



### DEALER FINANCIAL STATEMENT

DEALERSHIP NAME: **CAROLINA KIA/HYUNDAI OF H**  
 ADDRESS:  
 CITY / STATE: **HIGH POINT NC**

MONTH/YEAR: **MARCH, 2020**  
 DEALER CODE #:  
 REG/DIST. #:

ASSETS		ACCT. NO.	AMOUNT	LINE NO.	LIABILITIES	ACCT. NO.	AMOUNT				
<b>CASH AND CONTRACTS</b>					<b>ACCOUNTS PAYABLE</b>						
Cash on Hand	*	2040 2010	2900	1	Trade Creditors	3000	-58429				
Cash In Bank / Temp. Cash Investment	*	2020	4360965	2	Vehicle Lien Payoff	* 3010	192988				
Cash Sales	*	2040	0	3	Customer Deposits / Prepaid Distributor Incentives	* 3020 3025	-726				
Contracts in Transit	*	2030	81334	4	License & Title Fees	3030	7830				
<b>TOTAL CASH AND CONTRACTS LINES 2 - 5</b>			<b>4445199</b>	5	<b>TOTAL ACCOUNTS PAYABLE LINES 2 - 5</b>		<b>141663</b>				
<b>RECEIVABLES</b>					<b>ACCRUED LIABILITIES</b>						
<b>CUSTOMER</b>					<b>INTEREST</b>						
PAST DUE OVER 90 DAYS					Interest						
Service & Parts	(	19061	2100	8	Insurance	3100	5487				
Vehicle	*	( 0 )	2110	9	Payroll	3120	114220				
Customer Notes	(	0	2120	10	Payroll Taxes / Sales Tax	3130 3140	24541				
Lease, Rental, & Serv. Contracts	(	0	2130 2140	11	Taxes - Other Than Payroll, Sales & Income	3150	14889				
Miscellaneous Customer	(	0	2150	12	Corporate Income Tax	3160	0				
<b>DISTRIBUTOR</b>					<b>BONUSES - OWNERS &amp; EMPLOYEES</b>						
Warranty Claims - Kia	(	0	2200	14	Pension Fund / Profit Sharing	3170 3180	0				
Warranty Claims - Other	(	0	2209	15	Miscellaneous Accruals / Notes Payable - Short Term	3190	15912				
Pre-Delivery Service - Kia	(	0	2210	16	<b>TOTAL ACCRUED LIABILITIES LINES 8 - 16</b>	3220 3250	210826				
Factory Holdback Rec. - Kia	(	0	2230	17	<b>TOTAL ACCTS. PAYABLE &amp; ACCRUED LIABILITIES LINE 6 &amp; 17</b>		<b>527538</b>				
Factory Holdback Rec. - Other	(	0	2235	18	<b>NOTES PAYABLE</b>						
Vehicle Incentives - Kia	(	0	2240	19	New Vehicles & Demonstrators	* 3300	6511967				
Vehicle Incentives - Other	(	0	2245	20	Used Vehicles	* 3310	894575				
Other Distributor Receivables	(	0	2250 2255	21	Other Inventories	3320	0				
Less: Allowance for Doubtful Accounts			2260	22	Lease Vehicles	3400	0				
<b>NET CUST. / DIST. RECEIVABLES LINES 9 - 23</b>			<b>349686</b>	23	Rental Vehicles	3410	0				
Finance & Insurance Receivables - Current			2270 2280	24	<b>TOTAL VEHICLES LIABILITIES LINES 20 - 24</b>		<b>7406542</b>				
<b>TOTAL RECEIVABLES LINES 24 - 25</b>			<b>396451</b>	25	<b>TOTAL CURRENT LIABILITIES LINE 18 &amp; 25</b>		<b>7934080</b>				
<b>INVENTORIES</b>					<b>RESERVE FOR REPOSITIONING &amp; SERVICE CONTRACT LOSSES</b>						
* Demos - Kia	*	0	2300	27	LONG TERM DEBT	3450 3460	0				
* Demos - Other	*	0	2310	28	Notes Payable - Capital Loans	0 3500	0				
* New Vehicles - Kia	*	83	2320	29	Mortgages Payable	0 3510	0				
* New Vehicles - Other	*	58	2330	30	Other Notes & Contracts Payable	0 3520	1919561				
<b>TOTAL NEW VEH. INV. TOT UNITS</b>	(	<b>195</b> )	<b>2340</b>	31	Owners / Officers Notes	0 3530	0				
