

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>	3 <u>3</u>	<u>1,012,328</u>
Contracts in Transit	<u>1</u>	4 <u>4</u>	<u>835,269</u>
Vehicle Receivable	<u>1</u>	<u>7</u>	<u>(75,075)</u>
Holdback	<u>1</u>	<u>17</u>	<u>24,159</u>
Parts, Service, & Body Shop Receivable	<u>1</u>	<u>8</u>	<u>12,584</u>
New Vehicles Sold YTD	<u>1</u>	<u>66</u>	<u>544</u>
Total Expenses	<u>2</u>	<u>65</u>	Month "424,988" Year "4,736,405"
Total Dealership Net Profit	<u>2</u>	<u>70</u>	Month "158,683" Year "2,290,342"
Total Dealership Sales	<u>4</u>	<u>44</u>	Month "227" Year "2712"
New Vehicle Operating Profit	<u>4</u>	<u>27</u>	<u>138,485</u>
YTD Pre-Owned Vehicle Retail Sales	<u>4</u>	<u>43</u>	<u>1719</u>
YTD Parts Dept. Expense	<u>3</u>	<u>25</u>	<u>86,657</u>
Service Dept. Internal Gross Profit	<u>4</u>	<u>53</u>	<u>1553</u>
Cost of Labor	<u> </u>	<u> </u>	<u> </u>
Effective Labor Rate	<u> </u>	<u> </u>	<u> </u>

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Neither one of the bottom 2 are on our statement
[Per office manager and controller.]



MITSUBISHI 2019 Financial Statement



DEALER :		PLANET AUTOMOTIVE GROUP LLC		CITY, STATE :		CHARLOTTE, NC 28213		DLR. CODE :		28093		STMT MONTH :		Nov-19		11									
ASSETS				ACCT NO.		AMOUNT		LINE NO.		LIABILITIES				ACCT NO.		AMOUNT									
Petty Cash Fund				1001		-		1		Accounts Payable - Trade Creditors				2000		755,835									
Cash on Hand				1002		6,754		2		Vehicle Lien Pay-Off				2050		29,715									
Cash in Bank				1010		1,012,328		3		Customer Deposits				2010		(424)									
Contracts in Transit				1020		835,269		4		New Vehicles - Mitsubishi				2100		2,059,648									
TOTAL CASH AND CONTRACTS				(LINES 1 THRU 4)		1,854,351		5		Used Vehicles				2111		1,144,823									
Vehicle Accounts - Customers				1100		(75,075)		7		Program Vehicles - Mitsubishi				2112		-									
Service, Parts & Body Shop - Customers				1140		12,784		8		Rental/Lease Units				2120		-									
Allowance for Doubtful Accounts				2320		-		9		Other Vehicles				2140		-									
NET CUSTOMER RECEIVABLES				(LINES 5 THRU 9)		(62,291)		10		Current Amount - Long Term Debt				2130		-									
Warranty Receivables - Mitsubishi				1280		20,909		11		TOTAL ACCOUNTS & NOTES PAYABLE				(LINES 1 THRU 9)		9,989,537									
Pre-Delivery - Mitsubishi				1260		985		12		Interest Payable				2200		-									
Warranty Receivables - Other				1290		9,346		13		Payroll Payable				2210		-									
Pre-Delivery - Other				1270		-		14		Insurance Payable				2220		-									
Other Factory Rec./Incentives - Mitsubishi				1200		439,361		15		Taxes Payable - Sales				2240		100,903									
Other Factory Rec./Incentives - Other				1210		28,279		16		Taxes Payable - Payroll				2230		-									
Hold Back - Mitsubishi				1220		24,159		17		Taxes Payable - Income				2250		-									
Hold Back - Other				1230		-		18		Taxes Payable - Other				2260		4,600									
TOTAL RECEIVABLES				(LINES 10 THRU 18)		460,748		19		Employee Bonuses Payable				2270		-									
New Car - Mitsubishi				9		1400		21		Owners' Bonuses Payable				2280		-									
New SUV - Mitsubishi				69		1420		22		Pension Fund Payable				2290		-									
