

DEALER **LAKESHORE C/P/D**
FOR THE PERIOD OF **01/01/22**

TO **09/30/22**

DIVISION NAME **CHRY**

CITY **SLIDELL**

BC NAME **BC NAME**

GROUP NUMBER

STATE **LA 70461**

DEALER CODE **68183**

BALANCE SHEET

ASSETS				ACCT. NO.	AMOUNT DOLLARS ONLY	LINE	LIABILITIES AND NET WORTH				ACCT. NO.	AMOUNT DOLLARS ONLY	
CURRENT ASSETS						1	CURRENT LIABILITIES						
CASH ON HAND				101	B	1	ACCOUNTS PAYABLE				201	E 4 429,932	
CASH IN BANK				103	B	2	CUSTOMER REFUNDS - PAYABLE				202	E 5	
CASH ON DEPOSIT				104	B	3	NOTES PAYABLE / DIVIDENDS PAYABLE				203	E 6	
CONTRACTS IN TRANSIT				106	B	4	VEHICLE LIEN PAYOFF				206	E 7 308,538	
TOTAL CASH & EQUIVALENT				(LINES 2-5)	B	5	VEHICLE PROTECTION / EXTENDED WARRANTY				207	E 8 47,815	
RECEIVABLES						6	SALES TAX PAYABLES				215A	E 9	
SERV. & PARTS ACCTS.				A 1	B	7	LICENSE / TAG FEES				215C	E 10	
VEHICLE ACCTS.				A 2	B	8	TOTAL ACCTS. & NOTES PAYABLE				(LINES 2-8)	E 11 786,285	
CUSTOMER NOTES				A 3	B	9	ACCRUED EXPENSES						
OTHER REC.				A 4	B	10	PAYROLL & EQUIVALENT				210	E 12 221,607	
WARR. / ROAD READY				A 5	B	11	INTEREST				212	E 13 114,328	
HOLDBACK				116A	B	12	INSURANCE				213	E 14	
SPECIAL VEHICLE INCOME				116C	C	13	TAXES - PAYROLL				214	E 15	
FLOORPLAN ALLOWANCE				116D	C	14	TAXES - OTHER THAN PAYROLL & INC.				215D	E 16 273,935	
WHOLESALE COMPENSATION - PARTS				116E	C	15	INCOME TAXES				216	E 17 330,363	
INVENTORY REBATES				116F	C	16	OTHER ACCRUED EXPENSES				217	E 18 180,923	
DEALER CASH / CONSUMER REBATES				116H	B	17	TOTAL ACCRUED EXPENSES				(LINES 11-17)	E 19 1,121,156	
OTHER				116G	C	18	FLOOR PLAN LIABILITY						
TOTAL FACTORY RECEIVABLES				(LINES 12 THRU 19)	C	19	NEW CARS & TRUCKS				220	E 20 5,066,040	
ALLOWANCE FOR DOUBTFUL ACCOUNTS				118	C	20	DEMONSTRATORS				226	E 21	
NET RECEIVABLES				(LINES 8 THRU 11 + 20 + 21)	C	21	USED CARS & TRUCKS				227	E 22 670,732	
DUE FROM FINANCE & INSURANCE				119	C	22	USED CARS & TRUCKS CPOV				228B	G 25	
TOTAL RECEIVABLES				(LINES 22 & 23)	C	23	OTHER INVENTORIES				230	E 24	
INVENTORIES						24	TOTAL FLOOR PLAN LIABILITIES				(LINES 20-25)	E 25 5,736,772	
CARS - CDJR/AR/F				A 6	A	25	TOTAL CURRENT LIABILITIES				(LINES 9 + 18 + 26)	F 2 7,644,213	
TRUCKS - CDJR/AR/F				A 9	A	26	WORKING CAPITAL						
RECREATIONAL VEH.				A 10	A	27	GUIDE-\$						
OTHER NEW CARS & TRUCKS - COMPETITIVE				A 11	A	28	ACTUAL-\$						
TOTAL NEW VEH.				(L27 THRU 32)	A	29	10,808,318						
DEMOS CARS				A 13	A	30	(ASSET LINE 54 MINUS LIAB. LINES 27 AND 43 AMT. DUE WITHIN 1 YEAR)						
CARS				A 15	B	31	OTHER LIABILITIES						
TRUCKS				A 16	B	32	SECURITY DEPOSITS: LEASE VEHICLES				240	F 2 43,605	
CPOV CAR				AA 26	B	33	RESERVE FOR REPOSSION LOSSES				250	F 3	
CPOV TRUCK				AA 27	B	34	LEASE / RENTAL VEHICLES				256	F 5 39,104	
TOTAL USD. VEH.				(L35-38)	AA	35	COMPANY CARS / SERVICE VEHICLES				258	F 6	
P&A - CDJR / AR / F				B 4	B	36	TOTAL OTHER LIABILITIES				(LINES 32-36)	F 7 82,709	
P&A - OTHER MFG.				131	C	37	LONG TERM DEBT						
INVENTORY ADJUSTMENT - P&A				132	C	38	NOTES PAY. - CAPITAL LOANS				F 8	260	
TIRES & TUBES				133	D	39	SUBORDINATED NOTES				F 9	262	
OTHER AUTOMOTIVE INVENTORIES				134	D	40	MORTGAGES PAY.				F 10	263	
