



2020 HONDA DEALER FINANCIAL STATEMENT

DEALER NO. **207006**

BALANCE SHEET

ZONE/DIST. NO. **5E**DEALERSHIP (dba) **WA SH INGTON HONDA**, CITY **WA SH INGTON**, STATE **PA**, ZIP **15301**COVERING THE PERIOD FROM: **01 JAN 2020** THRU: **30 NOV 2020** OTHER MAKES SOLD **TOYOTA /HYUNDA I**

ASSETS				ACCT. NO.	AMOUNT	LINE NO.	LIABILITIES				ACCT. NO.	AMOUNT
Cash on Hand				201		1	Accounts Payable - Trade Creditors			300	- 147,273	
Cash in the Bank				202	1,545,856	2	Vehicle Lien Payoffs			320	31,002	
Cash Clearing				203		3	License and Registration Fees			321	4,811	
Contracts in Transit				205	823,599	4	Customer Deposits			322	9,864	
TOTAL CASH AND CONTRACTS (LINES 1 TO 4)					1,628,215	5						
Vehicle Accounts Receivable				210		6	NEW VEHICLES & DEMOS PAYABLE			324	5,905,359	
Service, Body Shop & Parts Accts. Receivable				220	308,249	7				325		
Factory Receivables - Honda				221	4,088	8		Used Vehicles			326	1,454,338
Factory Receivables - Other				222		9		Lease/Rental Vehicles			328	
Warranty Receivables - Honda				223	1,555	10	Other			329		
Warranty Receivables - Other				224		11	Long Term Debt - Current Portion					
Holdback Receivables - Honda				226	- 10,748	12	TOTAL ACCOUNTS & NOTES PAYABLE (LINES 1 TO 10)				5,949,201	
Holdback Receivables - Other				227		13	Interest Payable			330	12,917	
Allowance for Doubtful Accounts				225		14	Payroll Payable			331	1,776,155	
TOTAL RECEIVABLES (LINES 6 TO 14)					2,571,919	15	Insurance Payable			332	1,971,500	
* Demo Vehicles - Honda	TOTAL UNITS ()			230		16	Taxes Payable - Sales			333	58,503	
* Demo Vehicles - Other	TOTAL UNITS ()			231		17	- Payroll			334	455	
* New Honda Vehicles -	TOTAL CAR UNITS (57)			234	6,452,332	18	- Income (Prior Yr. \$)			335	302	
	TOTAL SUV/VAN/TRUCK UNITS (167)					19	- Real Estate			336	6,000	
* New Vehicles - Other	TOTAL UNITS ()			235		20	- Other			337	64,470	
L.I.F.O. Reserve New Vehicles				242		21	Employees' Bonuses Payable			338	30,000	
TOTAL NEW VEHICLE (LINES 16 TO 21)					6,452,332	22	Owners' Bonuses Payable			339		
* Used Honda Vehicles - Certified	UNITS (32)			250	7,154,299	23	Pension - 401K Plan Payable			340		
* Memo: 30 + Days	UNITS (15) \$	330,504				24	Other Expenses Payable			341	2,902	
* Used Honda Vehicles - Non Certified	UNITS (27)			251	400,100	25	Accruals and Reserves			345	99,774	
* Memo: 30 + Days	UNITS (10) \$	1,963,677				26	TOTAL ACCRUED LIABILITIES (LINES 12 TO 24)				650,088	
* Used Other than Honda	UNITS (25)			252	351,139	27	TOTAL CURRENT LIABILITIES (LINES 11 & 25)				6,599,289	
* Memo: 30 + Days	UNITS (9) \$	1,300,644				28	Long Term Debt - Owners			350		
L.I.F.O. Reserve Used Vehicles				259		29	Long Term Debt - Other			353	541,822	
Parts - Honda (\$ CORE) (\$ OBSOLESCENCE)	261	261	1102	260	430,311	30	Long Term Contracts and Reserves			354		
Accessories - Honda Vehicles (\$ OBSOLESCENCE)	261	261	17272	261	811,115	31	Mortgages Payable - Company Owned Real Estate			355		