New Vehicles - Other				-		1440		-		Other Expenses Payable				2300		207,764									
LIFO Reserve - Vehicles Adj. New				1590		-		24		Reserve for Repossession Losses				2311		-									
TOTAL NEW VEHICLES				(LINES 21 THRU 24)		1,799,390		25		Reserve for Service Contract Losses				2312		-									
Used Vehicles				UNITS 207		OVER 30 DAYS -		1450		TOTAL CURRENT LIABILITIES				(LINES 10 THRU 25)		4,302,864									
Mitsubishi Program Vehicles				UNITS -		OVER 30 DAYS -		1490		Notes Payable - Capital Loans				2410		-									
LIFO Reserve - Vehicles Adj. Used				1595		-		28		Other Notes and Contracts Payable				2420		(16,781)									
TOTAL USED VEHICLES				(LINES 26 THRU 28)		1,492,378		29		Mortgages Payable				2430		-									
Parts & Accessories - MMSA				1500		93,248		30		TOTAL LONG TERM DEBT				(LINES 27 THRU 29)		(4,781)									
Parts & Accessories - Other				1510		97,642		31		TOTAL LIABILITIES				(LINES 28 & 30)		4,286,083									
Gas, Oil, & Grease				1520		6,345		32		NET WORKING CAPITAL ANALYSIS															
Body Shop Materials				1530		-		33		ACTUAL				GUIDE				VARIANCE				% Actual vs. Guide			
Sublet Repairs				1540		(8,178)		34		\$ 2,366,756				\$ 300,000				\$ 2,066,756				788.92%			
Work in Process - Mechanical Labor				1551		(2,162)		35		(ASSETS LINE 51 ADDING BACK LINES 24, 28 & 39 MINUS LIABILITIES LINE 26)				(Manufacturer Requirement)				(Actual less Guide)				(Actual divide by Guide)			
Work in Process - Body Shop Labor				1552		(126)		36		NET WORTH															
Miscellaneous Assets				1571		823		37		CORPORATION ONLY															
Non-Automotive Inventory				1572		-		38		Common Stock				2501		-									
LIFO Reserve (P & A) Adj.				1600		-		39		Preferred Stock				2502		-									
TOTAL INVENTORIES				(LINES 25, 29 THRU 39)		3,479,360		40		Additional Paid in Capital				2510		3,600									
Securities				1030		-		41		Retained Earnings				2520		290,579									
Finance/Insurance Income Rec. - Current				1130		14,942		42		Dividends				2540		-									
Service Contracts Receivable				1160		(455)		43		PROPRIETOR OR PARTNERSHIP															
Prepaid Taxes				1620		-		44		Investments				2550		930,063									
Prepaid Insurance				1640		-		45		Drawings				2560		(769,834)									
Prepaid Other				1610		-		46																	
Lease Vehicles				-		1680		47																	
Rental Vehicles				120		1700		48																	
Depreciation of Lease & Rental Units				1710		(432,812)		49																	
TOTAL OTHER CURRENT ASSETS				(LINES 41 THRU 49)		875,161		50																	
TOTAL CURRENT ASSETS				(LINES 5, 19, 40 & 50)		6,669,620		51																	
ACCOUNT NAME				ACCT NO		COST		ACCUMULATED DEPRECIATION		53		Mitsubishi				TOTAL OTHER NEW		TOTAL USED CAR		PROFIT OR LOSS BEFORE INCOME TAX		(PAGE 2 LINE 70)			
Land-Auto Bus Only				1750		-		-		54		Jan				29		45		74		-		16,322	
Bldgs & Improvements				1770/1780		-		-		55		Feb				19		19		38		-		259,642	
Equip M/S				1790/1800		194,329		179,151		56		Mar				23		25		48		-		21,532	
Equip P/A				1810/1820		24,389		22,703		57		Apr				11		18		29		-		99,043	
Furniture & Fixtures				1830/1840		684,232		633,447		58		May				14		36		50		-		250,816	
