

CASH DAYS' SUPPLY

Cash		6,991,691	1	Asset	3
Contracts in Transit	+	3,634,931	1	Asset	5
Vehicle Receivables	+	119,080	1	Asset	9
Market Securities	+	0	1	Asset	52
Net Cash Available	=	<u>10,745,702</u> A			

YTD Total Expense		5,700,124	6	YTD	30,36
YTD <u>Service Sales</u>	+	12,872,089	6	YTD	36
YTD <u>Service Gross</u>	-	6,195,747	6	YTD	37
YTD Total Cost of Labor	=	<u>6,676,342</u>			
YTD Total Expense & Cost Of Labor	=	<u>12,376,466</u>			
Statement Month	÷	11			
Average YTD Total Expense and Cost of Labor		<u>1,125,133</u> B			

Net Cash Availabe		10,745,702 A			
Average YTD Total Expense and Cost of Labor	÷	<u>1,125,133</u> B			
Cash Months' Supply	=	9.55			
Number of Days in a Month	×	<u>30</u>			
Cash Days Supply	=	<u>287</u>			Guide = 90



INVENTORY FLOORPLAN GAP (Trust Position)

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New Vehicle Inventory		26,138,075	1	Asset	33
Holdback Receivable	+	36,724		Asset	13
Total Inventory Value	=	26,174,799			
Notes Payable: New Vehicle	-	29,950,274	1	Liab	20
Inventory Floorplan Gap	=	-3,775,475			

Note:

Most of you will have a negative number which may indicate an Out Of Trust position. Do not be alarmed...yet. There may be a common explanation.



CONTRACTS IN TRANSIT DAYS' SUPPLY

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Contracts-in-transit			3,634,691
Current Month New Retail Sales Dollars		7,598,679	
Current Month Pre-Owned Retail Sales Dollars	+	2,270,632	
Sub total Current Month New & Pre-Owned Retail Sales	=	÷	9,869,311
Months' Supply of Contracts-in-Transit		=	0.37
Number of Days in Month		×	30
Days Supply of Contracts-in-Transit		=	<u>11</u>

1	Asset	5
3	Month	63
4	Month	17

Guide = 3



WORKING CAPITAL

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MOST MANUFACTURERS

Total Curent Assets		47,313,732	1	Asset	73
LIFO Reserve (if listed as a deduct from current assets)	+	0	1	Asset	45
Curent Liabilities	-	37,318,669	1	Liab	27
Current Portion of Long-Term Debt (if memo)	-	3,030,897	1	Liab	43
Working Capital	=	6,964,166			
Working Capital Guide (OEM Provides)		7,773,454	1	Memo	8,29,30

LIFO only is added back to current assets if it reduced current assets.

Current Portion of LT Debt will be 0 if included in Current Liabilities. Only deduct it if a memo adjacent to the Long Term Debt below the Total Current Liabilities.

GENERAL MOTORS STATEMENTS

Total Curent Assets and Working Assets		na	1	Asset	
LIFO Reserve	+	na	1	Asset	
Curent Liabilities and Deferred Taxes	-	na	1	Liab	
Working Capital	=	#VALUE!	1	Memo	
Working Capital Guide (OEM Provides)		na	1	Memo	