

CASH DAYS' SUPPLY

Cash			2,844,519	1	Asset	2
Contracts in Transit	+		9,686,676	1	Asset	3
Vehicle Receivables	+		76,871	1	Asset	28
Market Securities	+			1	Asset	50
Net Cash Available	=		<u>12,608,066</u>			

YTD Total Expense			1,181,443	2	YTD	31
YTD <u>Service</u> Sales	+	426,427		8	YTD	29
YTD <u>Service</u> Gross	-	281,537		8	YTD	29
YTD Total Cost of Labor	=	+	144,890			
YTD Total Expense & Cost Of Labor	=		<u>1,326,333</u>			
Statement Month	÷		1			
Average YTD Total Expense and Cost of Labor			<u>1,326,333</u>			

Net Cash Availabe			12,608,066			A
Average YTD Total Expense and Cost of Labor	÷		<u>1,326,333</u>			B
Cash Months' Supply	=		9.51			
Number of Days in a Month	×		30			
Cash Days Supply	=		<u>285</u>			Guide = 90



INVENTORY FLOORPLAN GAP (Trust Position)

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New Vehicle Inventory		8,267,646	1	Asset	34
Holdback Receivable	+	76,871		Asset	18
Total Inventory Value	=	8,344,517			
Notes Payable: New Vehicle	-	13,118,030	1	Liab	6
Inventory Floorplan Gap	=	<u>-4,773,513</u>			

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		2,155,366
Current Month New Retail Sales Dollars	333,479	
Current Month Pre-Owned Retail Sales Dollars	234,932	
Sub total Current Month New & Pre-Owned Retail Sales	= ÷	568,411
Months' Supply of Contracts-in-Transit	=	3.79
Number of Days in Month	×	30
Days Supply of Contracts-in-Transit	=	<u>114</u>

1	Asset	3
4	Month	2
4	Month	3

Guide = 3



WORKING CAPITAL

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MOST MANUFACTURERS

Total Curent Assets		20,405,761	1	Asset	60
LIFO Reserve (if listed as a deduct from current assets)	+	0	1	Asset	54
Curent Liabilities	-	11,213,579	1	Liab	39
Current Portion of Long-Term Debt (if memo)	-	2,522,680	1	Liab	48
Working Capital	=	6,669,502			
Working Capital Guide (OEM Provides)		2,326,847	1	Memo	53

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		0	1	Asset	
LIFO Reserve	+	0	1	Asset	
Curent Liabilities and Deferred Taxes	-	0	1	Liab	
Working Capital	=	0	1	Memo	
Working Capital Guide (OEM Provides)		0	1	Memo	