



2020 HONDA DEALER FINANCIAL STATEMENT

DEALER NO. **207068**

HONDA

BALANCE SHEET

ZONE/DIST. NO. **ZONE / D I**DEALERSHIP (dba) **CLAWSON HONDA OF FRE SNO**, CITY **93710**STATE **559- 43**ZIP **FRE SNO**COVERING THE PERIOD FROM: **01 JAN 2020** THRU: **30 NOV 2020** OTHER MAKES SOLD **OTHER MAKE S**

ASSETS				ACCT. NO.	AMOUNT	LINE NO.	LIABILITIES				ACCT. NO.	AMOUNT	
Cash on Hand				201		1	Accounts Payable - Trade Creditors				300	1243073	
Cash in the Bank				202	5839934	2	Vehicle Lien Payoffs				320	553336	
Cash Clearing				203	- 6756	3	License and Registration Fees				321	70167	
Contracts in Transit				205	3925859	4	Customer Deposits				322		
TOTAL CASH AND CONTRACTS (LINES 1 TO 4)					9759037	5							
Vehicle Accounts Receivable				210	616255	6	NOTES PAYABLE	New Vehicles & Demos				324	13165966
Service, Body Shop & Parts Accts. Receivable				220	149888	7		Used Vehicles				325	
Factory Receivables - Honda				221	97100	8		Lease/Rental Vehicles				326	179272
Factory Receivables - Other				222	39386	9		Other				328	
Warranty Receivables - Honda				223	273344	10		Long Term Debt - Current Portion				329	
Warranty Receivables - Other				224		11	TOTAL ACCOUNTS & NOTES PAYABLE (LINES 1 TO 10)					15211814	
Holdback Receivables - Honda				226	47676	12	Interest Payable				330		
Holdback Receivables - Other				227		13	Payroll Payable				331	- 231004	
Allowance for Doubtful Accounts				225		14	Insurance Payable				332		
TOTAL RECEIVABLES (LINES 6 TO 14)					1223649	15	Taxes Payable - Sales				333	736159	
* Demo Vehicles - Honda				TOTAL UNITS () 230		16	- Payroll				334	- 7483	
* Demo Vehicles - Other				TOTAL UNITS () 231		17	- Income (Prior Yr.\$ _____)				335		
* New Honda Vehicles -				TOTAL CAR UNITS (314) 234	12125629	18	- Real Estate				336		
				TOTAL SUV/ VAN/TRUCK UNITS (148)		19	- Other				337	11522	
* New Vehicles - Other				TOTAL UNITS () 235		20	Employees' Bonuses Payable				338		
L.I.F.O. Reserve New Vehicles				242	623826	21	Owners' Bonuses Payable				339		
TOTAL NEW VEHICLE (LINES 16 TO 21)					11501803	22	Pension - 401K Plan Payable				340	179	
* Used Honda Vehicles - Certified				(UNITS 40) 250	784604	23	Other Expenses Payable				341	4704	
* Memo: 30 + Days				(UNITS 17) (\$ 362820)		24	Accruals and Reserves				345	79757	
* Used Honda Vehicles - Non Certified				(UNITS 262) 251	1754416	25	TOTAL ACCRUED LIABILITIES (LINES 12 TO 24)					593834	
* Memo: 30 + Days				(UNITS 94) (\$ 536424)		26	TOTAL CURRENT LIABILITIES (LINES 11 & 25)					15805648	
* Used Other than Honda				(UNITS 241) 252	6453849	27	Long Term Debt - Owners				350	9304105	
* Memo: 30 + Days				(UNITS 195) (\$ 5523838)		28	Long Term Debt - Other				353	3650879	
