

Betten Baker F&I Only

BETBAKAG

Deal Types: ALL | Sale Types: Conventional | Deal Status: Booked,Finalized,Posted | Finance Types: ALL
Split Deals: Y

Date: Sat Jan 29, 2022
Report Period: 01/2022



F&I Managers

Dealership Name	Name	Retail Units			F&I Gross		Front Gross		Total Gross		Financed	Total VSC	GAP	Excess Wear	MultiShield	PolySteel	Intire	Credit Life	A & H
		New	Used	Total	F&I PVR	Total	PVR	Total	PVR	Total	Penetration								
Betten Baker Midland	KOSECKI,JAMES	9	12	21	\$3,318.49	\$53,095.88	\$2,852.00	\$59,892.06	\$7,061.75	\$112,987.94	100%	92%	69%	33%	31%	38%	19%	19%	6%
Betten Baker Hudsonville	WALIGORA,MATTHEW	0	15	15	\$2,742.96	\$41,144.35	\$2,877.36	\$43,160.37	\$5,620.31	\$84,304.72	87%	87%	62%	0%	0%	0%	0%	0%	0%
Betten Baker Big Rapids II	HURLBURT,JARED	10	23	33	\$2,209.23	\$70,695.45	\$2,946.75	\$97,242.64	\$5,248.07	\$167,938.09	88%	44%	61%	20%	0%	0%	9%	0%	0%
Betten Baker Chevrolet Cadillac GMC Muskegon	DUELL,BEN	16	3	19	\$2,143.30	\$40,722.70	\$4,334.49	\$82,355.27	\$6,477.79	\$123,077.97	89%	42%	0%	0%	0%	5%	11%	0%	0%
Betten Baker Big Rapids II	SAUNDERS,CHRIS	5	15	20	\$2,128.98	\$42,579.64	\$4,650.31	\$93,006.10	\$6,779.29	\$135,585.74	85%	60%	44%	0%	0%	5%	10%	0%	0%
Betten Baker of Cadillac	UNKNOWN on DMS	1	0	1	\$2,000.00	\$2,000.00	\$3,021.07	\$3,021.07	\$5,021.07	\$5,021.07	0%	100%	0%	0%	0%	0%	0%	0%	0%
Betten Baker Chevrolet Cadillac GMC Muskegon	MELANSON,ROB	0	16	16	\$1,999.24	\$31,987.79	\$2,704.22	\$43,267.54	\$4,703.46	\$75,255.33	100%	75%	38%	0%	0%	0%	19%	0%	0%
Betten Baker Honda Muskegon	NICOSIA,CHARLIE	1	20	21	\$1,990.98	\$41,810.58	\$2,288.16	\$48,051.38	\$4,279.14	\$89,861.96	90%	76%	42%	0%	0%	29%	5%	0%	0%
Betten Baker CDJR Coopersville	MONTES,LENER	11	27	38	\$1,990.52	\$75,639.81	\$2,793.65	\$106,158.65	\$4,784.17	\$181,798.46	84%	47%	30%	0%	0%	18%	5%	0%	0%
Betten Baker of Cadillac	TED POTTS	13	30	43	\$1,970.52	\$84,732.35	\$2,536.51	\$109,069.86	\$4,507.03	\$193,802.21	79%	63%	23%	0%	0%	0%	2%	3%	0%
Betten Baker South Haven	NOBLE,MIKE	8	6	14	\$1,909.22	\$26,729.03	\$3,240.02	\$45,360.33	\$5,149.24	\$72,089.36	93%	50%	25%	0%	0%	43%	0%	0%	0%
Betten Baker GMC Lowell I	BARBER,RYAN	16	12	28	\$1,903.70	\$51,399.94	\$4,203.05	\$117,685.50	\$6,262.42	\$169,085.44	81%	56%	20%	0%	0%	0%	0%	0%	0%