Co. Veh				1850/1860		316,136		168,285		59		Jun				22		29		51		-		202,904	
Leasehold				1870/1880		172,096		137,059		60		Jul				31		32		63		-		222,017	
Other				1890/1730		75,000		86,937		61		Aug				34		35		69		-		80,050	
TOTAL FIXED ASSETS				(LINES 54 THRU 61)		340,622		62		Sep				25		15		40		-		64		192,405	
Life Insurance - Cash Value				1900		-		-		63		Oct				16		23		39		-		367,888	
Finance/Insurance Income Receivable - Deferred				1960		-		-		64		Nov				22		21		43		-		158,663	
Notes and Accts. Rec. - Officers/Owners/Employees				1910		30,162		65		Dec				-		-		-		-		-		-	
Other Notes/Accounts Receivable				1950		(29,567)		66		Total				246		298		544		Line 64 - 65 Sum Total		25700		2,230,342	
Other Non-Automotive Assets				1990		-		-		67		Income Tax Current Year				-		-		8520		-		-	
TOTAL OTHER ASSETS				(LINES 63 THRU 67)		595		68		TOTAL NET WORTH				(LINES 38 THRU 50 & 69 minus 67)		2,724,790		7,010,833							
TOTAL ASSETS				(LINES 51, 62, & 68)		7,010,837		69		TOTAL LIABILITIES & NET WORTH				(LINES 31 & 68)		7,010,833									
70 RECEIVABLES ANALYSIS				ACCT NO.		TOTAL		CURRENT		31 - 60		61 - 90		OVER 90		DOUBTFUL ACCOUNTS		70							
71 Vehicle Accounts - Customers				1100		(75,075)		(75,075)		-		-		-		-		71							
72 Service, Parts & Body Shop-Customers				1140		12,784		12,784		-		-		-		-		72							
73 Warranty Rec / P.D.I. - Mitsubishi				1280/1260		21,894		21,894		-		-		-		-		73							
74 Warranty Rec / P.D.I. - Other				1290/1270		9,346		9,346		-		-		-		-		74							
75 Other Factory Rec./Incentives - Mitsubishi				1200		439,361		439,361		-		-		-		-		75							
76 Other Factory Rec./Incentives - Other				1210		28,279		28,279		-		-		-		-		76							
77 Hold Back				1220/1230		24,159		24,159		-		-		-		-		77							
78 TOTAL				(LINES 71 THRU 77)		460,748		460,748		-		-		-		-		78							
79 Allowance for Doubtful Accounts				2320		-		-		-		-		-		-		79							
80 NET RECEIVABLES				(LINES 78 & 79)		460,748		460,748		-		-		-		-		80							

LINE NO.	NAME OF ACCOUNT	ACCT NO.	TOTAL DEALERSHIP INCOME & EXPENSE				DEPARTMENTAL INCOME AND DIRECT EXPENSE				LINE NO.			
			CURRENT MONTH	GP % SALES	YEAR-TO-DATE	GP % SALES	A. NEW VEHICLE DEPT.		B. USED VEHICLE DEPT.					
							CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE				
1	TOTAL SALES		3,176,377		46,659,771		1,397,510	22,896,943	1,576,439	21,611,200	1			
2	TOTAL GROSS PROFIT		438,627	13.8%	5,231,609	11.2%	138,485	1,521,572	190,304	2,649,220	2			
3											3			
4	DEPARTMENTAL EXPENSE										4			
5	Compensation - Sales	8020	70,064	16.0%	818,184	15.6%	35,032	407,871	35,032	410,313	5			
6	Compensation - Finance	8040	17,538	4.0%	199,604	3.8%	8,769	99,802	8,769	99,802	6			
7	Compensation - Insurance	8640	-	-	-	-	-	-	-	-	7			
8	Compensation - Service Contracts	8620	-	-	-	-	-	-	-	-	8			
9	SUB-TOTAL SELLING EXPENSE (LINES 5 THRU 8)		87,602	20.0%	1,017,788	19.5%	43,801	507,673	43,801	510,115	9			
10	Delivery Expense	8060	(10,683)	-2.4%	(156,625)	-3.0%	(8,247)	(72,098)	(2,436)	(84,527)	10			
11	Policy Expense	8070	570	0.1%	12,110	0.2%	(911)	216	(1,400)	(1,324)	11			
12	Demo Expense	8190	3,357	0.8%	77,355	1.5%	-	-	3,357	76,420	12			