L.I.F.O. Reserve Used Vehicles				259		29	Long Term Contracts and Reserves				354		
Parts - Honda (\$ CORE \$ 7097) (\$ OBSOLESCENCE 5780)				260	266721	30	Mortgages Payable - Company Owned Real Estate				355		
Accessories - Honda Vehicles (\$ OBSOLESCENCE)				261	57210	31	TOTAL LONG TERM DEBT (LINES 27 TO 30)					12954984	
Parts & Accessories - Other				262	175534	32	TOTAL LIABILITIES (LINES 26 & 31)					28760632	
Gas, Oil and Grease				263	4240	33	NET WORKING CAPITAL						
Body Shop Materials				264	116386	34	EFFECTIVE NET WORTH						
Sublet Repairs				265	- 6069	35	ACTUAL \$ 19, 131, 912				ACTUAL \$ 7, 036, 541		
Work in Process - Labor				266	1264	36	(ASSETS LINE 51 PLUS 21, 29 & 39 MINUS LIABILITIES LINE 26)				(NET WORTH LINE 68 MINUS ASSET LINE 68 + 50% OF ASSET LINES 21, 29 & 39)		
Tire Inventory				267	52178	37	REQUIRED \$ _____				REQUIRED \$ _____		
Non-Automotive Inventory				268		38	NET WORTH						
L.I.F.O. Reserve Parts & Accessories				269		39	CORPORATIONS						
TOTAL INVENTORIES (LINES 22, 23, 25, 27, 29 TO 39)					21162136	40	CAPITAL STOCK				360	25000	
Marketable Securities				270	377281	41	ADDITIONAL PAID IN CAPITAL				361	88161	
Finance Income Receivable				271	80551	42	TREASURY STOCK				362		
Insurance Commissions Receivable				272		43	RETAINED EARNINGS				370	2543352	
Prepaid Expenses - Taxes				273	1161749	44	DIVIDENDS				375		
- Insurance				274	7010	45	PREVIOUSLY TAXED INCOME - "S" CORP.				376	1885633	
- Advertising				279		46	DISTRIBUTIONS - "S" CORP.				377		
- Other				275	193899	47	PROPRIETORSHIP, PARTNERSHIP OR LLC						
* Lease/Rental Vehicles				(UNITS 8) 277/278	348422	48	INVESTMENTS				380		
Accumulated Depreciation (ACCTS. 277, 278)				389		49	DRAWINGS				390		
TOTAL OTHER CURRENT ASSETS (LINES 41 TO 49)					2168912	50							
TOTAL CURRENT ASSETS (LINES 5, 15, 40 & 50)					34313734	51							
ACCT. NAME	ACCT. NO.	COST	ACCUMULATED DEPRECIATION			52	MONTH	NEW UNITS HONDA	OTHER	USED UNITS RTL	WHL	PROFIT OR (LOSS)	
LAND	280					53	JAN.	133		128	81	7111	
BLDGS.	281/381					54	FEB.	184		159	61	326183	
EQUIP. M/S	282/382	1279377	934921	344456		55	MAR.	110		111	63	- 19324	
EQUIP. P/A	283/383	170972	168275	2697		56	APR.	41		31	9	- 367368	
FURN.	284/384	1965120	1294700	670420		57	MAY	186		140	47	282928	
CO. VEH.	285/385					58	JUN.	119		111	30	825444	
LEASEHOLD	286/386	144661		144661		59	JUL.	184		150	64	419140	
SIGNS	287/387	148862	139570	9292		60	AUG.	188		177	49	467645	
OTHER	288/388					61	SEP.	185		148	51	221447	
TOTAL FIXED ASSETS (LINES 53 TO 61)					3708992	62	OCT.	196		150	43	326055	
Life Insurance - Cash Value				291		63	NOV.	184		117	68	1291	
Notes/Accts. Receivable - Officers & Employees				293	105538	64	DEC.						
