



2021 DEALER FINANCIAL STATEMENT BALANCE SHEET

DEALER NO. **XXX** PAGE 1

HONDA DEALERSHIP (dba) **JS NORTH SHORE MOTORS LLC**

CITY **MANHASSET**

STATE **NY**

ZONE/DIST. NO. **XXX**

ZIP **11030**

COVERING THE PERIOD FROM: **JAN 2021**

THRU **DEC 2021**

OTHER MAKES SOLD

ASSETS		ACCT. NO.	AMOUNT	LINE NO.	LIABILITIES		ACCT. NO.	AMOUNT		
Cash on Hand		201	1000	1	Accounts Payable - Trade Creditors		300	661696		
Cash in the Bank		202	6177078	2	Vehicle Lien Payoffs		320	21272		
Cash Clearing		203		3	License and Registration Fees		321	7019		
Contracts in Transit		205	474683	4	Customer Deposits		322	409219		
TOTAL CASH AND CONTRACTS (LINES 1 TO 4)			6652761	5						
Vehicle Accounts Receivable		210	323270	6	P A Y A B L E N O T E S	New Vehicles & Demos	324	655174		
Service, Body Shop & Parts Accts. Receivable		220	872371	7		Used Vehicles	325	863647		
Factory Receivables - Honda		221	4500	8		Lease / Rental Vehicles	326	334968		
Factory Receivables - Other		222		9		Other	328			
Warranty Receivables - Honda		223	129230	10		Long Term Debt - Current Portion	329	320000		
Warranty Receivables - Other		224		11	TOTAL ACCOUNTS & NOTES PAYABLE (LINES 1 TO 10)			3272995		
Holdback Receivables - Honda		226		12	Interest Payable	330	1368			
Holdback Receivables - Other		227		13	Payroll Payable	331	70785			
Allowance for Doubtful Accounts		225		14	Insurance Payable	332				
TOTAL RECEIVABLES (LINES 6 TO 14)			1329371	15	Taxes Payable - Sales	333	90315			
* Demo Vehicles - Honda Total Units ()	230			16	- Payroll	334				
* Demo Vehicles - Other Total Units ()	231			17	- Income (Prior Yr. \$)	335				
* New Honda Vehicles - Total Car Units (17)	234	522669		18	- Real Estate	336				
Total SUV / Van / Truck Units ()	235			19	- Other	337				
* New Vehicles - Other Total Units ()	235			20	Employees' Bonuses Payable	338	118054			
L.I.F.O. Reserve New Vehicles	242	35443		21	Owners' Bonuses Payable	339				
TOTAL NEW VEHICLE (LINES 16 TO 21)		487226		22	Pension - 401K Plan Payable	340				
* Used Honda Vehicles-Certified (UNITS 21)	250	953169		23	Other Expenses Payable	341				
* Memo: 30 + Days (UNITS)(\$)				24	Accruals and Reserves	345	16110			
* Used Honda Vehicles-Non-Certified (UNITS)	251			25	TOTAL ACCRUED LIABILITIES (LINES 12 TO 24)		296632			
* Memo: 30 + Days (UNITS)(\$)				26	TOTAL CURRENT LIABILITIES (LINES 11 & 25)		3569627			
* Used Other than Honda (UNITS 52)	252	549354		27	Long Term Debt - Owners	350				
* Memo: 30 + Days (UNITS)(\$)				28	Long Term Debt - Other	353	2303230			
L.I.F.O. Reserve Used Vehicles	259			29	Long Term Contracts / Lease Liabilities	354				
Parts - Honda (\$ CORES)(\$ OBSOLESCENCE)	260	186816		30	Mortgages Payable - Company Owned Real Estate	355				
Accessories - Honda Vehicles(\$ OBSOLESCENCE)	261	17429		31	TOTAL LONG TERM DEBT (LINES 27 TO 30)		2303230			