LABOR IN PROCESS MECHANICAL				135A	D	41	OTH. NOTES & CONTRACTS				F 11	265	
LABOR IN PROCESS BODY & PAINT				135B	D	42	TOTAL LONG TERM DEBT				(LINES 39-42)	F 12	
GAS, OIL & LUBRICANTS / BODY SHOP MATERIALS				136A	D	43	TOTAL LIABILITIES				(LINES 27 + 37 + 43)	F 18 7,726,922	
SUBLET WORK				136C	D	44	LIFO RESERVE - INVENTORY ADJ.				268	F 19	
TOTAL P&A & MISC. INV'TY.				(LINES 40 THRU 48)	D	45	NET WORTH						
NON-AUTOMOTIVE INVENTORIES				137	D	46	CAPITAL STOCK				270	F 20 300,000	
TOTAL INVENTORIES				(LINES 33 + 34 + 39 + 49 + 50)	D	47	ADDITIONAL PAID IN CAPITAL				272	F 21 3,300,000	
MARKETABLE SECURITIES				140	D	48	RETAINED EARNINGS				275	F 22 33,464,435	
PREPAID EXPENSES				145	D	49	DIVIDENDS				277	F 23	
TOTAL CURRENT ASSETS				(LINES 6 + 26 + 51 + 52 + 53)	D	50	INVESTMENTS (PROPRIETOR, PARTNER OR MEMBER)				280	F 24 2,931,977	
OTHER ASSETS						51	WITHDRAWALS				285	G 1 (31,587,355)	
OFFICERS & EMPLOYEES ACCOUNTS				151	D	52	ADJUSTMENTS				290	G 2 91,550	
DUE FROM FINANCE & INSURANCE COMPANIES DEFERRED				152	D	53	NEW UNITS PLACED IN SERVICE DURING CURRENT MONTH						
DEPOSITS ON CONTRACTS				153	D	54	LEASING OWNED & RETAIL						
CASH VALUE OF LIFE INSURANCE				154	D	55	RENTALS						
LEASE / RENTAL VEH.				UNITS	B	56	UNIT SALES FROM PAGE 3						
OTHER ASSETS & INVESTMENTS				157	D	57	CDJR/AR/F				LINE 58 - 14 + 48		
TOTAL OTHER ASSETS				(LINES 56 THRU 62)	D	58	OTHER				LINE 14 + 48		
LAND, BUILDINGS & EQUIPMENT (AUTO BUSINESS ONLY)						59	USED RTL				PG 4 LN 6		
LAND				B 7	D	59	AMOUNT						
BLDG. & BLDG. EQUIP.				B 8	D	60	JAN				H 5 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73		
SERVICE EQUIPMENT				B 9	D	61	FEB				H 6 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73		
P&A EQUIPMENT				B 10	D	62	MAR				H 7 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73		
CO. CARS / SERV. VEH.				B 11	D	63	APR				H 8 61 62 63 64 65 66 67 68 69 70 71 72 73		
FURN., SIGNS & EQUIP.				B 12	D	64	MAY				H 9 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73		
LEASEHOLDS				B 13	D	65	JUN				H 10 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73		
NET VALUE OF LAND, BUILDINGS & EQUIPMENT				(LINES 65 THRU 71)	E	66	JUL				H 11 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73		
TOTAL ASSETS				(LINES 54 + 63 + 72)	E	67	AUG				H 12 64 65 66 67 68 69 70 71 72 73		
						68	SEP				H 13 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73		
						69	OCT				H 14 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73		
						70	NOV				H 15 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73		
						71	DEC				H 16 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73		
						72	TOT.				H 17 498 499 500 501 502 503 504 505 506 507 508 509 510 511 512 513 514 515 516 517 518 519 520 521 522 523 524 525 526 527 528 529 530 531 532 533 534 535 536 537 538 539 540 541 542 543 544 545 546 547 548 549 550 551 552 553 554 555 556 557 558 559 560 561 562 563 564 565 566 567 568 569 570 571 572 573		
						73	ESTIMATED INCOME TAX				296	J 9 ()	
						74	NET EARNINGS				(LINES 59 MINUS 70)	J 10 2,529,582	
						75	TOTAL NET WORTH				(LINES 47 THRU 53 + 71)	J 11 11,030,189	
						76	TOTAL LIABILITIES AND NET WORTH				(LINES 44 + 45 + 72)	J 12 18,757,111	