Other Notes/Accounts Receivable				295	1153	65	TOTAL	1710		1422	566	2490552	
Other Non-Automotive Assets				296	5	66	INCOME FROM OTHER OPERATIONS				098		
Investments & Advances - Other Operations				297	201319	67	ESTIMATED INCOME TAXES				099	55	
TOTAL OTHER ASSETS (LINES 63 TO 67)					308015	68	NET EARNINGS - PROFIT OR (LOSS) (LINES 41 TO 50 & 65 MINUS 66)					2490497	
TOTAL ASSETS (LINES 51, 62 & 68)					35793275	69	TOTAL NET WORTH (LINES 41 TO 50 & 67)					7032643	
							TOTAL LIABILITIES & NET WORTH (LINES 32 & 68)					35793275	

RECEIVABLES ANALYSIS

LINE NO.	TYPE	ACCT. NO.	TOTAL	CURRENT	31 - 60	61 - 90	OVER 90	DOUBTFUL ACCOUNTS	LINE NO.
72	Vehicle	210	616255	98723	72837	199495	245200		72
73	Service, Body Shop & Parts	220	149889	84932	23217	5002	36738		73
74	Factory Receivables	221/222	136486	110386	12000	6650	7450		74
75	Warranty Receivables	223/224	273344	14202	4537	1817	252788		75
76	Holdback Receivables	226/227	47676	39958	7306	412			76
77	TOTAL		1223650	348201	119897	213376	542176		77
78	Less: Doubtful Accounts	225							78
79	NET RECEIVABLES		1223650						79

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	TOTAL DEALERSHIP INCOME AND EXPENSE			A NEW HONDA DEPT.		B NEW OTHER DEPT.		LINE NO.				
			MONTH	YEAR TO DATE	GROSS PROFIT % OF SALES	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE					
1	SALES		9367306	93714090	100%	5067409	47322583			1				
2	GROSS		762778	9598048	1024	180675	2466730			2				
3	OTHER VARIABLE INCOME & DEDUCTIONS				PRVS					3				
4	Finance Income	003	87959	1123878	359	40420	505917			4				
5	Insurance Income	004								5				
6	Service Contracts	005	158119	1784776	570	83977	739829			6				
7	GAP Insurance Income	006	53582	372776	119	20439	149842			7				
8	Charge Backs & Repo Losses	007	(18966)	(299089)	(95)	(15627)	(171310)			8				
9	Aftermarket Income	009	160981	1746397	558	95539	901134			9				
10	FINANCE & INSURANCE SUB-TOTAL (LINES 4 TO 9)		441675	4728738	1510	224748	2125412			10				
11	Dealer Marketing Allowance	008	22012	200760	117	22012	200760			11				
12	Honda Transfer Balance	010	71091	722071	422	71091	722071			12				
13	TOTAL OPERATING INCOME (LINES 2+10+11+12)		1297556	15249617	4869	498526	5514973			13				
14	EXPENSES				PRVS					14				
15	Salespeople Compensation	011	113786	1109633	354	85500	608375			15				
16	Floor Plan Interest	012	- 19824	47433	15	- 33155	- 123212			16				
17	Compensation F & I/Service Contracts	013	86063	742526	237	62912	427223			17				
18	Delivery Expense	014	2018	40685	13	- 2444	- 8336			18				
19	Policy Expense-New & Used	015	14386	111620	36	1145	26397			19				
20	Demo Expense	016	586	17004	5	415	7392			20				
21	Advertising Associations	018								21				
22	Advertising - New & Used	019	91466	911542	291	33126	386925			22				
23	TOTAL VARIABLE SELLING EXPENSE (LINES 15 TO 22)		288481	2980443	% OPER. INCOME	147499	1324764			23				
24	Compensation Owners	020	11252	182681	120	4388	47245			24				
25	Compensation Supervisors	021	212917	1792834	1176	83190	624775			25				
26	Compensation Clerical	022	51970	746647	490	20268	193937			26				
27	Other Salaries & Wages	023	196620	2096392	1375	44523	313890			27				
28	Payroll Taxes	025	52292	620592	407	12550	183598			28				
29	Employee Benefits/Pension/401K/Worker's Comp.	026	26774	410247	269	9319	103199			29				
