NADA ACADEMY

CASH DAYS' SUPPLY

					Page	Colm	Line
Cash			115,586		1	Asset	7-8
Contracts in Transit		+	2,385,663		1	Asset	9
Vehicle Receivables		+	540,874		7	Asset	55
Market Securities		+	6,652,612		1	Asset	10
Net Cash Available		=	9,694,735	A			
YTD Total Expenses			3,829,100		2	YTD	57
YTD Service Sales	+	1,505,518			3	YTD	1
YTD Service Gross	-	1,095,215			3	YTD	2
YTD Total Cost of Labor	=	+	410,303				
YTD Total Expense & Cost Of Labor		=	4,239,403				
Statement Month		÷	4				
Average YTD Total Expense and Cost of Labor			1,059,851	B			
Net Cash Available			9,694,735	A			
Average YTD Total Expense and Cost of Labor		÷	1,059,851	B			
Cash Months' Supply		=	9.15				
Number of Days in a Month		×	30				
Cash Days Supply		=	274		Guide = 90		

©2020 National Automobile Dealers Association. All Rights Reserved.

NADA ACADEMY

INVENTORY FLOORPLAN GAP (Trust Position)

			Page	Colm	Line
New Vehicle Inventory		4,355,181	1	Asset	21-22
Holdback Receivable	+	0		Asset	
Total Inventory Value	=	4,355,181			
Notes Payable: New Vehicle	-	5,766,878	1	Liab	12
Inventory Floorplan Gap	=	-1,411,697			

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.

©2020 National Automobile Dealers Association. All Rights Reserved.

NADA ACADEMY

CONTRACTS IN TRANSIT DAYS' SUPPLY

				Page	Colm	Line
Contracts-in-transit			2,385,663	1	Asset	9
Current Month New Retail Sales Dollars		5,925,542		3	Month	1
Current Month Pre-Owned Retail Sales Dollars	+	6,272,059		3	Month	1
Sub total Current Month New & Pre-Owned Retail Sales	=	÷	12,197,601			
Months' Supply of Contracts-in-Transit		=	0.196			
Number of Days in Month		×	30			
Days Supply of Contracts-in-Transit		=	6	Guide = 3		

©2020 National Automobile Dealers Association. All Rights Reserved.

NADA ACADEMY

WORKING CAPITAL

			Page	Colm
MOST MANUFACTURERS				
Total Current Assets		0	1	Asset
LIFO Reserve (if listed as a deduct from current assets)	+	0	1	Asset
Current Liabilities	-	0	1	Liab
Current Portion of Long-Term Debt (if memo)	-	0	1	Liab
Working Capital	=	0		
Working Capital Guide (OEM Provides)		0	1	Memo

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 Current Assets and Working Assets		24,463,302	1	Asset
LIFO Reserve	+	0	1	Asset
Current Liabilities and Deferred Taxes	-	17,298,821	1	Liab
Working Capital	=	7,164,481	1	Memo
Working Capital Guide (OEM Provides)		0	1	Memo

©2020 National Automobile Dealers Association. All Rights Reserved.

Line
44
35
31
44