13	Floor Plan Interest	8050	(8,981)	-2.0%	(218,059)	-4.2%	(21,037)	(316,952)	12,056	98,850	13			
14											14			
15	Advertising/Promotion Total Expense	8010	126,225	28.8%	1,256,024	24.0%	56,078	565,861	62,487	619,120	15			
16	Advertising Allowance	8030	(38,800)	-8.8%	(600,575)	-11.5%	(38,800)	(600,575)	-	-	16			
17	Compensation - Supervisors	8090	79,329	18.1%	979,750	18.7%	31,924	413,298	35,923	426,657	17			
18	Other Salaries & Wages	8630	13,040	3.0%	142,364	2.7%	-	6,800	-	5,900	18			
19	New/Used Vehicle Expense	8650	-	-	-	-	-	-	-	-	19			
20	Company Vehicle Expense	8660	-	-	-	-	-	-	-	-	20			
21	Other Supplies & Tools	8210	574	0.1%	19,661	0.4%	178	5,150	156	4,601	21			
22	Outside Services	8370	10,134	2.3%	120,801	2.3%	3,873	45,118	3,492	45,007	22			
23	Laundry & Uniforms	8150	1,578	0.4%	18,367	0.4%	632	7,347	552	6,420	23			
24	Freight & Express	8330	(6)	0.0%	1,201	0.0%	-	-	-	-	24			
25	TOTAL DEPARTMENTAL EXPENSE (LINES 9 THRU 24)		263,939	60.2%	2,670,162	51.0%	67,491	561,838	157,988	1,707,430	25			
26	DEPARTMENTAL OPERATING PROFIT (LINE 2 MINUS 25)		174,688	39.8%	2,561,447	49.0%	70,994	959,734	32,316	941,780	26			
27	Bonuses - Employees	8500	-	-	-	-	-	-	-	-	27			
28	DEPT OP P/L AFTER BONUSES (LINE 26 MINUS 27)		174,688	39.8%	2,561,447	49.0%	70,994	959,734	32,316	941,780	28			
29											29			
30	OVERHEAD EXPENSE										30			
31	Compensation - Owner	8080	2,812	0.6%	49,275	0.9%	1,125	19,710	984	17,240	31			
32	Compensation - Clerical	8100	10,834	2.5%	137,760	2.6%	4,334	55,104	3,792	48,210	32			
33	Absentee Wages	8120	161	0.0%	14,795	0.3%	-	500	-	1,800	33			
34	Payroll Taxes	8130	19,608	4.5%	254,513	4.9%	6,940	92,039	6,954	90,450	34			
35	Employee Benefits	8160	3,659	0.8%	39,161	0.7%	1,464	14,009	1,281	12,200	35			
36	Pension Fund	8180	-	-	-	-	-	-	-	-	36			
37	Compensation - Other Supervisor	8170	2,743	0.6%	37,171	0.7%	1,125	14,595	985	12,770	37			
38	Office Supplies & Stationery	8200	3,246	0.7%	64,444	1.2%	1,298	25,295	1,136	22,500	38			
39	Advertising (Institutional)	8000	-	-	-	-	-	-	-	-	39			
40	Contributions	8340	3,100	0.7%	21,906	0.4%	1,240	8,762	1,085	7,600	40			
41	Travel and Entertainment	8290	-	-	-	-	-	-	-	-	41			
42	Membership, Dues, Publications	8310	3,325	0.8%	42,066	0.8%	1,314	16,814	1,190	14,740	42			
43	Legal and Auditing	8350	5,000	1.1%	130,987	2.5%	2,000	52,395	1,750	45,840	43			
44	Telephone	8360	247	0.1%	4,729	0.1%	82	1,720	71	1,500	44			
45	Postage	8320	2,305	0.5%	24,635	0.5%	922	9,846	806	8,500	45			
46	Training	8140	15,115	3.4%	166,445	3.2%	6,024	66,493	5,271	58,100	46			
47	Bad Debts	8250	-	-	-	-	-	-	-	-	47			
48	Data Processing	8270	24,521	5.6%	270,093	5.2%	7,244	81,942	6,577	73,600	48			
49	Miscellaneous	8410	2,400	0.5%	26,400	0.5%	960	10,560	840	9,240	49			
50	SUB-TOTAL ADMIN. EXPENSE (LINES 31 THRU 49)		99,076	22.6%	1,284,380	24.6%	36,072	469,784	32,722	424,780	50			
51	Rent	8420	40,000	9.1%	447,000	8.5%	16,000	178,800	14,000	156,400	51			
52	Amortization - Leaseholds	8430	-	-	-	-	-	-	-	-	52			
53	Repairs & Maintenance - Real Estate	8440	6,842	1.6%	136,728	2.6%	2,737	52,003	2,395	45,500	53			
54	Depreciation - Buildings & Improvements	8450	-	-	-	-	-	-	-	-	54			