30	Absentee Wages - Productive	029	6730	148738	98		42343			30				
31	TOTAL PERSONNEL EXPENSE (LINES 24 TO 30)		558555	5998131	3933	174238	1508987			31				
32	Company Vehicle Expense	051	10308	87998	58	2529	19297			32				
33	Office Supplies & Stationery	060	2612	47357	31	592	16994			33				
34	Other Supplies & Tools	061	23689	249462	164	5424	45734			34				
35	Adv. - Serv., Body, P & A	062	22970	248029	163					35				
36	Bad Debts	063	49420	49453	32	19266	19277			36				
37	Contributions	066		2104	1		526			37				
38	Policy Expense-Serv., Body, P & A	067	8873	139969	92					38				
39	Outside Services	068	81767	717701	471	16495	173285			39				
40	Laundry & Uniforms	069	5486	59733	39	473	1874			40				
41	Travel & Entertainment	070	15497	48689	32	5052	15435			41				
42	Memberships, Dues, Pblcns.	071	7276	81656	54	812	11055			42				
43	Legal & Auditing	072	6480	84258	55	2585	15693			43				
44	Telephone	074	7976	65651	43	2957	20093			44				
45	Postage/Express Mail/Freight	075	7509	85141	56	3586	34690			45				
46	Training	076	4574	67308	44	1463	23896			46				
47	Data Processing Services	078	24255	233841	153	8886	76197			47				
48	Miscellaneous	079		30			30			48				
49	TOTAL SEMI-FIXED EXPENSE (LINES 32 TO 48)		278692	2268380	1487	70120	474076			49				
50	Rent	080	90753	979254	642	28197	340524			50				
51	Amortization - Leaseholds	081								51				
52	Repairs & Maint. - Real Estate	082	7942	59319	39	2195	27162			52				
53	Depreciation - Bldgs. & Imps.	083								53				
54	Taxes - Real Estate	084								54				
55	Insurance - Bldgs. & Imps.	085								55				
56	Mortgage Interest	086								56				
57	Utilities	087	29252	279494	183	10662	78514			57				
58	Rent & Rent Equivalent (LINES 50 TO 57)		127947	1318067	864	41054	446200			58				
59	Insurance - Other	088	43746	217362	143	17043	61586			59				
60	Taxes - Other	089	14328	90072	59	3031	21312			60				
61	Other Interest	090		1399	1		350			61				
62	Depreciation - Other	091								62				
63	Equipment Repairs & Rentals	092	11853	94977	62	2563	16449			63				
64	TOTAL FIXED EXPENSE (LINES 58 TO 63)		197874	1721877	1129	63691	545897			64				
65	TOTAL FIXED OVERHEAD (LINES 31, 49 & 64)		1035121	9988388	6550	308049	2528960			65				
66	TOTAL EXPENSES (LINES 23 & 65)		1323602	12968831	8504	455548	3853724			66				
67	OPERATING PROFIT (LOSS) (LINES 13 MINUS 66)		- 26046	2280786	1496	42978	1661249			67				
68	NET ADDITIONS & DEDUCTIONS		56682	589962						68				
69	NET PROFIT (LOSS) BEFORE					PERSONNEL SUMMARY					69			
70	BONUSES OR INCOME TAX (LINES 67 & 68)		30636	2870748		POSITION	A	B	C	D	E	F	TOTAL	70
71	Bonuses - Employees	096				OWNERS	300						300	71
72	Bonuses - Owners	097	29345	380196		SUPERVISORS	200		200	100		100	600	72
73	NET PROFIT (LOSS)					SALESPEOPLE/PARTS CNTR/SERVICE ADV	800		700	1500		300	3300	73
74	BEFORE INCOME TAX (LINES 70 TO 72)		1291	2490552		TECHNICIANS				1300			1300	74
75						CLERICAL	500		500	500		500	2000	75
76						OTHER	300		300	500		300	1400	76
77						TOTAL	2100		1700	3900		1200	8900	77
78						HIRED Y.T.D.								78
79						TERMINATED Y.T.D.								79

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	C USED VEHICLE DEPT.		D SERVICE DEPT.		E BODY SHOP DEPT.		F PARTS AND ACCESS. DEPT.	