Betten Baker South Haven	USHER,CHRIS	6	5	11	\$1,830.22	\$18,302.15	\$1,782.22	\$19,604.45	\$3,790.66	\$37,906.60	100%	40%	43%	0%	0%	20%	0%	0%	0%
Betten Baker Hudsonville	VERWYS,RAY	27	9	36	\$1,797.54	\$64,711.60	\$2,318.56	\$83,468.01	\$4,116.10	\$148,179.61	78%	68%	47%	18%	0%	22%	33%	0%	0%
Betten Baker Chevrolet Cadillac GMC Muskegon	ERICKSON,KEITH	0	28	28	\$1,771.98	\$49,615.52	\$3,380.18	\$94,645.12	\$5,152.17	\$144,260.64	96%	75%	48%	0%	0%	0%	7%	0%	0%
Betten Baker CDJR Coopersville	STAROSKE,KRIS	9	30	39	\$1,650.67	\$64,375.98	\$3,046.42	\$118,810.42	\$4,697.09	\$183,186.40	74%	38%	29%	0%	0%	23%	0%	0%	0%
Betten Baker CDJR Lowell	DYKHUIS,GERALD	34	12	46	\$1,644.58	\$75,650.61	\$2,679.15	\$123,240.94	\$4,323.73	\$198,891.55	87%	39%	15%	2%	0%	0%	26%	3%	3%
Betten Baker CDJR Coopersville	PEGO,JEFFREY	20	1	21	\$1,610.18	\$33,813.84	\$2,170.34	\$45,577.15	\$3,780.52	\$79,390.99	90%	33%	11%	0%	10%	10%	24%	0%	0%
Betten Baker Hyundai	JOE HOLSTINE	21	0	21	\$1,592.16	\$33,435.41	\$2,632.30	\$55,278.32	\$4,224.46	\$88,713.73	95%	38%	0%	0%	0%	43%	33%	0%	0%
Betten Baker Alma	KELLY ALLEN	11	18	29	\$1,544.37	\$44,786.75	\$3,951.39	\$114,590.41	\$5,495.76	\$159,377.16	86%	52%	35%	0%	0%	17%	7%	0%	0%
Betten Baker Allegan	MARSACK,JOHN	1	12	13	\$1,538.48	\$20,000.29	\$1,616.21	\$21,010.72	\$3,154.69	\$41,011.01	77%	62%	40%	0%	0%	8%	8%	0%	0%
Betten Baker Hudsonville	BASCH,TYLER	9	21	30	\$1,461.87	\$43,855.97	-\$203.21	-\$6,096.39	\$1,258.65	\$37,759.58	77%	54%	58%	25%	3%	7%	23%	0%	0%
Betten Baker of Ludington	JOSHUA GREENE	6	16	22	\$1,385.65	\$29,098.71	\$2,115.17	\$46,533.70	\$3,601.54	\$75,632.41	52%	67%	45%	0%	10%	10%	0%	0%	0%
Betten Baker Chevrolet Cadillac GMC Muskegon	PRIEST,ADAM	31	10	41	\$1,377.80	\$56,489.98	\$6,646.44	\$272,504.05	\$8,024.24	\$328,994.03	66%	27%	0%	0%	0%	7%	0%	0%	0%
Betten Baker Honda Muskegon	DAVIS,LESLIE	16	0	16	\$1,200.16	\$19,202.53	\$3,111.65	\$49,786.37	\$4,311.81	\$68,988.90	75%	31%	20%	0%	0%	38%	31%	0%	0%
Betten Baker CDJR Coopersville	SARE,BILLY	26	6	32	\$1,167.88	\$37,372.01	\$2,609.76	\$83,512.20	\$3,777.63	\$120,884.21	78%	28%	7%	3%	0%	9%	3%	0%	0%
Betten Baker Allegan	FOSTER,CHRISTI	0	5	5	\$1,162.81	\$5,814.05	\$745.57	\$3,727.86	\$1,908.38	\$9,541.91	100%	40%	0%	0%	0%	0%	0%	0%	0%