55	Taxes - Real Estate	8460	4,600	1.0%	50,600	1.0%	1,840	20,240	1,610	17,700	55			
56	Insurance - Buildings & Improvements	8470	-	-	12,795	0.2%	-	5,118	-	4,400	56			
57	Interest - Real Estate - Mortgage	8480	-	-	-	-	-	-	-	-	57			
58	SUB-TOTAL RENT & EQUIVALENT (LINES 51 THRU 57)		51,442	11.7%	647,123	12.4%	20,577	256,181	18,005	224,200	58			
59	Heat - Light - Power - Water	8490	6,004	1.4%	64,649	1.2%	2,402	25,860	2,101	22,600	59			
60	Insurance - Other	8390	4,200	1.0%	46,047	0.9%	1,680	18,419	1,470	16,100	60			
61	Taxes - Other	8400	4	0.0%	4,271	0.1%	-	1,556	4	1,800	61			
62	Depreciation - Other	8230	196	0.0%	881	0.0%	-	253	-	274	62			
63	Equipment - Repairs & Rental	8240	127	0.0%	18,952	0.4%	51	5,967	44	5,200	63			
64	TOTAL FIXED OVERHEAD (LINES 50 & 58 THRU 63)		181,049	36.7%	2,066,303	39.5%	60,782	778,000	54,346	685,000	64			
65	TOTAL EXPENSES (LINES 25, 27 & 64)		424,988	96.9%	4,736,465	90.5%	128,273	1,339,838	212,334	2,402,500	65			
66	OPERATING PROFIT/LOSS (LINE 2 MINUS 65)		13,639	3.1%	495,144	9.5%	10,212	181,734	(22,030)	246,700	66			
67	NET ADDITIONS & DEDUCTIONS (PAGE 3 NET OF LINE 77)		145,044	33.1%	1,735,198	33.2%					67			
68	OPERATING PROFIT BEFORE BONUSES OR INCOME TAXES (LINES 66 & 67)		158,683	36.2%	2,230,342	42.6%					68			
69	BONUSES OWNERS	8510	-	-	-	-	Owners	1	-	-	1	69		
70	NET PROFIT/LOSS BEFORE INCOME TAXES (LINES 68 LESS 69)	2570	158,683	36.2%	2,230,342	42.6%	Supervisors	4	4	1	1	10	70	
71							Sales People	10	9	3	-	22	71	
72							Clerical	1	1	1	-	4	72	
73							Other	2	1	-	-	3	73	
74							Technicians			7	3	10	74	
75							Total	18	15	12	2	3	50	75
76							Hired YTD	-	-	-	-	-	76	
77							Terminated YTD	-	-	-	-	-	77	

DEPARTMENTAL INCOME AND DIRECT EXPENSE

LINE NO.	NAME OF ACCOUNT	ACCT NO.	C. SERVICE DEPT.		D. PARTS & ACCESS DEPT.		E. BODY SHOP DEPT.		LINE NO.
			CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	
1	TOTAL SALES		85,543	1,003,561	91,179	865,366	25,706	282,696	1
2	TOTAL GROSS PROFIT		48,552	604,424	45,195	288,751	16,091	167,639	2
3									3
4			DEPARTMENTAL EXPENSE						4
5	Compensation - Sales	8020	-	-	-	-	-	-	5
6									6
7									7
8									8
9	SUB-TOTAL SELLING EXPENSE	(LINE 5)	-	-	-	-	-	-	9
10	Delivery Expense	8060							10
11	Policy Expense	8070	3,381	13,933	(400)	(615)	(100)	(100)	11
12	Demo Expense	8190	-	-	-	-	-	930	12
13	Floor Plan Interest	8050							13
14									14
15	Advertising/Promotion Total Expense	8010	4,098	59,400	3,295	10,325	267	1,315	15
16	Advertising Allowance	8030	-	-	-	-	-	-	16
17	Compensation - Supervisors	8090	2,351	41,703	5,446	57,752	3,685	40,340	17
18	Other Salaries & Wages	8630	13,040	127,489	-	1,700	-	425	18
19	New/Used Vehicle Expense	8650							19
20	Company Vehicle Expense	8660	-	-	-	-	-	-	20
21	Other Supplies & Tools	8210	156	6,649	44	1,287	40	1,974	21
22	Outside Services	8370	1,211	14,684	1,316	13,170	242	2,732	22
23	Laundry & Uniforms	8150	197	2,296	158	1,837	39	459	23
24	Freight & Express	8330			(6)	1,201			24
25	TOTAL DEPARTMENTAL EXPENSE	(LINES 9 THRU 24)	24,434	266,154	9,653	86,657	4,173	48,075	25
26	DEPARTMENTAL OPERATING PROFIT	(LINE 2 MINUS 25)	24,118	338,270	35,342	202,094	11,918	119,564	26
27	Bonuses - Employees	8500	-	-	-	-	-	-	27