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	SALES		3380654	36330105	400991	4478663	6219	18885	512033	5563854
2	GROSS		90207	1907809	297391	3273291	3122	8222	191383	1941996
3	OTHER VARIABLE INCOME & DEDUCTIONS									
4	Finance Income	003	47539	617961	SERVICE / BODY DEPARTMENT					
5	Insurance Income	004								
6	Service Contracts	005	74142	1044947			SERVICE		BODY	
7	GAP Insurance Income	006	33143	222934			TTL Weekly Operating Hrs.		60.00	
8	Charge Backs & Repo Losses	007	(3339)	(127779)			TTL Hours Billed (Month)			
9	Aftermarket Income	009	65442	845263						
10	FINANCE & INSURANCE SUB-TOTAL (LINES 4 TO 9)		216927	2603326			CUSTOMER		WARRANTY	
11	Dealer Marketing Allowance	008					Hourly Labor Rate Charge	MECH	155.00	125.00
12	Honda Transfer Balance	010					Hourly Labor Rate Charge	BODY		100.00
13	TOTAL OPERATING INCOME (LINES 2-10+11+12)		307134	4511135	297391	3273291	3122	8222	191383	1941996
14	EXPENSES									
15	Salespeople Compensation	011	28286	501258	MONTHLY MEMO DATA					
16	Floor Plan Interest	012	13331	170645	PARTS & ACCESSORIES DEPARTMENT					
17	Compensation F & I/Service Contracts	013	23151	315303						
18	Delivery Expense	014	4462	49021			HONDA FLOOR PLAN ASSISTANCE		LOST SALES	
19	Policy Expense-New & Used	015	13241	85223			(\$)		\$ 933	
20	Demo Expense	016	171	9612						
21	Advertising Associations	018					OTHER FLOOR PLAN ASSISTANCE		EMERGENCY PURCHASES	
22	Advertising - New & Used	019	58340	524617			(\$)		\$ 6,378	
23	TOTAL VARIABLE SELLING EXP. (LINES 15 TO 22)		140982	1655679						
24	Compensation Owners	020	1238	44095	3488	50106			2138	41235
25	Compensation Supervisors	021	81848	657180	28942	293289			18937	217590
26	Compensation Clerical	022	5717	179386	16111	198900			9874	174424
27	Other Salaries & Wages	023	34427	413974	85116	838375	263	2220	32291	527933
28	Payroll Taxes	025	14642	137851	17257	201665			7843	97478
29	Employee Benefits/Pension/401K/Worker's Comp.	026	3959	97840	8317	155428			5179	53780
30	Absentee Wages - Productive	029		26642	6730	74084				5669
31	TOTAL PERSONNEL EXPENSE (LINES 24 TO 30)		141831	1556968	165961	1811847	263	2220	76262	1118109
32	Company Vehicle Expense	051	2513	21046	2566	21399	65	65	2635	26191
33	Office Supplies & Stationery	060	98	4014	1779	17946			143	8403
34	Other Supplies & Tools	061	6144	88455	9804	75672	- 113	756	2430	38845
35	Adv. - Serv., Body, P & A	062			16431	165531			6539	82498
36	Bad Debts	063	5434	5444	15324	15330			9396	9402
37	Contributions	066		526		649				403
38	Policy Expense-Serv., Body, P & A	067			8002	122439			871	17530
39	Outside Services	068	12816	185359	33358	205501			19098	153556
40	Laundry & Uniforms	069	920	6684	3856	47730			237	3445
41	Travel & Entertainment	070	3176	13278	4507	12596			2762	7380
42	Memberships, Dues, Pblcns.	071	2051	20793	2733	31106	295	1815	1385	16887
43	Legal & Auditing	072	1565	31667	1445	24680			885	12218
44	Telephone	074	2385	19521	1633	17707		139	1001	8191
45	Postage/Express Mail/Freight	075	3586	34690		2944			337	12817
46	Training	076	1371	21164	1259	13681		15	481	8552
47	Data Processing Services	078	6759	78199	5329	49137			3281	30308
48	Miscellaneous	079								
49	TOTAL SEMI-FIXED EXPENSE (LINES 32 TO 48)		48818	530840	108026	824048	247	2790	51481	436626
50	Rent	080	28862	313074	22192	199720			11502	125936
51	Amortization - Leaseholds	081								