Parts & Accessories - Other				262		32	TOTAL LONG TERM DEBT (LINES 27 TO 30)				541,822	
Gas, Oil and Grease				263	1,724,955	33	TOTAL LIABILITIES (LINES 26 & 31)				7,141,111	
Body Shop Materials				264		34						
Sublet Repairs				265	86,499	35	NET WORKING CAPITAL					
Work in Process - Labor				266	45,999	36	ACTUAL \$	3,536,334		ACTUAL \$	3,601,446	
Tire Inventory				267	60,399	37	(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)		
Non-Automotive Inventory				268		38	REQUIRED \$	848,700		REQUIRED \$	424,400	
L.I.F.O. Reserve Parts & Accessories				269		39						
TOTAL INVENTORIES (LINES 22, 23, 25, 27, 29 TO 39)					8,186,624	40						
Marketable Securities				270		41	CORPORATION ONLY	CAPITAL STOCK		360	50,000	
Finance Income Receivable				271	1,037,433	42		ADDITIONAL PAID IN CAPITAL			361	5,394
Insurance Commissions Receivable				272		43		TREASURY STOCK			362	
Prepaid Expenses - Taxes				273	1,185,799	44		RETAINED EARNINGS			370	3,391,684
- Insurance				274		45		DIVIDENDS			375	
- Advertising				279		46		PREVIOUSLY TAXED INCOME - "S" CORP.			376	
- Other				275	349,377	47		DISTRIBUTIONS - "S" CORP.			377	16,500
* Lease/Rental Vehicles	UNITS (6)			277/278	1,613,544	48	PROPRIETORSHIP, PARTNERSHIP OR LLC					
Accumulated Depreciation (ACCTS. 277, 278)				389	1,682,666	49	INVESTMENTS			380		
TOTAL OTHER CURRENT ASSETS (LINES 41 TO 49)					2,950,655	50	DRAWINGS			390		
TOTAL CURRENT ASSETS (LINES 5, 15, 40 & 50)					10,135,623	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.	52		41	34	54,054
BLDGS.	281/381	1,008,366	224,366	784,000		54	FEB.	62		30	18	- 3,356
EQUIP. M/S	282/382	2,072,722	1,891,137	181,135		55	MAR.	28		20	32	42,593
EQUIP. P/A	283/383	2,681,999	1,683,366	998,333		56	APR.	13		1	1	- 1,163,411
FURN.	284/384	2,063,811	1,811,170	252,111		57	MAY	116		46	51	1,302,800
CO. VEH.	285/385	9,584,555	7,682,200	1,902,555		58	JUN.	91		40	46	1,135,555
LEASEHOLD	286/386	5,268,666	7,077,799	4,560,877		59	JUL.	74		47	58	9,155,333
SIGNS	287/387	2,401,222	2,391,999	93,222		60	AUG.	73		48	32	1,268,664
OTHER	288/388	2,391,111	2,391,111			61	SEP.	75		35	32	935,811
TOTAL FIXED ASSETS (LINES 53 TO 67)		12,119,422	6,050,088	6,069,334		62	OCT.	69		30	49	505,744
Life Insurance - Cash Value				291		63	NOV.	56		24	47	1,106,999
Notes/Accts. Receivable - Officers & Employees				293	36,466	64	DEC.					
Other Notes/Accounts Receivable				295	1,681,166	65	TOTAL	709		362	400	4,011,311
Other Non-Automotive Assets				296	58,501	66	INCOME FROM OTHER OPERATIONS			098		
Investments & Advances - Other Operations				297		67	ESTIMATED INCOME TAXES			099		
TOTAL OTHER ASSETS (LINES 63 TO 67)					2,302,633	68	NET EARNINGS - PROFIT OR (LOSS) (LINES 64 & 65 MINUS 66)					401,131
TOTAL ASSETS (LINES 51, 62 & 68)					10,972,820	69	TOTAL NET WORTH (LINES 41 TO 50 & 67)					3,831,709
							TOTAL LIABILITIES & NET WORTH (LINES 32 & 68)					10,972,820

RECEIVABLES ANALYSIS									
LINE NO.	TYPE	ACCT. NO.	TOTAL	CURRENT	31 - 60	61 - 90	OVER 90	DOUBTFUL ACCOUNTS	LINE NO.
