19881	224052	-18	-843	9010	162787
32										
33		7400	11400	125469	5400	59581			4400	48469
34		7410								
35		7420								
36		7430	915	12220	2256	23229			824	5591
37		7440	761	6328	546	4167			606	4053
38		7450								
39		7460								
40		7470								
41		7480	6595	35648	8409	39519			4499	32023
42		7490	1503	50994	1181	10839		521	914	7871
43		7500								
44		7510				94				94
45		7520				257				257
46		7530	525	5436	525	5436			525	5436
47		7540	450	4075	450	4884			600	4625
48		7550								
49		7560	839	8130	839	7595			839	7595
50		7570	1943	22357	648	7452			648	7452
51		7580								
52		7590								
53		7600	714	7951	714	7951			714	7951
54		7650								
55		7630								
56		7610	250	2858	125	1901			125	1483
57		7640								
58		7620			5	19			5	19
59			25895	281466	21098	172924		521	14699	132919
60			54958	665891	32325	321491	18	1364	29565	256247
61			-53835	-321464	-1217	51128	-18	-1364	-5689	29868

LINE NO.	UNITS	SALES	GROSS PROFIT	PER UNIT	ACCT. NO.	UNITS	SALES	GROSS PROFIT	PER UNIT				
1	7	184935	835	119	New Vehicle - Kia Sportage - Retail	4010	49	1386485	43741	893			
2	4	83044	1936	484	New Vehicle - Kia - Soul - Retail	4011	44	933397	31797	723			
3					New Vehicle - Kia - Soul EV - Retail	4012							
4	3	62211	-872	-291	New Vehicle - Kia Rio - Retail	4030	30	538255	-1216	-41			
5	4	110110	18347	4587	New Vehicle - Kia Optima - Retail	4040	34	892624	112832	3319			
6					New Vehicle - Kia - Optima Hybrid / Plug - Retail	4041							
7	2	67930	2088	1044	New Vehicle - Kia Sedona - Retail	4050	12	405718	18529	1544			
8	3	62650	-301	-100	New Vehicle - Kia Forte - Retail	4060	46	947170	13435	292			
9	4	131639	-462	-116	New Vehicle - Kia Sorento - Retail	4070	69	2185993	76639	1111			
10					New Vehicle - Kia - Cadenza - Retail	4080							
11					New Vehicle - Kia - K900 - Retail	4090							
12					New Vehicle - Kia - Niro Hybrid / Plug - Retail	4045							
13					New Vehicle - Kia - Niro EV - Retail	4046							
14	5	229181	22374	4475	New Vehicle - Kia - Telluride - Retail	4055	42	1808421	172818	4115			
15					New Vehicle - Kia - Stinger - Retail	4095	3	136947	-1397	-466			
16			20600		New Vehicle Dealer Cash Incentives - Kia	6099			195159				
17	32	931700	64545	2017	TOTAL KIA NEW VEHICLE RETAIL		329	9235010	662337	2013			
18					FINANCE & INSURANCE KIA NEW								
19					After Market Products - Kia	4250							
20	15	37669	13332	889	Service Contracts - New - Kia	4270	142	313619	117153	825			
21					Prepaid Maintenance Contracts - New - Kia	4271							
22	26		12134	467	Finance Income - New - Kia - Retail	6280	275		165251	601			
23					Finance Income - New - Kia - Lease	6281							
24					Insurance Income - New - Kia	6290	2		1015	508			
25			2690		Adjustments F & I and Service Contracts - New	6295			5906				
26		37669	22776	712	TOTAL KIA NEW F & I			313619	277513	844			
27					New Vehicle - Kia - Fleet	4200							
28					Cost of Sale LIFO Adj. - New - Kia	6297							
29	32	969369	87321	2729	TOTAL KIA NEW VEHICLE DEPARTMENT		329	9548629	939850	2857			
30					New Vehicles - Other - Retail - After Incentives	4220							