52	Repairs & Maint. - Real Estate	082	3433	13811	1435	13474			879	4872
53	Depreciation - Bldgs. & Imps.	083								
54	Taxes - Real Estate	084								
55	Insurance - Bldgs. & Imps.	085								
56	Mortgage Interest	086								
57	Utilities	087	6714	75400	7193	76061			4683	49519
58	Rent & Rent Equivalent (LINES 50 TO 57)		39009	402285	30820	289255			17064	180327
59	Insurance - Other	088	4830	46336	13561	66729			8312	42711
60	Taxes - Other	089	4594	31511	4377	22711			2326	14538
61	Other Interest	090		350		350				349
62	Depreciation - Other	091								
63	Equipment Repairs & Rentals	092	4444	25295	3494	42320			1352	10913
64	TOTAL FIXED EXPENSE (LINES 58 TO 63)		52877	505777	52252	421365			29054	248838
65	TOTAL FIXED OVERHEAD (LINES 31 & 64)		243526	2593585	326239	3057260	510	5010	156797	1803573
66	TOTAL EXPENSES (LINES 23 & 65)		384508	4249264	326239	3057260	510	5010	156797	1803573
67	OPERATING PROFIT (LOSS) (LINES 13 MINUS 66)		- 77374	261871	- 28848	216031	2612	3212	34586	138423

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	C USED VEHICLE DEPT.		D SERVICE DEPT.		E BODY SHOP DEPT.		F PARTS AND ACCESS. DEPT.														
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE													
68	F & I	CURR. MO.	LEASES #	FIN %	CTR #	GAP %	INS #	HONDA CARE #	CTR %	OTHER SVC #	CTR %	LEASES #	FIN %	CTR #	GAP %	INS #	HONDA CARE #	CTR %	OTHER SVC #	CTR %			
69		NEW	101	55	172	93	46	25	127	69	251	136	NEW	504	29	988	58	283	17	530	31	831	49
70		USED				90	77	68	58	66	56	167	143	USED	8	1	716	50	494	35	133	9	632
71																							
72	ADDITIONS TO INCOME										DEDUCTIONS FROM INCOME												
73	ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE	ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE	ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE	ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE	ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE			
74	Cash Discount Earned	800		25585	Cash Discount Allowed	900		268538	Lease & Rental Vehicle Expense	905		7128	Cash Discount Earned	800		25585	Cash Discount Allowed	900		268538			
75	Interest Earned	802		55670	Lease & Rental Vehicle Expense	905		7128	Cash Discount Earned	800		25585	Cash Discount Allowed	900		268538	Lease & Rental Vehicle Expense	905		7128			
76	Lease & Rental Vehicle Income	805			Cash Discount Earned	800		25585	Cash Discount Allowed	900		268538	Lease & Rental Vehicle Expense	905		7128	Cash Discount Earned	800		25585			
77	Miscellaneous Income	809		35720	Cash Discount Allowed	900		268538	Lease & Rental Vehicle Expense	905		7128	Cash Discount Earned	800		25585	Cash Discount Allowed	900		268538			
78	L.I.F.O. Adjustment	810		2505	Lease & Rental Vehicle Expense	905		7128	Cash Discount Earned	800		25585	Cash Discount Allowed	900		268538	Lease & Rental Vehicle Expense	905		7128			
79					Cash Discount Earned	800		25585	Cash Discount Allowed	900		268538	Lease & Rental Vehicle Expense	905		7128	Cash Discount Earned	800		25585			
80	TOTAL (LINES 74 TO 78)			63810	TOTAL (LINES 74 TO 78)			755058	TOTAL (LINES 74 TO 78)			7128	TOTAL (LINES 74 TO 78)			165096	TOTAL (LINES 74 TO 78)			165096			

CURRENT MONTH GROSS PROFIT ANALYSIS YEAR TO DATE

LINE NO.	UNITS	SALES	GROSS PROFIT	PER UNIT SOLD	MEMO: INCENTIVES	ACCT. NO.	UNITS	SALES	GROSS PROFIT	PER UNIT SOLD	MEMO: INCENTIVES	LINE NO.