72	Vehicle	210							72
73	Service, Body Shop & Parts	220	308,249	274,266	563	797	2,038		73
74	Factory Receivables	221/222	4,088	- 812	2,000	1,500	1,400		74
75	Warranty Receivables	223/224	1,556	1,423	133				75
76	Holdback Receivables	226/227	- 10,748	- 10,748					76
77	TOTAL		2,572,000	1,728,919	2,696	2,297	3,438		77
78	Less: Doubtful Accounts	225							78
79	NET RECEIVABLES		2,572,000						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		2872160	32796614	100%	1577772	20750474			1				
2	GROSS		208598	2303290	702	44710	411609			2				
3	OTHER VARIABLE INCOME & DEDUCTIONS				PRVS					3				
4	Finance Income	003	23746	277794	259	12775	149503			4				
5	Insurance Income	004								5				
6	Service Contracts	005	36092	394854	369	23261	240996			6				
7	GAP Insurance Income	006	4128	56951	53	1997	21022			7				
8	Charge Backs & Repo Losses	007	(2206)	(68391)	(64)	(3262)	(54804)			8				
9	Aftermarket Income	009	4182	79007	74	2913	69787			9				
10	FINANCE & INSURANCE SUB-TOTAL (LINES 4 TO 9)		65942	740215	691	37684	426504			10				
11	Dealer Marketing Allowance	008	12565	100630	142	12565	100630			11				
12	Honda Transfer Balance	010	24143	321200	453	24143	321200			12				
13	TOTAL OPERATING INCOME (LINES 2+10+11+12)		311248	3465335	3236	119102	1259943			13				
14	EXPENSES				PRVS					14				
15	Salespeople Compensation	011	73229	541398	506	31333	281591			15				
16	Floor Plan Interest	012	16600	12077	- 11	16600	12918			16				
17	Compensation F & I/Service Contracts	013	14080	156082	146	7040	78155			17				
18	Delivery Expense	014	1552	22493	21	1053	15294			18				
19	Policy Expense-New & Used	015	8749	91294	85	7392	85307			19				
20	Demo Expense	016	1573	15933	15	945	9496			20				
21	Advertising Associations	018								21				
22	Advertising - New & Used	019	19510	225955	211	12543	165444			22				
23	TOTAL VARIABLE SELLING EXPENSE (LINES 15 TO 22)		102093	1041078	% OPER INCOME	43706	622369			23				
24	Compensation Owners	020	11040	134732	389	2760	38009			24				
25	Compensation Supervisors	021	51296	509647	1471	15314	168773			25				
26	Compensation Clerical	022	14984	93588	270	3746	10815			26				
27	Other Salaries & Wages	023	26419	300417	867	2205	29956			27				
28	Payroll Taxes	025	12451	169484	489	4980	68006			28				
29	Employee Benefits/Pension/401K/Worker's Comp.	026	18055	181004	522	3982	39978			29				
30	Absentee Wages - Productive	029	1816	15244	44					30				
31	TOTAL PERSONNEL EXPENSE (LINES 24 TO 30)		136061	1404116	4052	32987	355537			31				
32	Company Vehicle Expense	051	1439	11067	32	63	513			32				
33	Office Supplies & Stationery	060	718	14018	40	162	2140			33				
34	Other Supplies & Tools	061	2784	34320	99	239	2482			34				
35	Adv. - Serv., Body, P & A	062	6503	67787	196					35				
36	Bad Debts	063								36				
37	Contributions	066	684	684	2	171	171			37				
38	Policy Expense-Serv., Body, P & A	067	3631	51789	149					38				
39	Outside Services	068	4750	56635	163	329	4886			39				
40	Laundry & Uniforms	069	1057	12399	36	93	885			40				
41	Travel & Entertainment	070	2248	13638	39	562	3731			41				
42	Memberships, Dues, Pblcns.	071	99	11713	34		1635			42				
43	Legal & Auditing	072	500	8420	24	125	2105			43				
44	Telephone	074	1456	16975	49	364	4243			44				
45	Postage/Express Mail/Freight	075	1604	18462	53	942	9726			45				