28	DEPT OP P/L AFTER BONUSES	(LINE 26 MINUS 27)	24,118	338,270	35,342	202,094	11,918	119,564	28
29									29
30	OVERHEAD EXPENSE								30
31	Compensation - Owner	8080	351	6,159	282	4,928	70	1,232	31
32	Compensation - Clerical	8100	1,354	17,220	1,083	13,776	271	3,444	32
33	Absentee Wages	8120	161	11,771	-	-	-	668	33
34	Payroll Taxes	8130	3,996	51,876	601	7,610	1,117	12,496	34
35	Employee Benefits	8160	457	8,524	366	3,494	91	873	35
36	Pension Fund	8180	-	-	-	-	-	-	36
37	Compensation - Other Supervisor	8170	352	6,156	281	3,649	-	-	37
38	Office Supplies & Stationery	8200	406	8,682	325	6,324	81	1,615	38
39	Advertising (Institutional)	8000	-	-	-	-	-	-	39
40	Contributions	8340	387	2,738	310	2,191	78	548	40
41	Travel and Entertainment	8290	-	-	-	-	-	-	41
42	Membership, Dues, Publications	8310	411	5,253	328	4,202	82	1,050	42
43	Legal and Auditing	8350	625	16,373	500	13,099	125	3,275	43
44	Telephone	8360	25	537	20	430	49	537	44
45	Postage	8320	288	3,070	231	2,456	58	664	45
46	Training	8140	1,938	21,756	1,506	16,047	376	4,011	46
47	Bad Debts	8250	-	-	-	-	-	-	47
48	Data Processing	8270	8,582	86,711	1,785	23,215	333	4,550	48
49	Miscellaneous	8410	300	3,300	240	2,640	60	660	49
50	SUB-TOTAL ADMIN EXPENSE	(LINES 31 THRU 49)	19,633	250,126	7,858	104,061	2,791	36,821	50
51	Rent	8420	5,000	55,875	4,000	44,700	1,000	11,175	51
52	Amortization - Leaseholds	8430	-	-	-	-	-	-	52
53	Repairs & Maintenance - Real Estate	8440	855	23,068	684	12,873	171	3,218	53
54	Depreciation - Buildings & Improvements	8450	-	-	-	-	-	-	54
55	Taxes - Real Estate	8460	575	6,325	460	5,060	115	1,265	55
56	Insurance - Buildings & Improvements	8470	-	1,599	-	1,280	-	320	56
57	Interest - Real Estate - Mortgage	8480	-	-	-	-	-	-	57
58	SUB-TOTAL RENT & EQUIVALENT	(LINES 51 THRU 57)	6,430	86,867	5,144	63,913	1,286	15,978	58
59	Heat - Light - Power - Water	8490	750	8,081	601	6,465	150	1,616	59
60	Insurance - Other	8390	525	5,756	420	4,605	105	1,151	60
61	Taxes - Other	8400	-	486	-	389	-	-	61
62	Depreciation - Other	8230	-	79	196	259	-	16	62
63	Equipment - Repairs & Rentals	8240	16	5,899	13	1,492	3	373	63
64	TOTAL FIXED OVERHEAD	(LINES 50 & 58 THRU 63)	27,364	357,294	14,232	181,184	4,335	54,755	64
65	TOTAL EXPENSES	(LINES 25, 27 & 64)	51,788	623,448	24,085	267,841	8,508	102,830	65
66	OPERATING PROFIT/LOSS	(LINE 2 MINUS 65)	(3,236)	(19,024)	21,110	20,910	7,583	64,809	66
67									67
68	ADDITIONS TO INCOME								68
69	NAME OF ACCOUNT	ACCT NO.	CURRENT MONTH	YEAR-TO-DATE	NAME OF ACCOUNT	ACCT NO.	CURRENT MONTH	YEAR-TO-DATE	69
70	Cash Discount/Interest Earned	9020	-	-	Cash Discount/Interest Paid	9030	-	43,030	70
71	Miscellaneous Income	9072	145,047	1,778,231	Miscellaneous Deductions	9222	-	-	71
72	Lease and Rental Income	9101	-	-	Lease & Rental Expenses	9102	-	-	72
73	Documentary Fees	9073	(3)	(3)					73
74	Lifo Additions	9301	-	-	Lifo Deductions	9302	-	-	74
75	Incentives Income	9401	-	-					75
76	Other MMNA Program Income	9501	-	-	Other MMNA Program Expense	9502	-	-	76
77	TOTAL ADDITIONAL	(LINES 70 THRU 76)	145,044	1,778,228	TOTAL DEDUCTIONS (70 THRU 76)		-	43,030	77

LINE NO.	CURRENT MONTH				ACCOUNT NAME	ACCT NO.	YEAR-TO-DATE				LINE NO.