31					New Vehicles - Other - Fleet - After Incentives	4230							
32					Service Contracts New - Other	4276							
33					Prepaid Maintenance Contracts - New - Other	4277							
34					Finance Income - New - Other - Retail	6286							
35					Finance Income - New - Other - Lease	6287							
36					Insurance Income - New - Other	6296							
37					Less: Repo Losses - Total New	6299							
38					Adjustments F&I and Contracts - New - Other	6294							
39					Cost of Sale LIFO Adj. - New - Other	6298							
40					TOTAL OTHER VEHICLE DEPARTMENT								
41	32	969369	87321	2729	TOTAL NEW VEHICLE DEPARTMENT		329	9548629	939850	2857			
42	14	213389	-1305	-93	Used Retail After Recon - Kia Operations	4301	192	3010955	240591	1253			
43					Memo: Used Retail Reconditioning - Kia Operations	6312							
44					CPO Kia Car Retail	4303							
45					Memo: CPO Kia Car Retail Reconditioning	6317							
46					CPO Kia Truck Retail	4304							
47					Memo: CPO Kia Truck Retail Reconditioning	6318							
48	14	213389	-1305	-93	TOTAL USED / CPO RETAIL - KIA OPERATIONS		192	3010955	240591	1253			
49					Kia Demos and Daily Rentals / Fleet resale	4315							
50	17	142350	108	6	Used Vehicles Wholesale - Kia Operations	4320	214	1542306	3829	18			
51					Adjustment - Used Vehicle Inventory Kia Operations	6330							
52					After Market Products - Used Kia Operations	4385							
53	6	12214	4091	682	Service Contracts - Used Kia Operations	4370	68	126843	38301	563			
54					Prepaid Maintenance Contracts - Used Kia Operations	4371							
55	5		-1771	-354	F & I Income - Used Kia Operations	6380	111		61706	556			
56	14	367953	1123	80	KIA OPERATIONS USED VEHICLE DEPT.		192	4680104	344427	1794			
57					Used Retail After Recon - Other	4310							
58					CPO Retail - Other	4307							
59					Memo: CPO Retail - Other Reconditioning	6319							
60					Demos and Daily Rentals / Fleet resale - Other	4316							
61					Used Vehicles Wholesale - Other	4321							
62					Adjustment - Used Vehicle Inventory - Other	6331							
63					After Market Products - Used Other	4386							
64					F & I, Service Contracts - Used Other	4381							
65					OTHER FRANCHISE USED VEHICLE DEPT.								
66					Less: Repo Losses - Total Used	6399							
67					Cost of Sale LIFO Adj. - Used	6397							
68	14	367953	1123	80	TOTAL USED KIA & OTHER VEHICLE DEPARTMENT		192	4680104	344427	1794			
69	46	1337322	88444	1923	TOTAL VEHICLE DEPARTMENT		521	14228733	1284277	2465			
70	USED VEHICLE TRADE-IN SUMMARY				PERSONNEL SUMMARY								
71	Trade-Ins Received On:	UNITS MO.	UNITS YTD		NEW KIA	USED	COMBINED	F & I	KIA SERV.	BODY SHOP	KIA PARTS	ADM.	TOTAL*
72	Kia Car Sales			Dealer(s)									
73	Kia Truck Sales			Managers / Foremen	1.0	1.0		1.0	1.0		1.0		5.0
74	Other			Salespersons / Assl. Service Mgrs.	3.0	2.0			2.0				7.0
75	LEASE ANALYSIS				Service / Body Shop Technicians								
76		MONTH	Y-T-D	Clerical	1.0	1.0			1.0				3.0
77	Retail Lease Units			Other									
78	Retail Lease Gross			TOTAL PERSONNEL	5.0	4.0		1.0	4.0		1.0		15.0