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SIGNATURE

DATE

2022 STATEMENT OF INCOME & EXPENSE

LINE NO.	NAME OF ACCOUNT	NEW VEHICLE					USED VEHICLE				
		ACCT.	MTD	% GP DEPT.	YTD	% GP DEPT.	MTD	% GP DEPT.	YTD	% GP DEPT.	
1	DEPARTMENT GROSS PROFIT		349,850		4,021,087		63,320		943,161		
2	SALESPERSONS' COMMISSIONS		54,431	16	680,048	17	18,752	30	156,876	17	
3	SALES MANAGERS' COMMISSIONS		9,638	3	142,497	4	8,638	14	133,497	14	
4	F&I MANAGERS' COMMISSIONS		11,847	3	102,498	3	7,660	12	154,730	16	
5	VEHICLE INVENTORY MAINT.		-5,066	-1	-2,341		-1,579	-2	8,805	1	
6	POLICY EXPENSE		1,311		23,799	1	5,909	9	29,630	3	
7	TOTAL VARIABLE SALES EXPENSE (LINES 2 - 6)		72,161	21	946,501	24	39,380	62	483,538	51	
8	SALESPERSONS' SALARIES		6,799	2	35,665	1					
9	SALES MANAGERS' SALARIES		11,000	3	99,000	2	4,500	7	40,500	4	
10	F&I MANAGERS' SALARIES		3,000	1	27,000	1	5,000	8	45,000	5	
11	OTHER SALARIES		12,426	4	87,002	2					
12	ADVERTISING - PRINT, TV, OTHER		5,637	2	36,091	1					
13	ADVERTISING - INTERNET ONLY		31,063	9	334,495	8	800	1	49,894	5	
14	ADVERTISING CREDITS		-23,926	-7	-181,447	-5					
15	SALES PERSONNEL TRAINING		4,695	1	40,439	1					
16	DEMONSTRATION EXPENSE										
17	FLOOR PLAN INTEREST		13,055	4	174,803	4					
18	FLOOR PLAN INTEREST CREDITS		-43,291	-12	-325,358	-8	8,527	13	41,117	4	
19	TOTAL SEMI-FIXED SALES EXPENSE (LINES 8 - 18)		20,458	6	327,690	8	18,827	30	176,511	19	
20	DEPARTMENT NET (LINE 1 MINUS 7 & 19)		257,231	74	2,746,896	68	5,113	8	283,112	30	
21	MEMO: F&I DEPT. NET (PG 4 L39, L60 MINUS L4 & L10)		93,183	27	1,161,057	29	23,491	37	199,413	21	
22	ACCOUNT NAME		BODY AND PAINT				SERVICE MECHANICAL				
23	GROSS PROFIT		37,066		310,411		114,137		977,400		
24	SALARIES VACATION & TIME OFF		8,840	24	76,181	25	42,052	37	326,655	33	
25	TRAINING						1,287	1	14,103	1	
26	ADVERTISING						5,268	5	46,525	5	
27	SUPPLIES, TOOLS & LAUNDRY		6,573	18	41,957	14	-2,371	-2	11,537	1	
28	SERVICE VEHICLE EXPENSE						653	1	6,491	1	
29	POLICY EXPENSE		3,363	9	32,141	10	4,016	4	27,829	3	
30	DEPR., MAINT., REPAIR & RENTAL						3,550	3	27,740	3	
31	SALES EXPENSE (LINE 24 THRU 30)		18,776	51	150,279	48	54,455	48	460,880	47	
32	DEPT. NET (LINE 23 MINUS 31)		18,290	49	160,132	52	59,682	52	516,520	53	
33	PARTS DEPARTMENT GROSS PROFIT						104,615		799,036		
34	SALARIES, WAGES & INCENTIVES - PARTS						37,998	36	317,809	40	
35	PERSONNEL TRAINING - PARTS										
36	ADVERTISING - PARTS						743	1	5,792	1	
37	SUPPLIES, TOOLS & LAUNDRY - PARTS						3,547	3	27,863	3	
38	FREIGHT - PARTS						3,048	3	18,602	2	
39	POLICY EXPENSE						-1,245	-1	4,092	1	
40	VEHICLE EXPENSE - PARTS						1,387	1	13,448	2	
41	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - EQUIPMENT - PARTS										
42	TOTAL PARTS DEPARTMENT SALES EXPENSE (LINES 34 THRU 41)		18,776	51	150,279	48	54,455	48	460,880	47	
