

## 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+2</u>	<u>\$ 990,427</u>
Contracts in Transit	<u>1</u>	<u>4</u>	<u>\$ 1,050,815</u>
Vehicle Receivable	<u>1</u>	<u>6</u>	<u>\$ 178,356</u>
Holdback	<u>1</u>	<u>12</u>	<u>\$ 185,060</u>
Parts, Service, & Body Shop Receivable	<u>1</u>	<u>7</u>	<u>\$ 82,796</u>
New Vehicles Sold YTD	<u>2</u>	<u>1</u>	<u>\$ 11,780,740</u>
Total Expenses	<u>2</u>	<u>66</u>	<u>\$438,688 / \$3,064,463</u>
Total Dealership Net Profit	<u>2</u>	<u>70</u>	<u>\$355,268 / \$ 2,415,218</u>
Total Dealership Sales	<u>2</u>	<u>1</u>	<u>\$3,801,465 / \$23,977,384</u>
New Vehicle Operating Profit	<u>2</u>	<u>67</u>	<u>&lt;\$68,774 / \$597,567&gt;</u>
YTD Pre-Owned Vehicle Retail Sales	<u>3</u>	<u>1</u>	<u>\$8,184,426</u>
YTD Parts Dept. Expense	<u>3</u>	<u>66</u>	<u>\$ 496,474</u>
Service Dept. Internal Gross Profit	<u>4</u>	<u>35</u>	<u>\$207,030</u>
Cost of Labor	<u>4</u>	<u>37</u>	<u>\$ 58,122 / \$ 427,656</u>
Effective Labor Rate	<u>4</u>	<u>37</u>	<u>\$152 / \$156</u>

MTD / YTD

$$\text{Cost of Labor} = \text{Total Labor Sales} - \text{Total Labor GP}$$

$$\text{ELR} = \text{Total Labor Sales} \div \text{Hours}$$