* Total dealership personnel count may be greater than sum of the departments

LINE NO.	R.O.'S WRITTEN	SALES	GROSS PROFIT	G.P.% SALES	ACCT. NO.	R.O.'S WRITTEN	SALES	GROSS PROFIT	G.P.% SALES				
1	389	16116	9902	61.4									
2													
3	138	12091	12494	103.3									
4													
5	53	11137	9537	85.6									
6		1723	-689	40.0									
7	580	41067	31244	76.1									
8													
9													
10													
11													
12													
13			136	0.3									
14	580	41067	31108	75.7									
15													
16													
17													
18													
19													
20													
21													
22													
23	315	22011	7739	35.2									
24													
25	54	33317	9598	28.8									
26	66	8387	3516	41.9									
27													
28	25	2913	762	26.2									
29	42	12387	2535	20.5									
30													
31													
32	502	79015	24150	30.6									
33													
34													
35													
36													
37													
38													
39			-274	0.3									
40													
41													
42		79015	23876	30.2									
43		120082	54984	45.8									
44		1457404	143428	9.8									
45	EFFECTIVE LABOR RATE:		KIA MECH	OTHER MECH	POSTED RATE	KIA MECH	OTHER MECH	SERVICE FACILITY:	KIA	OTHER			
46	CUSTOMER		98.92					SERVICE STALLS		4.00			
47	WARRANTY		86.05					EXPRESS BAYS					
48	INTERNAL		91.37					TECHNICIAN HOURS					
49								AVAILABLE	953.00				
50	VEHICLE ATTENDANCE COUNT		KIA	OTHER				ACTUAL	575.00				
51	MO		6.66					FLAT RATE					
52	YTD		64.50										
53													
54	ANALYSIS OF OPERATIONS												
55	ANALYSIS OF OPERATIONS	CURRENT MONTH			SAME MONTH AS PRIOR YEAR			CURRENT YEAR TO DATE			PRIOR YEAR TO DATE		
56		UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES
57	TOTAL DOLLAR SALES		1457404					15805287					
58	NEW KIA GROSS	32	87321	599				329	939850	595			
59	NEW OTHER GROSS												
60	USED VEHICLE GROSS	14	1123	8				192	344427	218			
61	SERVICE GROSS		31108	213					372619	236			
62	BODY SHOP GROSS												
63	PARTS & ACCESS. GROSS		23876	164					286115	181			
64	TOTAL GROSS		143428	984					1943011	1229			
65	TOTAL EXPENSES		182783	1254					2237354	1416			
66	OPER. PROFIT (LOSS)		-39355	-270					-294343	-186			
67	NET ADDITIONS OR DEDUCTIONS		65935	452					355645	225			
68	TOTAL BONUSES												
69	NET PROFIT (LOSS) BEFORE TAXES		26580	182					61302	39			

FINSTMT*KIA*ER
12/09/2019

19

19

GRINDSTAFF KIA
NOV 2019
11/30/2019

K119 FINANCIAL STATEMENT EXCEPTION REPORT

CURRENT EARNINGS FOR NOVEMBER \$26,580.09

* PLEASE ENTER THE ABOVE AMOUNT INTO YOUR
NOVEMBER CURRENT EARNINGS MEMO ACCOUNT.

ADJUSTMENT TO CURRENT EARNINGS FOR OCTOBER \$0.00

* PLEASE ENTER THE ABOVE AMOUNT INTO YOUR
OCTOBER CURRENT EARNINGS MEMO ACCOUNT.

NOTE: IN ROUNDING THIS STATEMENT TO WHOLE DOLLARS, THE
FOLLOWING ENTRIES WERE MADE TO OFFSET THE DIFFERENCE
BETWEEN ACTUAL AND ROUNDED FIGURES. THESE ENTRIES
WERE MADE ON THE FINANCIAL STATEMENT ONLY. THEY
DID NOT, AND SHOULD NOT, AFFECT THE GENERAL LEDGER.

NET EFFECT OF ROUNDING ON THE BALANCE SHEET

\$-2.28

* THIS AMOUNT WAS ADDED INTO PAGE 1 PREVIOUS MONTH PROFIT(LOSS),
OR INTO CURRENT MONTH PROFIT(LOSS) IF FISCAL MONTH EQUALS ONE.

NET EFFECT OF ROUNDING ON THE STATEMENT OF INCOME AND EXPENSE

\$-7.09 MTD \$-3.28 YTD

* THIS AMOUNT WAS ADDED INTO THE CURRENT MONTH COLUMN
ON LINE 75 AND TO THE YEAR-TO-DATE COLUMN OF THAT SAME
LINE IN THE DEDUCTIONS FROM INCOME SECTION ON PAGE 2.
THE NET ADDITIONS OR DEDUCTIONS ARE CARRIED FROM PAGE 2
TO LINE 64 ON PAGE 2.