Betten Baker Ithaca	HOUSE	1	7	8	\$1,088.04	\$8,704.32	\$1,676.05	\$13,408.43	\$2,764.09	\$22,112.75	88%	38%	29%	0%	0%	0%	0%	0%	0%
Betten Baker CDJR Lowell	HOUSE,FI	4	2	6	\$1,086.87	\$6,521.19	\$4,924.75	\$29,548.51	\$6,011.62	\$36,069.70	67%	17%	0%	0%	0%	0%	0%	0%	0%
Betten Baker Honda Muskegon	MYERS,AUSTIN	16	7	23	\$986.77	\$22,695.61	\$2,713.43	\$62,408.81	\$3,700.19	\$85,104.42	70%	26%	29%	0%	0%	26%	22%	0%	0%
Betten Baker Midland	HOUSE	2	2	4	\$811.85	\$3,247.41	\$525.72	\$2,102.88	\$1,337.57	\$5,350.29	75%	33%	50%	0%	25%	25%	0%	0%	0%
Betten Baker Chevrolet Cadillac GMC Muskegon	TODD,ROSS	0	16	16	\$496.99	\$7,951.88	\$2,679.06	\$42,865.00	\$3,176.06	\$50,816.88	63%	19%	70%	0%	0%	0%	0%	0%	0%
Betten Baker Honda Muskegon	UNKNOWN on DMS	0	1	1	\$400.00	\$400.00	\$2,449.04	\$2,449.04	\$2,849.04	\$2,849.04	0%	100%	0%	0%	0%	0%	0%	0%	0%
Betten Baker Hudsonville	ALLEN,DAN	0	1	1	\$200.00	\$200.00	\$932.00	\$932.00	\$1,132.00	\$1,132.00	100%	0%	0%	0%	0%	0%	0%	0%	0%
Betten Baker Honda Muskegon	HOUSE	2	1	3	\$160.39	\$481.16	\$806.82	\$2,420.46	\$967.21	\$2,901.62	67%	0%	0%	0%	0%	0%	0%	0%	0%
Betten Baker Chevrolet Cadillac GMC Muskegon	OBRIEN,DENNIS	0	11	11	\$38.94	\$428.38	\$5,798.27	\$63,780.96	\$5,837.21	\$64,209.34	9%	0%	0%	0%	0%	0%	0%	0%	0%
Betten Baker Big Rapids	HOUSE FI MGR	0	1	1	\$0.00	\$0.00	\$6,574.55	\$6,574.55	\$6,574.55	\$6,574.55	0%	0%	0%	0%	0%	0%	0%	0%	0%
Betten Baker of Cadillac	MESSICK,JIM	1	0	1	\$0.00	\$0.00	\$2,853.20	\$2,853.20	\$2,853.20	\$2,853.20	0%	0%	0%	0%	0%	0%	0%	0%	0%
Betten Baker Hudsonville	HOUSE FI	1	0	1	\$0.00	\$0.00	-\$535.40	-\$535.40	-\$535.40	-\$535.40	0%	0%	0%	0%	0%	0%	0%	0%	0%
Betten Baker Big Rapids II	HERZOG,LJ	2	0	2	\$0.00	\$0.00	\$2,814.50	\$5,629.00	\$2,814.50	\$5,629.00	0%	0%	0%	0%	0%	0%	0%	0%	0%
Betten Baker Chevrolet Buick Coopersville	UNKNOWN on DMS	0	2	2	\$0.00	\$0.00	\$1,341.62	\$2,683.23	\$1,341.62	\$2,683.23	0%	0%	0%	0%	0%	0%	0%	0%	0%
Betten Baker Chevrolet Buick Coopersville	STEIKAR,BRYCE	0	1	1	\$0.00	\$0.00	-\$225.00	-\$225.00	-\$225.00	-\$225.00	0%	0%	0%	0%	0%	0%	0%	0%	0%
Betten Baker Honda Muskegon	ALCALA,TONY	0	3	3	\$0.00	\$0.00	\$1,537.59	\$4,612.77	\$1,537.59	\$4,612.77	33%	0%	0%	0%	0%	0%	0%	0%	0%
Total F&I MANAGERS		336	407	743	\$1,648.08	\$1,209,692.87	\$2,982.47	\$2,215,972.54	\$4,667.12	\$3,425,665.41	79%	46%	33%	6%	1%	12%	10%	1%	0%