Used Vehicles - Kia Operation	*	21	2400	32	<b>MEMO: Subordinated Debt</b>						
CPO Vehicles - Kia Operation	*	0	2404	33	<b>TOTAL CURRENT PORTION LONG TERM DEBT (MEMO)</b>						
Used/CPO Vehicles - Other	*	57	2405	34	<b>TOTAL LONG TERM DEBT LINES 29 - 32</b>						
Program Vehicles - Kia	*	0	2406	35	<b>TOTAL LIABILITIES LINES 26, 27, AND 35</b>						
Program Vehicles - Other	*	0	2407	36	LIFO RESERVE INVENTORY ADJ.	NEW 3801 ( 370728 )	3800				
Parts & Accessories - Kia			2410	37	USED 3802 ( 0 )	P&A 3803( 0 )	370728				
Parts & Accessories - Other			2419	38	<b>NET WORTH</b>						
Tires, Gas, Oil and Grease			2430	39	Capital Stock	3900	321000				
Body Shop Materials / Sublet Repairs			2450 2455	40	Owner(s) Investments	3950	0				
Work in Process - Labor			2470	41	Add'l. Paid in Capital	3970	2517605				
Non-Automotive Merchandise			2480	42	LLC Capital Account	3971	0				
<b>TOTAL INVENTORIES (LINES 32 - 43)</b>			<b>8509550</b>	43	Treasury Stock	3910	( 0 )				
<b>OTHER CURRENT ASSETS</b>					<b>RETAINED EARNINGS</b>						
Marketable Securities			2500	44	Dividends or Distributions	3920	619482				
Prepaid Expenses			2510 TO 2560	45	Partnership Drawing	3930	( 150000 )				
<b>TOTAL OTHER CURRENT ASSETS LINES 46 - 47</b>			<b>44280</b>	46	<b>NET INVESTMENT LINES 40 - 47</b>		<b>3308087</b>				
<b>OTHER VEHICLE ASSETS</b>					<b>CURRENT EARNINGS BEFORE TAXES</b>						
* Lease Vehicles			2610 2901	47	MO.	NEW RETAIL	NEW FLEET	USED RETAIL	USED WHL.	PROFIT OR (LOSS)	
* Rental Vehicles			2610 2611	48	KIA	OTHER	KIA	OTHER			
<b>TOTAL OTHER VEHICLE ASSETS LINES 50 - 51</b>			<b>0</b>	49	JAN	46	37	0	49	44	
<b>TOTAL CURRENT ASSETS LINES 6, 26, 44, 48, AND 52</b>					50	FEB	39	32	0	41	45
<b>FIXED ASSETS - AUTO BUSINESS ONLY</b>					51	MAR	48	23	0	33	29
DESC.	ACCT. NO.	COST	ACCUMULATED DEPRECIATION	52	APR	0	0	0	0	0	
LAND	2700	0	0	53	MAY	0	0	0	0	0	
BLDG. & IMP.	2710 2711	0	0	54	JUN	0	0	0	0	0	
SERV. & EQUIP.	2720 2721	319172	316803	55	JUL	0	0	0	0	0	
P & A EQUIP.	2730 2731	8675	8675	56	AUG	0	0	0	0	0	
FURN. SIGNS, FIXTURES	2740 2741	507347	505020	57	SEP	0	0	0	0	0	
COMPANY VEHICLES	2750 2751	0	0	58	OCT	0	0	0	0	0	
LEASEHOLDS	2760 2761	677487	309823	59	NOV	0	0	0	0	0	
<b>TOTAL FIXED ASSETS LINES 58 - 62</b>		<b>1512681</b>	<b>1140321</b>	60	DEC	0	0	0	0	0	
<b>OTHER ASSETS</b>					61	TOT.	133	92	0	123	118
Deposits on Contracts			2800	62	ESTIMATED INCOME TAX						
Life Insurance - Cash Value			2810	63	Net Profit (Loss) After Taxes			3990		235384	
Notes & Accounts Rec. Officers/Owners Employee Advances			2820 2830	64	<b>TOTAL NET WORTH LINES 48 AND 66</b>					<b>3543471</b>	
Due From Finance Companies - Deferred			2840	65	<b>TOTAL LIABILITIES &amp; NET WORTH LINES 38, 37, AND 67</b>					<b>13767840</b>	
Other Non-Franchised Assets			2850	66							
<b>TOTAL OTHER ASSETS LINES 65 - 69</b>			<b>0</b>	67							
<b>TOTAL ASSETS LINES 53, 63, AND 70</b>			<b>13767840</b>	68							