	UNITS	SALES	GROSS PROFIT	PER UNIT			UNITS	SALES	GROSS PROFIT	PER UNIT	
1											1
2	-	-	-	-	Lancer	3013	-	-	-	-	2
3	-	-	-	-	Lancer Evolution	3014	-	-	-	-	3
4	-	-	-	-	Lancer Ralliart	3021	-	-	-	-	4
5											5
6	22	370,334	34,926	1,588	Mirage Hatchback	3025	246	4,348,468	338,637	1,377	6
7	-	-	-	-	Mirage Sedan	3027	-	-	-	-	7
8											8
9	22	370,334	34,926	1,588	TOTAL MITSUBISHI CARS RETAIL (LINES 1 THRU 7)		246	4,348,468	338,637	1,377	9
10	10	289,148	35,854	3,585	Outlander 2WD	3015	105	3,112,430	170,003	1,619	10
11	-	-	-	-	Outlander AWC	3016	-	-	-	-	11
12	9	223,402	19,903	2,211	Outlander Sport 2WD	3022	143	3,594,466	282,589	1,976	12
13	-	-	-	-	Outlander Sport AWC	3023	-	-	-	-	13
14	-	-	-	-	Outlander PHEV AWC	3026	10	352,104	(9,549)	(965)	14
15	2	62,863	3,285	1,643	Eclipse Cross	3028	40	1,158,603	48,270	1,207	15
16											16
17	21	575,413	59,042	2,812	TOTAL MITSUBISHI SUV RETAIL (LINES 10 THRU 16)		298	8,217,603	491,313	1,649	17
18	-	-	-	-	OTHER MITSUBISHI VEHICLES	3099	-	-	-	-	18
19	43	945,747	93,968	2,185	TOTAL MITSUBISHI RETAIL (LINES 9, 17 & 18)		544	12,566,071	829,950	1,526	19
20	19	434,520	(6,505)	(342)	TOTAL MITSUBISHI FLEET	3080	449	10,049,884	85,085	189	20
21	-	-	-	-	TOTAL NEW VEHICLES OTHER	3070	-	-	-	-	21
22	35		17,109	489	Finance/Insurance Income - New	3300	409		197,868	484	22
23	21	17,243	9,871	470	Aftermarket Sales - New	3280	308	281,008	174,528	567	23
24	29		29,980	1,034	Service Contracts - New	3380	277		340,583	1,230	24
25			(5,938)		Less: Charge Backs - New	4400			(106,442)		25
26		17,243	51,022	823	TOTAL F&I NEW (LINES 22 THRU 25)			281,008	606,537	611	26
27	62	1,397,510	138,485	2,234	TOTAL NEW VEHICLE DEPT (LINES 19, 20, 21, & 26)		993	22,896,943	1,521,572	1,532	27
28	64	1,067,758	153,898	2,405	Used Vehicles - Retail	3500	916	15,721,340	2,238,888	2,444	28
29			(49,664)	(776)	Used Vehicles - Retail Reconditioning	4511			(590,890)	(645)	29
30	101	479,807	33,167	328	Used Vehicles - Wholesale	3520	803	5,575,723	309,520	385	30
31			-	-	Adjustments - Used Veh Inventory	4531			-	-	31
32	165	1,547,565	137,401	833	SUB-TOTAL USED VEHICLES (LINES 28 THRU 31)		1,719	21,297,093	1,957,518	1,139	32
33	-	-	-	-	Program Vehicle - Retail MITSUBISHI	3580	-	-	-	-	33
34	-	-	-	-	Program Vehicles - Retail Reconditioning	4512			-	-	34
35	-	-	-	-	Program Vehicle - Wholesale	3590	-	-	-	-	35
36			-	-	Adjustments - Program Veh. Inv.	4532			-	-	36
37			-	-	SUB-TOTAL MITSUBISHI PROG VEH (LINES 33 THRU 36)				-	-	37
38	44		22,196	504	Finance/Insurance Income - Used	3700	488		240,040	492	38
39	35	28,874	16,769	479	Aftermarket Sales - Used	3630	360	314,142	186,416	518	39
40	17		16,602	918	Service Contracts - Used	3740	303		332,191	1,096	40
41			(1,664)		Less: Charge Backs - Used	4750			(66,942)		41
42		28,874	52,903	827	TOTAL F&I USED (LINES 38 THRU 41)			314,142	691,705	758	42
43	165	1,576,439	190,304	1,153	TOTAL USED VEHICLE (LINES 32, 37 & 42)		1,719	21,611,205	2,649,223	1,541	43
44	227	2,973,949	328,789	1,448	TOTAL NEW & USED VEH (LINES 27 & 43)		2,712	44,508,148	4,170,795	1,533	44