46	Training	076	980	17902	52	265	6228			46				
47	Data Processing Services	078	19539	193119	557	6688	63967			47				
48	Miscellaneous	079	252	3204	9	63	793			48				
49	TOTAL SEMI-FIXED EXPENSE (LINES 32 TO 48)		48244	532132	1536	10066	103505			49				
50	Rent	080	22166	243634	703	7758	85272			50				
51	Amortization - Leaseholds	081								51				
52	Repairs & Maint. - Real Estate	082	284	11983	35	71	2504			52				
53	Depreciation - Bldgs. & Imps.	083								53				
54	Taxes - Real Estate	084	3000	33000	95	1200	13200			54				
55	Insurance - Bldgs. & Imps.	085	392	8228	24	98	2057			55				
56	Mortgage Interest	086								56				
57	Utilities	087	3652	39369	114	1461	15748			57				
58	Rent & Rent Equivalent (LINES 50 TO 57)		29494	336214	970	10588	118781			58				
59	Insurance - Other	088	2934	27770	80	666	6227			59				
60	Taxes - Other	089	6000	66150	191	1500	16575			60				
61	Other Interest	090	451	3158	9	451	1805			61				
62	Depreciation - Other	091								62				
63	Equipment Repairs & Rentals	092	1526	15906	46	207	1563			63				
64	TOTAL FIXED EXPENSE (LINES 58 TO 63)		40405	449198	1296	13412	144951			64				
65	TOTAL FIXED OVERHEAD (LINES 31, 64)		224710	2385446	6884	56465	603993			65				
66	TOTAL EXPENSES (LINES 23 & 65)		326803	3426524	9888	100171	1226362			66				
67	OPERATING PROFIT (LOSS) (LINES 13 & 66)		15555	38811	112	18931	33581			67				
68	NET ADDITIONS & DEDUCTIONS			29957	398987					68				
69	NET PROFIT (LOSS) BEFORE					PERSONNEL SUMMARY					69			
70	BONUSES OR INCOME TAX (LINES 67 & 68)		14402	437798		POSITION	A	B	C	D	E	F	TOTAL	70
71	Bonuses - Employees	096	(3333)	(36667)		OWNERS								71
72	Bonuses - Owners	097				SUPERVISORS	400		300	100		100	900	72
73	NET PROFIT (LOSS)					SALESPeOPLE/PARTS CNTR/SERVICE ADV.			500	300		100	900	73
74	BEFORE INCOME TAX (LINES 70 TO 72)		11069	401131		TECHNICIANS				1100			1100	74
75						CLERICAL	200		200	200		200	800	75
76						OTHER	100		100	200		100	500	76
77						TOTAL	700		1100	1900		500	4200	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		1073138	9524654	110263	1200151			110987	1321335			
2	GROSS		57697	721950	75016	783523			31175	386208			
3	OTHER VARIABLE INCOME & DEDUCTIONS												
4	Finance Income	003	10971	128291					SERVICE / BODY DEPARTMENT				
5	Insurance Income	004											
6	Service Contracts	005	12831	153858					SERVICE	BODY			
7	GAP Insurance Income	006	2131	35929					TTL Weekly Operating Hrs.	63.50			
8	Charge Backs & Repo Losses	007	(1056)	13587					TTL Hours Billed (Month)	1602.70			
9	Aftermarket Income	009	1269	9220									
10	FINANCE & INSURANCE SUB-TOTAL (LINES 4 TO 9)		28258	313711					CUSTOMER	WARRANTY	INTERNAL		
11	Dealer Marketing Allowance	008							Hourly Labor Rate Charge	MECH	103.00	103.00	90.00
12	Honda Transfer Balance	010								BODY			
13	TOTAL OPERATING INCOME (LINES 2-10+11-12)		85955	1035661	75016	783523					31175	386208	
14	EXPENSES												
15	Salespeople Compensation	011	41896	259807					MONTHLY MEMO DATA				
16	Floor Plan Interest	012		841					PARTS & ACCESSORIES DEPARTMENT				
17	Compensation F & I/Service Contracts	013	7040	77927					HONDA FLOOR PLAN ASSISTANCE				
18	Delivery Expense	014	499	7199					LOST SALES				
19	Policy Expense-New & Used	015	1357	5987					(\$ 23,308) \$ 1,009				