#### CURRENT FINANCIAL SUMMARY

\$ <b>5461400</b>	\$ <b>5240022</b>	\$ <b>449786</b>	\$ <b>22</b>
Actual Working Capital Current Assets Less: Current Liabilities, and Current Portion Long Term Debt	Net Cash	Average Monthly Expense	Month Supply Net Cash Coverage



**TOTAL INCOME AND EXPENSE**

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	(3) USED VEHICLE DEPARTMENT		(4) SERVICE DEPARTMENT		(5) BODY SHOP DEPARTMENT		(6) PARTS & ACCESS. DEPT.	
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	TOTAL SALES		734783	2964278	146732	441986	0	0	275854	891626
2	TOTAL GROSS PROFIT		95164	312643	95782	282012	0	0	96648	321277
3	DEPARTMENTAL SELLING EXPENSES									
4	Sales Compensation	7000	23464	77564	8533	27554	0	0	2727	8951
5	Supervision Compensation	7010	21563	62414	8238	25800	0	0	7778	24830
6	Advertising - Departmental	7040	39377	100396	1794	3875	0	0	99	411
7	Advertising Support	7049			( )	( )			( )	( )
8	Delivery Expenses	7020	0	471						
9	F&I - Service Contracts Compensation	7030	8441	23872						
10	Interest - Floor Plan	7050	0	0						
11	TOTAL SELLING EXPENSES LINES 4 - 10		92845	264717	18565	57229	0	0	10604	34192
12	DEPARTMENTAL OPERATING EXPENSES									
13	Policy Adjustments	7110	0	0	1588	5795	0	0	-1006	-2337
14	Claims Adjustments	7120			0	0	0	0	0	0
15	Demos & Company Vehicles - Dept'l.	7140	3412	12568	2294	7872	0	0	890	3086
16	Inventory Maintenance	7150	0	0					0	0
17	Personnel Training	7160	41	645	3199	10950	0	0	17	345
18	Outside Services - Departmental	7170	9572	24844	4647	14981	0	0	861	3243
19	Freight	7180							325	2079
20	Supplies & Small Tools	7190	322	4789	-2240	-5249	0	0	246	955
21	Laundry & Uniforms	7200	0	0	727	2172	0	0	0	0
22	Depr. Equip. & Vehicles - Dept'l.	7210	0	0	0	0	0	0	0	0
23	Equip. - Maint., Repair & Rental - Dept'l.	7220	0	0	0	0	0	0	0	0
24	Miscellaneous Expenses	7230	285	856	171	514	0	0	171	514
25	Salaries & Wages	7250	948	3955	18171	57428	0	0	8733	27225
26	Clerical Salaries	7260	6077	18210	4395	13551	0	0	3735	11434
27	Vacation & Time Off Pay	7270	2475	7425	1275	3825	0	0	1275	3825
28	TOTAL OPERATING EXPENSES LINES 13 - 27		23132	73292	34227	111839	0	0	15247	50369
29	TOTAL SELLING & OPER. EXPS. LINES 11 & 28		2431	2344	3573	3966	0	0	1578	1568
30	TOTAL SELL. & OPER. EXPS. % of GROSS PROFIT		2.55 %	0.75 %	3.73 %	1.41 %	0.00 %	0.00 %	1.63 %	0.49 %
31	DEPT'L. PROFIT (LOSS) LINE 2 LESS LINE 29		-20813	-25366	42990	112944	0	0	70797	236716
32	OVERHEAD EXPENSES				EXPENSE PRORATION KMA GUIDE					
33	Rent & Equivalent	7400	12198	36592	6600	19800	0	0	4400	13200
34	Salaries & Wages - Admin. & General	7410	4054	12953	2433	7772	0	0	2432	7772
35	Owners Salaries	7420	4200	12600	1800	5400	0	0	1800	5400
36	Payroll Taxes	7430	6574	21413	7945	24870	0	0	1814	5477
37	Employee Benefits	7440	3714	10672	2397	7154	0	0	1806	5116
38	Pension Fund / Profit Sharing	7450	1739	4994	922	2645	0	0	922	2645
39	Advertising - General & Institutional	7460	233	740	140	444	0	0	140	444
40	Printed Forms & Office Supplies	7470	806	4019	369	1880	0	0	315	1614
41	Computer Systems Services	7480	3190	9227	1474	4392	0	0	1410	4172
42	Outside Services - Gen. & Institutional	7490	2258	5484	3493	10537	0	0	1454	4152
43	Company Vehicles - Administration	7500	0	0	0	0	0	0	0	0
44	Contributions	7510	0	0	0	0	0	0	0	0
45	Dues & Subscriptions	7520	213	694	95	302	0	0	180	2184
46	Telephone	7530	1061	3190	542	1658	0	0	441	1324
47	Legal & Auditing	7540	1819	6779	904	3427	0	0	754	2798
48	Postage	7550	717	2470	38	156	0	0	149	476
49	Travel & Entertainment	7560	0	0	0	0	0	0	0	0
50	Heat, Light, Power & Water	7570	1896	7038	936	3478	0	0	792	2940
51	Furniture, Signs, Fixtures & Equipment, Maintenance, Repair & Rental	7580	237	1101	388	974	0	0	177	763
52	Depr. - Fum, Signs, Fixtures & Equip	7590	504	1512	442	1325	0	0	216	648
53	Insur. - Other than Bldgs. & Improve.	7600	1469	4327	983	2903	0	0	983	2902
54	Insurance Expenses	7650	0	0	0	0	0	0	0	0
55	Taxes - Real Estate	7630	609	1828	261	783	0	0	261	783
56	Taxes - Other than R.E., Pay. & Income	7610	833	2510	940	2822	0	0	635	1907
57	Interest Real Estate Mortgage	7640	0	0	0	0	0	0	0	0
58	Interest - Other than Floor Plan & R.E. Mortgage	7620	0	0	0	0	0	0	0	0
59	TOTAL OVERHEAD EXPENSES LINES 33 - 58		48324	150143	33102	102722	0	0	21081	66717
60	TOTAL EXPENSES LINES 29 & 59		164301	488152	85894	271790	0	0	46932	151278
61	ADJUSTED DEPT. PROFIT (LOSS) LINES 2 LESS LINE 60		-69137	-175509	9888	10222	0	0	49716	169999