Parts & Accessories - Other	262			32	TOTAL LIABILITIES (LINES 26 & 31)		5872857			
Gas, Oil and Grease	263	6409		33	NET WORKING CAPITAL		EFFECTIVE NET WORTH			
Body Shop Materials	264			34	ACTUAL \$ 7522929		ACTUAL \$ 5368565			
Sublet Repairs	265	615		35	(ASSET LINES 51 PLUS 21, 29 & 39 MINUS LIABILITIES LINE 26)		(NET WORTH LINE 68, MINUS ASSET LINE 68 + 50% OF ASSET LINES 21, 29 & 39)			
Work in Process - Labor	266	185		36	REQUIRED 1711600		REQUIRED 855800			
Tire Inventory	267	20412		37	NET WORTH					
Non-Automotive Inventory	268			38	C O R P O R A T I O N S O N L Y	CAPITAL STOCK	360			
L.I.F.O. Reserve Parts & Accessories	269			39		ADDITIONAL PAID IN CAPITAL	361			
TOTAL INVENTORIES (LINES 22, 23, 25, 27 & 29 TO 39)		2221615		40		TREASURY STOCK	362			
Marketable Securities	270			41		RETAINED EARNINGS	370			
Finance Income Receivable	271	71468		42		DIVIDENDS	375			
Insurance Commissions Receivable	272			43		PREVIOUSLY TAXED INCOME - "S" CORP	376			
Prepaid Expenses - Taxes	273			44	DISTRIBUTIONS - "S" CORP	377				
- Insurance	274	523344		45	PROPRIETORSHIP, PARTNERSHIP OR LLC					
- Advertising	279			46	INVESTMENTS					
- Other	275			47	DRAWINGS					
* Lease / Rental Vehicles (UNITS 14)	277/278	389754		48	380 8034605					
Accumulated Depreciation (ACCTS. 277, 278)	389	131200		49	390 862151					
TOTAL OTHER CURRENT ASSETS (LINES 41 TO 49)		853366		50	TOTAL CURRENT ASSETS (LINES 5, 15, 40 & 50)					
TOTAL CURRENT ASSETS (LINES 5, 15, 40 & 50)		11057113		51	MONTH	NEW UNITS		USED UNITS		PROFIT OR (LOSS)
	ACCT. NAME	ACCT. NO.	COST	ACCUMULATED DEPRECIATION		HONDA	OTHER	RTL	WHL	
LAND	280				52	JAN.	100	34	55	1021
BLDGS.	281/381				53	FEB.	84	36	38	-58021
EQUIP. M/S	282/382	125519	124962	557	54	MAR.	148	64	34	414021
EQUIP. P/A	283/383	20532	20532		55	APR.	136	56	33	315021
FURN.	284/384	128309	89143	39166	56	MAY	121	95	36	578542
CO. VEH.	285/385	270061	201279	68782	57	JUN.	87	76	30	450021
LEASEHOLD	286/386	102710	44628	58082	58	JUL.	103	77	21	502022
SIGNS	287/387				59	AUG.	90	77	36	472526
OTHER	288/388	59429	59429		60	SEP.	115	62	51	601549
TOTAL FIXED ASSETS (LINES 53 TO 61)		706560	539973	166587	61	OCT.	58	68	49	410235
Life Insurance - Cash Value	291				62	NOV.	59	64	58	394401
Notes / Accts. Receivable - Officers & Employees	293				63	DEC.	57	51	45	597051
Other Notes / Accounts Receivable	295				64	TOTAL	1158	760	486	399
Other Non-Automotive Assets	296	650000			65	INCOME FROM OTHER OPERATIONS				
Investments & Advances - Other Operations	297				66	ESTIMATED INCOME TAXES				
TOTAL OTHER ASSETS (LINES 63 TO 67)		650000			67	NET EARNINGS - PROFIT OR (LOSS) (LINES 64 & 65 MINUS 66)				
TOTAL ASSETS (LINES 51, 62 & 68)		17723700			68	TOTAL NET WORTH (LINES 41 TO 50 & 67)				
					69	TOTAL LIABILITIES & NET WORTH (LINES 32 & 68)				