20	Demo Expense	016	628	6437					OTHER FLOOR PLAN ASSISTANCE				
21	Advertising Associations	018							EMERGENCY PURCHASES				
22	Advertising - New & Used	019	6967	60511					(\$) \$ 317				
23	TOTAL VARIABLE SELLING EXP. (LINES 15 TO 22)		58387	418709									
24	Compensation Owners	020	2760	32241	2760	32241					2760	32241	
25	Compensation Supervisors	021	15314	146097	11564	112284					9104	82493	
26	Compensation Clerical	022	3746	27591	3746	27591					3746	27591	
27	Other Salaries & Wages	023	2205	23569	16461	190036					5548	56856	
28	Payroll Taxes	025	1868	25502	3735	50474					1868	25502	
29	Employer's Bond (a/Port on 401K/Worker's Comp)	026	3983	40742	7177	66920					2913	33364	
30	Absentee Wages - Productive	029			1816	15244							
31	TOTAL PERSONNEL EXPENSE (LINES 24 TO 30)		29876	295742	47259	494790					25939	258047	
32	Company Vehicle Expense	051	63	378	533	4923					780	5253	
33	Office Supplies & Stationery	060	162	2546	232	7433					162	1899	
34	Other Supplies & Tools	061	299	2913	2007	27264					239	1661	
35	Adv. - Serv., Body, P & A	062			3665	39252					2838	28535	
36	Bad Debts	063											
37	Contributions	066	171	171	171	171					171	171	
38	Policy Expense-Serv., Body, P & A	067			3278	47904					353	3885	
39	Outside Services	068	850	11082	2568	27984					1003	12683	
40	Laundry & Uniforms	069	93	873	752	8844					119	1797	
41	Travel & Entertainment	070	562	3713	562	3097					562	3097	
42	Memberships, Dues, Pblcns.	071	99	3459		5028						1591	
43	Legal & Auditing	072	125	2105	125	2105					125	2105	
44	Telephone	074	364	4244	364	4244					364	4244	
45	Postage/Express Mail/Freight	075	310	4409	67	568					285	3759	
46	Training	076	265	1555	245	7459					205	2660	
47	Data Processing Services	078	6486	64036	3220	36171					3145	28945	
48	Miscellaneous	079	63	783	63	845					63	783	
49	TOTAL SEMI-FIXED EXPENSE (LINES 32 TO 49)		9912	102267	17852	223292					10414	103068	
50	Rent	080	7758	85272	3325	36545					3325	36545	
51	Amortization - Leaseholds	081											
52	Repairs & Maint. - Real Estate	082	71	2504	71	3973					71	3002	
53	Depreciation - Bldgs. & Imps.	083											
54	Taxes - Real Estate	084	450	4950	900	9900					450	4950	
55	Insurance - Bldgs. & Imps.	085	98	2057	98	2057					98	2057	
56	Mortgage Interest	086											
57	Utilities	087	548	5905	1095	11811					548	5905	
58	Rent & Rent Equivalent (LINES 50 TO 57)		8925	100688	5489	64286					4492	52459	
59	Insurance - Other	088	666	6227	936	9089					666	6227	
60	Taxes - Other	089	1500	16575	1500	16500					1500	16500	
61	Other Interest	090		451		451						451	
62	Depreciation - Other	091											
63	Equipment Repairs & Rentals	092	161	1517	997	11442					161	1384	
64	TOTAL FIXED EXPENSE (LINES 58 TO 63)		11252	125458	8922	101768					6819	77021	
65	TOTAL FIXED OVERHEAD (LINES 31 & 64)		51040	523467	74033	819850					43172	438136	
66	TOTAL EXPENSES (LINES 23 & 65)		109427	942176	74033	819850					43172	438136	
67	OPERATING PROFIT (LOSS) (LINES 13 & 66)		23472	93485	983	36327					11997	51928	

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	21	38	29	52	4	7		18	32	NEW	301	42	314	44	47	7	2	202	28
70		USED				19	79	5	21		11	46	USED			253	70	80	22	1	148
71	ADDITIONS TO INCOME										DEDUCTIONS FROM INCOME										
72	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	