A S I K I A P A G E 3 2 0 2 0

CURRENT MONTH					DEPARTMENTAL SALES GROSS PROFIT					YEAR TO DATE					
TRNO	UNITS	SALES	GROSS PROFIT	PER UNIT	ACCT. NO.	UNITS	SALES	GROSS PROFIT	PER UNIT	ACCT. NO.	UNITS	SALES	GROSS PROFIT	PER UNIT	
1	7	175473	-6765	-966	NEW VEHICLES										
2	8	164891	-6444	-806	4010	21	531678	-9141	-435	FINANCE & INSURANCE KIA NEW					
3	0	0	0	0	4011	23	466386	-16277	-708	After Market Products - Kia					
4	3	52551	-1969	-656	4012	0	0	0	0	Service Contracts - New - Kia					
5	4	102336	431	108	4030	6	104945	-2761	-460	Prepaid Maintenance Contracts - New - Kia					
6	0	0	0	0	4040	9	220771	-2836	-315	Finance Income - New - Kia - Retail					
7	2	59222	-2216	0	4041	0	0	0	0	Finance Income - New - Kia - Lease					
8	2	37061	-3117	0	4050	6	184355	-6411	0	Insurance Income - New - Kia					
9	6	178206	-916	-153	4060	13	258092	-8382	-645	Adjustments F&I and Service Contracts - New - Kia					
10	0	0	0	0	4070	17	508346	-9890	-582	TOTAL KIA NEW F&I					
11	0	0	0	0	4080	1	32750	-115	-115	New Vehicle - Kia - Float					
12	2	52630	-1297	-649	4090	0	0	0	0	Cost of Sales L.I.F.O. Adj. New - Kia					
13	0	0	0	0	4045	9	224328	-6723	-747	TOTAL KIA NEW VEHICLE DEPARTMENT					
14	4	99557	684	171	4048	0	0	0	0	New Vehicles - Other - Retail - After Incentives					
15	8	334178	15589	1949	4047	5	123450	34	7	New Vehicles - Other - Fleet - After Incentives					
16	2	74580	1201	601	4055	18	749428	40492	2250	Service Contracts - New - Other - Retail					
17			34400	0	4095	5	179863	-2592	-518	Prepaid Maintenance Contracts - New - Other					
18	48	1330685	29581	616	6099			97550	0	Finance Income - New - Other - Retail					
19										Finance Income - New - Other - Lease					
20	23	16402	7247	315						Insurance Income - New - Other					
21	14	37749	18295	1307						Less: Repo Losses - Total New					
22	0	0	0	0						Adjustments F & I and Contracts - New Other					
23	41		24762	604						Cost of Sales L.I.F.O. Adj. New - Other					
24	0		0	0						TOTAL OTHER VEHICLE DEPARTMENT					
25	26		10392	400						TOTAL NEW VEHICLE DEPARTMENT					
26			(1456)	0						Used Retail After Recon - Kia Operations					
27	104	54151	59240	570						Memo: Used Car Retail Reconditioning - Kia Operations					
28	0	0	0	0						CPO Kia Car Retail					
29			(0)	0						Memo: CPO Kia Car Retail Reconditioning					
30	48	1384836	88821	1850						CPO Kia Truck Retail					
31	23	734259	27270	1186						Memo: CPO Kia Truck Retail Reconditioning					