LINE NO.	TYPE	ACCT. NO.	TOTAL	CURRENT	31 - 60	61 - 90	OVER 90	DOUBTFUL ACCOUNTS	LINE NO.
72	Vehicle	210	323270	323270					72
73	Service, Body Shop & Parts	220	872371	872371					73
74	Factory Receivables	221/222	4500	4500					74
75	Warranty Receivables	223/224	129230	129230					75
76	Holdback Receivables	226/227							76
77	TOTAL		1329371	1329371					77
78	Less: Doubtful Accounts	225							
79	NET RECEIVABLES		1329371						

* BE SURE TO SHOW NUMBER OF UNITS

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	C USED VEHICLE DEPARTMENT		D SERVICE DEPARTMENT		E BODY SHOP DEPARTMENT		F PARTS AND ACCESS. DEPARTMENT							
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE						
1	SALES		1955849	22292810	298618	4516700			359089	4604284						
2	GROSS		134561	1814673	227095	3563247			137786	1844776						
3	OTHER VARIABLE INCOME & DEDUC															
4	Finance Income	003	54666	775262					SERVICE / BODY DEPARTMENT							
5	Insurance Income	004														
6	Service Contracts	005	69332	912587					SERVICE	BODY						
7	GAP Insurance Income	006							Ttl Weekly Operating Hrs. 68							
8	Charge Backs & Repo Losses	007	(22267)	(158520)	()	()			Ttl Hours Billed (Month)							
9	Aftermarket Income	009	50235	458907												
10	FINANCE AND INSURANCE SUB-TOTAL (LINES 4 TO 9)		151966	1988236					CUSTOMER	WARRANTY						
11	Dealer Marketing Allowance	008					Hourly Labor Rate Charge	MECH. 150.00	150.00	150.00						
12	Honda Transfer Balance	010						BODY								
13	TOTAL OPERATING INCOME (LINES 2-10+11-12)		286527	3802909	227095	3563247				137786 1844776						
14	EXPENSES															
15	Salespeople Compensation	011	45311	622569					Monthly Memo Data							
16	Floor Plan Interest	012		2284						PARTS / ACCESSORIES DEPARTMENT						
17	Compensation - F & I / Svc. Cont.	013	30264	372710		515										
18	Delivery Expense	014	1632	25443					HONDA FLOOR PLAN ASSISTANCE	LOST SALES						
19	Policy Expense - New & Used	015	3496	52424					(\$)	\$						
20	Demo Expense	016		500												
21	Advertising - Associations	018							OTHER FLOOR PLAN ASSISTANCE	EMERGENCY PURCHASES						
22	Advertising - New & Used	019	10329	181653					(\$)	\$						
23	TOTAL VARIABLE SELLING EXP. (LINES 15 TO 22)		91032	1257583		515										
24	Compensation Owners	020	1154	15007	1924	25012				1154 15007						
25	Compensation Supervisors	021	25806	336350	23590	319274				16374 208937						
26	Compensation Clerical	022	7157	66178	4620	42962				1848 17185						
27	Other Salaries & Wages	023	9574	136152	53807	959099				20233 261659						
28	Payroll Taxes	025	3286	59176	9663	189071				2116 31367						
29	Employee Benefits/Pension/401K/Workers' Comp.	026	2525	27496	25067	219122				1983 24482						
30	Absentee Wages - Productive	029	288	7073	8535	77463				1446 5203						
31	TOTAL PERSONNEL EXPENSE (LINES 24 TO 30)		49790	647432	127206	1832003				45154 563840						
32	Company Vehicle Expense	051	1325	25136	7441	92204				2825 30803						
33	Office Supplies & Stationery	060	959	7757	1825	12633				1131 6145						