73	Cash Discount Earned	800		25	Cash Discount Allowed	900		335	Lease & Rental Vehicle Expense	905		2199	Cash Discount Earned	800		25	Cash Discount Allowed	900		335	
74	Interest Earned	802			Lease & Rental Vehicle Income	805		174	Cash Discount Allowed	900		335	Lease & Rental Vehicle Expense	905		2199	Cash Discount Earned	800		25	
75	Lease & Rental Vehicle Income	805		9191	Cash Discount Allowed	906			Cash Discount Allowed	900		335	Lease & Rental Vehicle Expense	905		2199	Cash Discount Earned	800		25	
76	Miscellaneous Income	809		32957	Miscellaneous Deductions	909		1000	Cash Discount Allowed	900		335	Lease & Rental Vehicle Expense	905		2199	Cash Discount Earned	800		25	
77	L.I.F.O. Adjustment	810		409796	L.I.F.O. Adjustment	910		1000	Cash Discount Earned	800		25	Cash Discount Allowed	900		335	Lease & Rental Vehicle Expense	905		2199	
78									Cash Discount Earned	800		25	Cash Discount Allowed	900		335	Lease & Rental Vehicle Expense	905		2199	
79									Cash Discount Earned	800		25	Cash Discount Allowed	900		335	Lease & Rental Vehicle Expense	905		2199	
80	TOTAL (LINES 74 TO 78)			33156	TOTAL (LINES 74 TO 78)			419322	TOTAL (LINES 74 TO 78)			3199	TOTAL (LINES 74 TO 78)			20335	TOTAL (LINES 74 TO 78)			3199	

LINE NO.	UNITS	SALES	GROSS PROFIT	PER UNIT SOLD	MEMO INCIDENT VES	A - NEW HONDA DEPARTMENT	ACCT NO.	UNITS	SALES	GROSS PROFIT	PER UNIT SOLD	MEMO INCIDENT VES	LINE NO.	
1	5	110463	1946	389	3000	Civic - 4 Door	402	95	2072596	22133	- 233	42750	1	
2						Civic - 2 Door	403	1	22504	42	- 42	500	2	
3	6	140005	1825	304	1000	Civic - 5 Door	423	47	1101525	40687	866	12500	3	
4	6	147541	87	- 15	5000	Accord - 4 Door	405	51	1330505	- 1847	- 36	25750	4	
5	5	203099	- 2638	- 528	8750	Pilot	408	106	4084570	- 78321	- 739	157750	5	
6	1	34933	1364	1364		Odyssey	412	24	888179	- 3663	- 153	15750	6	
7	17	500740	4573	269	8500	CR-V	413	226	6611563	24339	108	93250	7	
8						Ridgeline	418	22	855409	11280	513	10400	8	
9	2	37697	1027	514	1000	Fit	419	9	160708	- 737	- 82	4500	9	
10	7	174172	- 4553	- 650	8750	HR-V	422	81	1975436	- 17633	- 218	60750	10	
11						Clarity	424						11	
12	2	46528	55	28	2000	Insight	411	6	137035	- 2990	- 498	6000	12	
13	5	182594	- 2802	- 560	6000	Passport	425	41	1510444	9369	229	23400	13	
14						Discontinued HONDA Models - All	400						14	
15			44000	786		Incentives Earned	002A			453300	639		15	
16	56	1577772	44710	798		NEW HONDA RETAIL (LINES 1 TO 15)		709	20750474	411609	581		16	
17						Honda - Fleet	410						17	
18	56	1577772	44710	798		TOTAL NEW HONDA DEPT. (LINES 16 & 17)		709	20750474	411609	581		18	
19						B - NEW OTHER DEPARTMENT						19		
20						TOTAL OTHER MAKES - ALL VEHICLES	420						20	
21						C - USED VEHICLE DEPARTMENT						21		
22	20	435066	64769	3238		Honda Certified Pre-Owned - Retail	440	221	4586299	557418	2522		22	
23			15936	797		Honda Certified Pre-Owned - Reconditioning	641			206695	935		23	
24	1	13973	3779	3779		Non-Certified Used Honda - Retail	444	55	721887	136438	2481		24	
25			1818	1818		Non-Certified Used Honda - Reconditioning	648			48958	890		25	
26	3	53145	9626	3209		Used Other - Retail	445	86	1333112	214641	2496		26	
27			3125	1042		Used Other - Reconditioning	646			72491	843		27	
28	24	502184	57295	2387		TOTAL RETAIL USED VEHICLES (LINES 22 TO 27)		362	6641298	580353	1603		28	