32	0	0	0	0						TOTAL USED/CPO RETAIL - KIA OPERATIONS					
33	16	33997	19114	1195						Kia Demos and Daily Rentals / Fleet Resale					
34	0	0	0	0						Used Vehicles Wholesale - Kia Operations					
35	0	0	11313	0						Adjustment - Used Vehicle Inventory Kia Operations					
36	0	0	0	0						After Market Products - Used Kia Operations					
37	0	0	0	0						Service Contracts - Used Kia Operations					
38	0	0	0	0						Prepaid Maintenance Contracts - Used Kia Operations					
39	0	0	0	0						Finance Income - Used Kia Operations					
40	0	0	0	0						KIA OPERATIONS USED KIA VEHICLE DEPARTMENT					
41	23	768256	57697	8						Used Retail After Recon - Other					
42	71	2153092	146518	7						CPO Retail - Other					
43	15	238974	19396	8						Memo: CPO Retail - Other Reconditioning					
44	0	0	0	0						Demos and Daily Rentals/Fleet Resale - Other					
45	0	0	0	0						Used Vehicles Wholesale - Other					
46	0	0	4477	0						Adjustment - Used Vehicle Inventory Other					
47	0	0	0	0						After Market Products - Used Other					
48	0	0	0	0						F&I Service Contracts - Used Other					
49	15	238974	19396	8						OTHER FRANCHISE USED VEHICLE DEPARTMENT					
50	0	0	0	0						Less: Repo Losses - Total Used					
51	29	185090	19671	11						Cost of Sales L.I.F.O. Adj. Used					
52			(6000)	0						TOTAL USED KIA AND OTHER VEHICLE DEPARTMENT					
53	3	1318	421	32						TOTAL VEHICLE DEPARTMENT					
54	13	27763	13578	49											
55	0	0	0	0											
56	26		15155	0											
57	15	453145	62221	14											
58	2	19459	3338	17											
59	16	262179	29605	11											
60	0	0	0	0											
61	0	0	0	0											
62	0	0	0	0											
63	0	0	0	0											
64	0	0	0	0											
65	0	0	0	0											
66	18	281638	32943	12											
67			(0)	0											
68			(0)	0											
69	33	734783	95164	13											
70	104	2887875	241682	8											
71	USED VEHICLE TRADE-IN SUMMARY				PERSONNEL SUMMARY - USE WHOLE NUMBERS ONLY										
72	Trade-Ins Received On:	UNITS MONTH	UNITS Y-T-D		NEW KIA	USED	COMBINED	F&I	KIA SERV.	BODY SHOP	KIA P&A	ADM.	TOTAL		
73	Kia Car Sales	7	25	Dealer(s)								2	2		
74	Kia Truck Sales	1	12	Managers / Foremen	4	3	0	1	2	0	2	2	14		
75	Other	0	0	Salespersons / Asst. Service Mgrs.	11	11	0	2	6	0	0		30		
76	LEASE ANALYSIS				Service / Body Shop Technicians	0	0			13	0		13		
77		MONTH	Y-T-D	Clerical	0	0			0	0	0	9	9		
78	Retail Lease Units	7	11	Other	0	0			0	0	2	0	2		
79	Retail Lease Gross	-1283	709	TOTAL PERSONNEL	15	14	0	3	21	0	4	13	70		