A - NEW HONDA DEPARTMENT												
1	52	1213845	25251	486	8200	Civic - 4 Door	402	530	12417371	408826	771	222917
2	2	52135	5094	2547	16400	Civic - 2 Door	403	22	556878	- 13460	- 612	234483
3			- 50			Civic - 5 Door	423	82	2051628	80144	977	
4	76	2160141	70303	925	34900	Accord - 4 Door	405	584	16656353	686493	1176	311550
5	9	351052	- 2572	- 286	8750	Pilot	408	106	3884300	- 29823	- 281	165312
6	3	120300	173	58	2000	Odyssey	412	20	758942	18744	937	11650
7	26	761326	726	28	18500	CR-V	413	243	7369534	140532	578	152200
8	2	75101	621	311		Ridgeline	418	20	754139	11080	554	
9	4	78620	- 153	- 38		Fit	419	25	475837	- 1661	- 66	7250
10	4	90175	- 5894	- 1474	6500	HR-V	422	34	974598	- 4260	- 125	41000
11						Clarity	424	2	65600	- 2119	1060	
12	4	92272	- 2693	- 673		Insight	411	22	543235	14238	647	1500
13	2	72442	630	315	1000	Passport	425	19	787568	- 2881	- 152	6150
14						Discontinued HONDA Models - All	400	1	26600	188	188	
15			89239	485		Incentives Earned	002A			1160689	679	
16	184	5067409	180675	982		NEW HONDA RETAIL (LINES 1 TO 15)		1710	47322583	2466730	1443	
17						Honda - Fleet	410					
18	184	5067409	180675	982		TOTAL NEW HONDA DEPT. (LINES 16 & 17)		1710	47322583	2466730	1443	
B - NEW OTHER DEPARTMENT												
19						TOTAL OTHER MAKES - ALL VEHICLES	420					
C - USED VEHICLE DEPARTMENT												
22	39	792407	39095	1002		Honda Certified Pre-Owned - Retail	440	291	5691580	422828	1453	
23						Honda Certified Pre-Owned - Reconditioning	641			942	3	
24	29	510660	18622	642		Non-Certified Used Honda - Retail	444	364	8680817	3592660	9870	
25						Non-Certified Used Honda - Reconditioning	648					
26	49	1460228	42022	858		Used Other - Retail	445	767	16825350	2094393	2731	
27						Used Other - Reconditioning	646			391	1	
28	117	2763295	99739	852		TOTAL RETAIL USED VEHICLES (LINES 22 TO 27)		1422	31197747	1919762	1350	
29	MEMO 68	617359	- 3875	- 57		Wholesale (DO NOT INCLUDE UNITS ON LINE 31)	442	MEMO 566	5132358	40299	71	
30			5657			Inventory Adjustments	643			52252		
31	117	3380654	90207	771		TOTAL USED VEHICLE DEPARTMENT (LINES 28 TO 30)		1422	36330105	1907809	1342	
D - SERVICE DEPARTMENT												
32	NO. R.O'S WRITTEN			G.P. % OF SALES								
33	936	150301	114029	7587		H - Customer Labor	450	10466	1825243	1393066	7632	
34	470	24356	19677	8079		O - Express Service Labor	458	5592	286930	218455	7614	
35	360	50801	39717	7818		N - Warranty Labor	452	4114	656624	501772	7642	
36	662	150295	124498	8284		D - Internal Labor	454	5914	1439987	1195254	8300	
37						A - Internal Labor - Accessories	455	2	390	333	8538	
38	2428	375753	297921	7929		TOTAL HONDA SERVICE LABOR (LINES 33 TO 37)		26088	4209174	3308880	7861	