45	251	12,129	7,870	64.9%	Customer Mechanical Labor - MITSUBISHI	5000	2,698	153,482	114,127	74.4%	45
46	65	4,645	3,399	73.2%	Warranty Claims - MITSUBISHI	5040	1,065	72,102	54,167	75.1%	46
47	26	3,886	2,962	76.2%	P.D.I. Labor - MITSUBISHI	5060	570	77,713	60,801	78.2%	47
48	342	20,860	14,231	68.9%	TOTAL MITSUBISHI LABOR (LINES 45 THRU 47)		4,333	303,297	229,095	75.5%	48
49	307	41,507	29,035	70.0%	Customer Labor - Other	5010	3,336	439,398	319,843	72.8%	49
50	33	3,910	2,910	74.4%	Warranty Claims - Other	5050	129	23,390	17,547	75.0%	50
51	-	-	-	-	P.D.I. Labor - Other	5070	-	-	-	-	51
52	340	45,417	31,945	70.3%	TOTAL OTHER LABOR (LINES 49 THRU 51)		3,465	462,788	337,390	72.9%	52
53	126	3,118	1,553	49.8%	Internal Mechanical Labor	5080	1,864	59,557	38,640	64.9%	53
54		9,988	1,012	10.1%	Sublet Repairs - Mechanical	5100		111,985	11,568	10.3%	54
55		6,360	2,976	46.8%	Gas, Oil, and Grease	5280		65,934	32,565	49.4%	55
56			(3,165)		Adjustment Cost of Labor Sales - Mechanical	6110			(44,834)		56
57	808	85,543	48,552	56.8%	TOTAL SERVICE DEPT (LINES 48, 52 THRU 56)		9,662	1,003,561	604,424	60.2%	57
58		10,187	3,312	32.5%	P&A Repair Order Mechanical - MITSUBISHI	5200		95,570	35,324	37.0%	58
59		18,811	6,619	35.2%	P&A Warranty Claims - MITSUBISHI	5240		165,404	57,735	34.9%	59
60	35	3,362	878	26.1%	P&A Counter Retail - MITSUBISHI	5310	275	27,386	8,128	29.7%	60
61	9	800	210	26.3%	P&A Counter Wholesale - MITSUBISHI	5330	167	47,697	10,228	21.4%	61
62		1,731	539	31.1%	P&A Internal / Body Shop - MITSUBISHI	5261		31,283	9,214	29.5%	62
63											63
64			(671)		P&A Inventory Adjustment - MITSUBISHI	6371			(671)		64
65		34,891	10,887	31.2%	TOTAL P&A MITSUBISHI (LINES 58 THRU 64)			367,340	119,958	32.7%	65
66		10,229	3,987	39.0%	P&A Repair Order Mechanical - Other	5210		119,693	35,624	29.8%	66
67		19,161	7,664	40.0%	P&A Warranty Claims - Other	5250		102,897	41,166	40.0%	67
68	26	1,244	333	26.8%	P&A Counter Retail - Other	5320	237	17,888	51	0.3%	68
69	7	576	173	30.0%	P&A Counter Wholesale - Other	5340	65	8,773	2,201	25.1%	69
70		25,078	7,334	29.2%	P&A Internal / Body Shop - Other	5262		248,775	74,919	30.1%	70
71			14,817		P&A Inventory Adjustment - Other	6372			14,832		71
72		56,288	34,308	61.0%	TOTAL P&A OTHER (LINES 66 THRU 71)			498,026	168,793	33.9%	72
73		91,179	45,195	49.6%	TOTAL P&A (LINES 65 & 72)			865,366	288,751	33.4%	73
74	4	30	3	10.0%	Customer Body Shop Labor	5400	155	4,425	2,802	63.3%	74
75	-	-	-	-	Warranty Claim Body Shop Labor	5420		-	-	-	75
76	400	26,199	17,321	66.1%	Internal Body Shop Labor	5430	4,722	286,650	194,150	67.7%	76
77		185	-	0.0%	Sublet Repairs Body Shop	5440		279	9	3.2%	77
78		(708)	(708)	100.0%	Body Shop Materials	5450		(8,658)	(8,658)	100.0%	78
79			(525)		Adjustment - Cost of Labor Sales Body Shop	6460			(20,664)		79
80	404	25,705	16,091	62.6%	TOTAL BODY SHOP (LINES 74 THRU 79)		4,877	282,696	167,639	59.3%	80
81		3,176,377	438,627		TOTAL ALL DEPARTMENTS (LINES 44, 57, 73 & 80)			46,659,771	5,231,609		81