CURRENT MONTH					DEPARTMENTAL SALES GROSS PROFIT					YEAR TO DATE				
LINE NO	R.O. % WRITTEN	SALES	GROSS PROFIT	GP % SALES	SERVICE DEPARTMENT KIA			R.O. % WRITTEN	SALES	GROSS PROFIT	GP % SALES			
1	398	46417	31921	0.0	Customer Mechanical Labor - Kia	4400	1212	118675	82000	0.0				
2	0	0	0	0.0	Customer Express Service - Kia	4401	0	0	0	0.0				
3	161	16376	11346	0.0	Warranty Claims Mechanical Labor - Kia	4420	546	61838	43013	0.0				
4	0	0	0	0.0	Kia Free Maintenance Claims Labor - Kia	4421	0	0	0	0.0				
5	95	13523	9116	0.0	Internal Mechanical Labor - Kia	4430	277	34883	22893	0.0				
6		0	0	0.0	Sublet Repairs Mechanical Labor - Kia	4461		0	0	0.0				
7	654	76316	52383	0.0	<b>TOTAL SERVICE LABOR - KIA</b>		<b>2035</b>	<b>215396</b>	<b>147906</b>	<b>0.0</b>				
8	449	34826	23803	67.9	Customer Mechanical Labor - Other	4409	1361	98550	66784	67.5				
9	236	20821	13906	66.8	Warranty Claims Mechanical Labor - Other	4429	709	67651	45854	67.8				
10	119	10244	6787	66.3	Internal Mechanical Labor - Other	4439	422	34685	23102	66.6				
11		4525	-25	-0.7	Sublet Repairs Mechanical Labor - Other	4460		25704	26	0.0				
12	804	70416	44471	63.6	<b>TOTAL SERVICE LABOR - OTHER</b>		<b>2492</b>	<b>226590</b>	<b>135766</b>	<b>61.6</b>				
13			1072		Labor - Unapplied Time Mechanical	6450		( 1660 )						
14	1458	146732	95782	62.7	<b>TOTAL SERVICE DEPARTMENT</b>		<b>4527</b>	<b>441986</b>	<b>282012</b>	<b>61.1</b>				

PAINT & BODY SHOP DEPARTMENT										
16	0	0	0	0.0	Customer Body Shop Labor	4500	0	0	0	0.0
17	0	0	0	0.0	Warranty Claims Body Shop Labor	4520	0	0	0	0.0
18	0	0	0	0.0	Internal Body Shop Labor	4530	0	0	0	0.0
19			( 0 )		Unapplied Time - Body Shop	6550		( 0 )		
20		0	0	0.0	Sublet / Body Shop Materials	4560		0	0	0.0
21	0	0	0	0.0	<b>TOTAL PAINT &amp; BODY SHOP</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0</b>

PARTS & ACCESSORIES KIA										
23	335	40417	14697	0.0	P & A R.O. Customer Mechanical - Kia	4700	1044	97266	37116	0.0
24	0	0	0	0.0	P & A R.O. Customer Express Parts-Kia	4701	0	0	0	0.0
25	63	44807	19222	0.0	P & A R.O. Warranty Claims - Kia	4720	202	178684	78679	0.0
26	85	5694	2291	0.0	P & A R.O. Internal - Kia	4730	238	13048	5809	0.0
27	0	0	0	0.0	P & A R.O. Customer Body Shop - Kia	4710	0	0	0	0.0
28	36	2908	1187	0.0	P & A R.O. Counter - Retail - Kia	4740	105	5840	2656	0.0
29	174	27468	5177	0.0	P & A R.O. Counter - Wholesale - Kia	4750	558	109551	21135	0.0
30	55	16012	2468	17.6	Tires Sales	4773	159	46369	8851	17.3
31			0		P & A Kia Rebates and Discounts	6751			0	
32	693	137306	45042	17.6	<b>TOTAL KIA PARTS &amp; ACCESSORIES</b>		<b>2147</b>	<b>450758</b>	<b>154246</b>	<b>17.3</b>