39						Service Labor - Other Makes	451			2422		
40						Express Service Labor - Other Makes	469					
41		25238	2113	837		Sublet Repairs	456		269489	31401	1165	
42			- 2643			Unapplied Labor	657			- 69412		
43	2428	400991	297391	7416		TOTAL SERVICE DEPARTMENT (LINES 38 TO 42)		26088	4478663	3273291	7309	
E - BODY SHOP DEPARTMENT												
45						Customer Labor	460					
46						Warranty Labor	462					
47						Internal Labor	464					
48						Sublet Repairs	466					
49		6219	3122	5020		Body Shop Materials	467		18885	8222	4354	
50						Unapplied Labor	668					
51		6219	3122	5020		TOTAL BODY SHOP DEPARTMENT (LINES 45 TO 50)			18885	8222	4354	
F - PARTS & ACCESSORIES DEPARTMENT												
52	NO. C.T.'S WRITTEN											
53		68475	28828	4210		- Customer R.O.	470		1175292	484651	4124	
54		12073	4488	3717		- Express Service R.O.	488		112964	52750	4670	
55						- Body Shop R.O.	471					
56		77691	32233	4149		- Warranty R.O.	472		834803	590091	7069	
57		18564	4783	2576		- Internal R.O.	473		1063025	301220	2834	
58	417	31913	11778	3691		- Counter Retail	474	5729	453042	123817	2733	
59	518	83137	17828	2144		- Wholesale Collision	475	2731	473471	- 133487	- 2819	
60	1	63	18	2857		- Wholesale Mechanical	485	1765	378840	378855	10000	
61			12165			- Stock Order Discount	677			40977		
62						- Purchase Allowances	678			- 294294		
63	936	291916	112121	3841		HONDA PARTS (LINES 53 TO 62)		10225	4491437	1544580	3439	
64		235	94	4000		- Customer & Body Shop R.O.	490		5627	1257	2234	
65		26	11	4231		- Warranty R.O.	492		26	11	4231	
66		24361	8709	3575		- Internal R.O.	493		160565	58680	3655	
67	28	6906	1466	2123		- Counter Retail	494	271	60718	19560	3221	
68	5	469	124	2644		- Wholesale	495	37	4406	1047	2376	
69						- Stock Order Discount	697					
70	33	31997	10404	3252		HONDA ACCESSORIES (LINES 64 TO 69)		308	231342	80555	3482	
71						Parts & Access. Inventory Adjustments	676					
72	969	323913	122525	3783		TOTAL HONDA PARTS & ACCESS. (LINES 63, 70 & 71)		10533	4722779	1625135	3441	
73		127968	38879	3038		Parts & Accessories - Other Makes	480		145384	45442	3126	
74						Express Service Parts & Accessories - Other Makes	481					
75	89	27863	6381	2290		Tires	482	1060	337949	62373	1846	
76						Express Service - Tires	483					
77		31345	23101	7370		Gas, Oil, Grease	489		355877	204836	5756	
78		944	497	5265		Express Service - Gas, Oil, Grease	484		1865	4210	22574	
79	1058	512033	191383	3738		TOTAL PARTS & ACCESS. DEPT. (LINES 72 TO 78)		11593	5563854	1941996	3490	
80		9367306	762778	814		TOTAL ALL DEPARTMENTS (LINES 18, 20, 31, 43, 51 & 79)			93714090	9598048	1024	