34	Other Supplies & Tools	061	338	6632	1560	44504				744 13205						
35	Adv. - Serv., Body, P & A	062			1853	23336				1599 14156						
36	Bad Debts	063														
37	Contributions	066	292	2303	486	3839				292 2303						
38	Policy Expense - Serv., Body, P & A	067			6172	175162				1461 26495						
39	Outside Services	068	9656	109113	30094	295697				17102 151259						
40	Laundry & Uniforms	069			279	5373				279 4076						
41	Travel & Entertainment	070	244	2640	746	4248				583 2927						
42	Memberships, Dues, Pblcns.	071		488		964				100 7469						
43	Legal & Auditing	072	514	17047	856	28412				514 17047						
44	Telephone	074	168	3242	280	5404				168 3242						
45	Postage/Express Mail/Freight	075	603	6062	1006	10103				419 7502						
46	Training	076	5	5830	214	7961				250 5074						
47	Data Processing Services	078	5965	77646	7530	75826				3336 45341						
48	Miscellaneous	079		283		472										
49	TOTAL SEMI-FIXED EXPENSE (LINES 32 TO 48)		20069	264179	60342	786138				30803 337327						
50	Rent	080	11367	141561	18945	235935				11367 141561						
51	Amortization - Leaseholds	081														
52	Repairs & Maint. - Real Estate	082		119		198										
53	Depreciation - Bldgs. & Imps.	083														
54	Taxes - Real Estate	084	-367	29715	-611	49525				-367 29715						
55	Insurance - Bldgs. & Imps.	085														
56	Mortgage Interest	086														
57	Utilities	087	1826	18513	3044	30855				1826 18512						
58	RENT & RENT EQUIVALENT (LINES 50 TO 57)		12826	189908	21378	316513				12826 189907						
59	Insurance - Other	088	2625	38481	4374	64134				2625 38480						
60	Taxes - Other	089	65	629	109	1049				65 630						
61	Other Interest	090	836	10727	1393	17878				836 10727						
62	Depreciation - Other	091														
63	Equipment Repairs & Rentals	092	264	3690	3543	16917				590 5404						
64	TOTAL FIXED EXPENSE (LINES 58 TO 63)		16616	243435	30797	416491				16942 245148						
65	TOTAL FIXED OVERHEAD (LINES 51 & 54)		86475	1155046	218345	3034632				92899 1146315						
66	TOTAL EXPENSES (LINES 23 & 65)		177507	2412629	218345	3035147				92899 1146315						
67	OPERATING PROFIT (LOSS) (LINE 13 MINUS 66)		109020	1390280	8750	528100				44887 698461						
68	F & I															
69	CURRENT MONTH		LEASES # %	FINANCE CONTRACTS # %	GAP INSURANCE # %	HONDA CARE CONTRACTS # %	OTHER SERVICE CONTRACTS # %	YEAR TO DATE	LEASES # %	FINANCE CONTRACTS # %	GAP INSURANCE # %	HONDA CARE CONTRACTS # %	OTHER SERVICE CONTRACTS # %			
70	NEW							NEW								
71	USED							USED								
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
74	Cash Discount Earned	800			Cash Discount Allowed	900			Lease & Rental Vehicle Expense	905			Casualty Losses	906		
75	Interest Earned	802			Miscellaneous Deductions	909		30783	120275	L.I.F.O. Adjustment	910					
76	Lease & Rental Vehicle Income	805														
77	Miscellaneous Income	809		237675	2471727											
78	L.I.F.O. Adjustment	810		241962	241962											
79																
80	TOTAL (LINES 74 TO 78)			479637	2713689	TOTAL (LINES 74 TO 78)			30783	120275						