33	369	22009	9672	44.3	P & A R.O. Customer Mechanical - Other	4709	1158	70867	29453	41.7
34	152	66646	29262	43.9	P & A R.O. Warranty Claims - Other	4729	467	226047	100027	44.3
35	56	3807	1518	39.9	P & A R.O. Customer B.S. - Other / Internal R/O. - Other	4719	189	14938	5938	39.8
36	46	2829	951	33.6	P & A Counter - Retail - Other	4749	118	7037	2662	37.8
37	152	30989	6559	21.2	P & A Counter - Wholesale - Other	4759	439	84177	17235	20.5
38	775	126280	47962	38.0	<b>TOTAL OTHER P &amp; A DEPARTMENT</b>		<b>2371</b>	<b>403066</b>	<b>155315</b>	<b>38.5</b>
39			398		P & A Inventory Adjustment / Purch. Disc. Earned	6780			1345	
40		12268	3246	32.4	Gas, Oil & Grease / Non-Auto. Merchandise	4770		37802	10371	34.2
41			( 0 )		Cost of Sale L.I.F.O. Adjustment P & A	6797		( 0 )		
42		275854	96648	36.9	<b>TOTAL PARTS &amp; ACCESS. DEPT. (LINES 32, 38-41)</b>			<b>891626</b>	<b>321277</b>	<b>37.6</b>
43		422586	192430	45.4	<b>TOTAL SVC. B.S. AND P &amp; A DEPTS. (LINES 18, 21 &amp; 32)</b>			<b>1333612</b>	<b>603289</b>	<b>45.3</b>
44		3310461	434112	14.3	<b>TOTAL ALL DEPARTMENTS (LINES 44 &amp; 70) PAGE 4</b>			<b>10939483</b>	<b>1315295</b>	<b>11.6</b>

HOURLY LABOR RATE CHARGED		KIA MECH	OTHER MECH	POSTED RATE	KIA MECH	OTHER MECH	SERVICE FACILITY:	
46	CUSTOMER	90.00	80.00		0.00	0.00	KIA	OTHER
47	WARRANTY	88.00	77.00		0.00	0.00	0	0
48	INTERNAL	90.00	80.00		0.00	0.00	0	0
49								
50	VEHICLE ATTENDANCE COUNT		KIA	OTHER	TECHNICIAN HOURS			
51	MO	0	0		AVAILABLE	0	0	
52	YTD	0	0		ACTUAL	0	0	
53					FLAT RATE	0	0	

ANALYSIS OF OPERATIONS													
	CURRENT MONTH			SAME MONTH AS PRIOR YEAR			CURRENT YEAR TO DATE			PRIOR YEAR TO DATE			
	UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES	
57	TOTAL DOLLAR SALES		3310461		2092115		10939483		5425913				
58	NEW KIA GROSS	48	88821	2.68	45	40016	1.91	133	234880	2.15	121	160368	2.96
59	NEW OTHER GROSS	23	57697	1.74	0	0	0.00	92	164483	1.50	0	0	0.00
60	USED VEHICLE GROSS	33	95164	2.87	32	79849	3.82	123	312643	2.86	64	163260	3.01
61	SERVICE GROSS		95782	2.89		55799	2.67		282012	2.58		148622	2.74
62	BODY SHOP GROSS		0	0.00		0	0.00		0	0.00		0	0.00
63	PARTS & ACCESS. GROSS		96648	2.92		36232	1.73		321277	2.94		98616	1.82
64	TOTAL GROSS		434112	13.11		211896	10.13		1315295	12.02		570866	10.52
65	TOTAL EXPENSES		437223	13.21		236854	11.32		1349358	12.33		688181	12.68
66	OPER. PROFIT (LOSS)		-3111	-0.09		-24958	-1.19		-34063	-0.31		-117315	-2.16
67	NET ADDITIONS OR DEDUCTIONS		93031	2.81		54357	2.60		269447	2.46		137680	2.54
68	TOTAL BONUSES		0	0.00		0	0.00		0	0.00		0	0.00
69	NET PROFIT (LOSS) BEFORE TAXES		89920	2.72		29399	1.41		235384	2.15		20365	0.38