29	MEMO 47	570954	402	9		Wholesale (DO NOT INCLUDE UNITS ON LINE 31)	442	MEMO 400	2883356	141597	354		29	
30						Inventory Adjustments	643						30	
31	24	1073138	57697	2404		TOTAL USED VEHICLE DEPARTMENT (LINES 28 TO 30)		362	9524654	721950	1994		31	
32	NO. R.O'S WRITTEN			G.P. % OF SALES		D - SERVICE DEPARTMENT						32		
33	465	40170	30331	7551		H - Customer Labor	450	5286	521883	385528	7387		33	
34	214	4779	3769	7887		O - Express Service Labor	458	1645	39413	27884	7075		34	
35	106	11527	9201	7982		N - Warranty Labor	452	1053	144204	120283	8341		35	
36	605	48772	33997	6971		D - Internal Labor	454	6255	428280	287737	6718		36	
37	117	4806	3429	7135		A - Internal Labor - Accessories	455	739	35682	25429	7127		37	
38	1507	110054	80727	7335		TOTAL HONDA SERVICE LABOR (LINES 33 TO 37)		14978	1169462	846861	7241		38	
39						Service Labor - Other Makes	451						39	
40						Express Service Labor - Other Makes	469						40	
41		209	1	48		Sublet Repairs	456		30689	388	126		41	
42			- 5712			Unapplied Labor	657			- 63726			42	
43	1507	110263	75016	6803		TOTAL SERVICE DEPARTMENT (LINES 38 TO 42)		14978	1200151	783523	6529		43	
44						E - BODY SHOP DEPARTMENT						44		
45						Customer Labor	460						45	
46						Warranty Labor	462						46	
47						Internal Labor	464						47	
48						Sublet Repairs	466						48	
49						Body Shop Materials	467						49	
50						Unapplied Labor	668						50	
51						TOTAL BODY SHOP DEPARTMENT (LINES 45 TO 50)							51	
52	NO. C.T.'S WRITTEN					F - PARTS & ACCESSORIES DEPARTMENT						52		
53		40213	12768	3175		P A R T S	- Customer R.O.	470	567421	175386	3091		53	
54		5645	2813	4983			- Express Service R.O.	488	43006	19728	4587		54	
55							- Body Shop R.O.	471					55	
56		8991	2113	2350			- Warranty R.O.	472	172907	48482	2804		56	
57		26777	5645	2108			- Internal R.O.	473	280512	63904	2278		57	
58	104	4539	1566	3450			- Counter Retail	474	1020	47567	15135	3182		58
59	40	9889	2277	2303			- Wholesale Collision	475	376	86236	20328	2357		59
60							- Wholesale Mechanical	485						60
61			210			- Stock Order Discount	677			9441			61	
62						- Purchase Allowances	678						62	
63	144	96054	27392	2852		HONDA PARTS (LINES 53 TO 62)		1396	1197649	352404	2942		63	
64						A C C E S S O R I E S	- Customer & Body Shop R.O.	490					64	
65							- Warranty R.O.	492					65	
66		11666	3024	2592			- Internal R.O.	493	95924	24926	2599		66	
67							- Counter Retail	494					67	
68							- Wholesale	495					68	
69						- Stock Order Discount	697			34		69		
70		11666	3024	2592		HONDA ACCESSORIES (LINES 64 TO 69)			95924	24960	2602		70	
71						Parts & Access. Inventory Adjustments	676						71	
72	144	107720	30416	2824		TOTAL HONDA PARTS & ACCESS. (LINES 63, 70 & 71)		1396	1293573	377364	2917		72	
73						Parts & Accessories - Other Makes	480						73	
74						Express Service Parts & Accessories - Other Makes	481						74	
75	4	1278	17	133		Tires	482	18	4642	156	336		75	
76						Express Service - Tires	483						76	
77		1989	742	3731		Gas, Oil, Grease	489		23120	8688	3758		77	
78						Express Service - Gas, Oil, Grease	484						78	
79	148	110987	31175	2809		TOTAL PARTS & ACCESS. DEPT. (LINES 72 TO 78)		1414	1321335	386208	2923		79	
80		2872160	208598	726		TOTAL ALL DEPARTMENTS (LINES 18, 20, 31, 43, 51 & 79)			32796614	2303290	702		80	