PAGE 4 DEALERSHIP JS NORTH SHORE MOTORS LLC DEALER NO. XXX						THRU: DEC 2021							
CURRENT MONTH						GROSS PROFIT ANALYSIS		YEAR-TO-DATE					
LINE NO.	UNITS	SALES	GROSS PROFIT	PER UNIT SOLD	MEMO: INCENTIVES	A - NEW HONDA DEPT.	ACCT. NO.	UNITS	SALES	GROSS PROFIT	PER UNIT SOLD	MEMO: INCENTIVES	LINE NO.
1	13	353975	41032	3156		Civic - 4 Door	402	175	4347315	168395	962	73350	1
2	1	27500	2766	2766		Civic - 5 Door	423	42	1219544	69048	1644	11200	2
3	9	281102	29066	3230		Accord - 4 Door	405	145	4426716	201061	1387	22650	3
4	7	314819	22078	3154	1750	Pilot	408	135	5568713	154750	1146	145750	4
5						Odyssey	412	72	2788812	79622	1106	23000	5
6	15	513463	62194	4146		CR-V	413	337	10969622	480182	1425	43500	6
7	3	128569	7807	2602		Ridgeline	418	9	381864	25687	2854		7
8	6	170906	13024	2171	1000	HR-V	422	195	5275844	229039	1175	76750	8
9						Clarity	424	9	274204	-44213	-4913	63000	9
10						Insight	411	7	203863	12052	1722	2500	10
11	3	124254	17711	5904	2000	Passport	425	32	1319172	87354	2730	12000	11
12													12
13													13
14						Discontinued HONDA Models - All	400						14
15			4750	83		Incentives Earned	002A			473700	409		15
16	57	1914588	200428	3516		NEW HONDA RETAIL (LINES 1 TO 15)		1158	36775669	1936677	1672		16
17						Honda - Fleet	410						17
18	57	1914588	200428	3516		TOTAL NEW HONDA DEPT. (LINES 1 & 17)		1158	36775669	1936677	1672		18
19						B - NEW OTHER DEPARTMENT							19
20						TOTAL OTHER MAKES - ALL VEH.	420						20
21						C - USED VEHICLE DEPARTMENT							21
22	22	590794	99292	4513		Honda Certified - Retail	440	260	6316836	1038609	3995		22
23			40122	1824		Honda Certified - Reconditioning	641			389967	1500		23
24	24	489447	44761	1865		Non-Certified Used Honda - Retail	444	358	6847259	830635	2320		24
25			9902	413		Non-Certified Used Honda - Reconditioning	648			239139	668		25
26	5	102241	22180	4436		Used Other - Retail	445	142	3195903	447270	3150		26
27			9822	1964		Used Other - Reconditioning	646			133202	938		27
28	51	1182482	106387	2086		TOTAL RETAIL USED VEH. (LINES 22 TO 27)		760	16359998	1554206	2045		28
29	MEMO 45	773367	28174	626		Wholesale (DO NOT INCLUDE IN UNIT COUNT ON LINE 31)	442	MEMO 495	5932812	260467	526		29
30						Inventory Adjustments	643						30
31	51	1955849	134561	2638		TOTAL USED VEH. DEPT. (LINES 28 TO 30)		760	22292810	1814673	2388		31
32	NO. R.O.'S WRITTEN			G.P. % OF SALES		D - SERVICE DEPARTMENT		NO. R.O.'S WRITTEN			G.P. % OF SALES		32
33	570	172143	145162	84.3		- Customer Labor	450	8111	2636477	2230712	84.6		33
34	267	10621	9297	87.5		- Express Service Labor	458	4071	157366	137421	87.3		34
35	291	56016	47070	84.0		- Warranty Labor	452	4894	875231	747872	85.4		35
36	219	38924	30453	78.2		- Internal Labor	454	3205	591022	477405	80.8		36
37						- Internal Labor - Access.	455						37
38	1347	277704	231982	83.5		TOT. HONDA SERVC. LABOR (LINES 33 TO 37)		20281	4260096	3593410	84.4		38
39						Service Labor - Other Makes	451						39
40						Express Svc. Labor - Other Makes	469						40
41		20914				Sublet Repairs	456		256604	102			41
42			-4887			Unapplied Labor	657			-30265			42
43	1347	298618	227095	76.0		TOTAL SERVICE DEPT. (LINES 38 TO 42)		20281	4516700	3563247	78.9		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 DEPT. (LINES 45 TO 50)							51
52	NO. CT'S WRITTEN					F - PARTS & ACCESSORIES DEPT.		NO. CT'S WRITTEN					52
53		85030	44727	52.6		- Customer R.O.	470		1257714	667162	53.0		53
54		3861	2463	63.8		- Express Service R.O.	488		58631	37430	63.8		54
55						- Body Shop R.O.	471						55
56		59713	26914	45.1		- Warranty R.O.	472		826993	375851	45.4		56
57		26658	13277	49.8		- Internal R.O.	473		330579	162619	49.2		57
58	123	7098	3774	53.2		- Counter Retail	474	1635	109495	49536	45.2		58
59	591	147760	32764	22.2		- Wholesale Collision	475	6960	1568899	324091	20.7		59
60						- Wholesale Mechanical	485						60
61						- Stock Order Discount	677						61
62						- Purchase Allowances	678						62
63	714	330120	123919	37.5		HONDA PARTS (LINES 53 TO 62)		8595	4152311	1616689	38.9		63
64		686	275	40.1		- Cust. & Body Shop R.O.	490		5426	2625	48.4		64
65						- Warranty R.O.	492						65
66		6013	3327	55.3		- Internal R.O.	493		104359	60827	58.3		66
67	3	220	93	42.3		- Counter Retail	494	98	7781	3157	40.6		67
68	2	58	15	25.9		- Wholesale	495	44	4632	1534	33.1		68
69						- Stock Order Discount	697						69
70	5	6977	3710	53.2		HONDA ACCESSORIES (LINES 64 TO 69)		142	122198	68143	55.8		70
71						Parts & Access. Inv. Adjusts.	676						71
72	719	337097	127629	37.9		TOT. HONDA PARTS & ACCESS. (LINES 63 TO 71)		8737	4274509	1684832	39.4		72
73						Parts & Access. - Other Makes	480						73
74						Express Svc. Parts & Access. - Other Makes	481						74
75	30	10781	3874	35.9		Tires	482	553	175612	71747	40.9		75
76						Express Service - Tires	483						76
77		11211	6283	56.0		Gas, Oil, Grease	489		154163	88197	57.2		77
78						Express Svc. - Gas, Oil and Grease	484						78
79	749	359089	137786	38.4		TOT. PARTS & ACCESS. DEPT. (LINES 70 TO 78)		9290	4604284	1844776	40.1		79
80		4528144	699870	15.5		TOTAL ALL DEPTS. (LINES 18, 20, 31, 43, 51 & 79)			68189463	9159373	13.4		80