43	PARTS NET (LINE 33 MINUS LINE 42)		59,137	57	411,430	51					
44	FIXED EXPENSES										
45	SALARIES & WAGES - ADMINISTRATIVE & GENERAL						72,564	11	728,360	10	
46	EMPLOYEE BENEFITS						18,489	3	165,454	2	
47	PAYROLL TAXES						24,190	4	288,555	4	
48	ADVERTISING GENERAL & INSTITUTIONAL						8,694	1	67,490	1	
49	STATIONERY, OFFICE SUPPLIES & POSTAGE						8,501	1	74,314	1	
50	LEGAL, AUDITING, COLLECTION & OTHER OUTSIDE SERVICES						23,390	3	201,166	3	
51	COMPANY CAR EXPENSE										
52	DUES, SUBSCRIPTIONS & CONTRIBUTIONS						791		10,799		
53	DATA PROCESSING SERVICES / E-TOOLS						13,812	2	134,388	2	
54	TRAVEL & ENTERTAINMENT						2,340		44,606	1	
55	BAD DEBTS										
56	MISCELLANEOUS										
57	RENT & EQUIVALENT										
58	MAINTENANCE & REPAIRS - REAL ESTATE						17,579	3	166,653	2	
59	INTEREST (OTHER THAN FLOOR PLAN & MORTGAGE)										
60	INSURANCE, TAXES & LICENSES (OTHER THAN PAYROLL & REAL ESTATE)						25,751	4	141,029	2	
61	DEPRECIATION, MAINT., REPAIR & RENTAL - FURNITURE, SIGNS & EQUIP.						3,174		14,094		
62	HEAT, LIGHT, POWER & WATER						6,711	1	64,855	1	
63	TELEPHONE						2,725		26,663		
64	TOTAL FIXED EXPENSES (LINES 45 THRU 63)		257,211	38	2,384,963	34	257,211	38	2,384,963	34	
65	SALARIES - OWNERS & OFFICERS						18,000	3	162,000	2	
66	TOTAL EXPENSES (LINES 7 (NEW & USED), 19 (NEW & USED), 31 (BODY & MECH.), 42, 64 & 65) (LINES 20 (NEW & USED), 32 (BODY & MECH.), 43 MINUS LINES 64 & 65)		544,746	81	5,479,968	78	544,746	81	5,479,968	78	
67	OPERATING PROFIT		124,242		1,571,127		124,242		1,571,127		
68	OTHER INCOME & (DEDUCTIONS) - NET (LINE 80 - TOTAL OTHER INCOME LESS TOTAL OTHER DEDUCTIONS)		126,066		958,452		126,066		958,452		
69	NET EARNINGS OR (LOSS) - BEFORE INCOME TAX (LINES 67 PLUS OR MINUS LINE 68)		250,312		2,529,582		250,312		2,529,582		
70	OTHER INCOME										
71	CASH DISCOUNTS EARNED				465						
72	INTEREST EARNED										
73	GAIN ON DISPOSAL OF CAPITAL ASSETS										
74	CFAFE - CUSTOMER FIRST INCOME										
75	DOC FEE (ADMIN FEE) INCOME - NEW										
76	DOC FEE (ADMIN FEE) INCOME - USED										
77	MISCELLANEOUS INCOME		127,904		964,820		709				
78	LIFO ADJUSTMENT INCOME						710				
79	VEH. LEASE & RENTAL / CTP INCOME						1,838		6,833		
80	TOTAL OTHER INCOME		127,904		965,285		1,838		6,833		
81	OTHER DEDUCTIONS										
82	CASH DISCOUNTS ALLOWED										
83	BONUSES										
84	LOSS ON DISPOSAL OF CAPITAL ASSETS										
85	MISCELLANEOUS DEDUCTIONS (ANALYSIS ON PAGE 6)										
86	LIFO ADJUSTMENT										
87	VEHICLE LEASE & RENTAL / CTP EXPENSE										
88	TOTAL OTHER DED.						1,838		6,833		

2022 DEPARTMENTAL GROSS PROFIT ANALYSIS

LINE NO.	MTD DOLLARS			MEMO - VOL INCENTIVES	PER UNIT	ACCOUNT		YTD DOLLARS			MEMO - VOL INCENTIVES	PER UNIT
	SALES	GROSS	UNITS			NAME	NO.	SALES	GROSS	UNITS		
1						ALFA ROMEO - 4C	411					
2						ALFA ROMEO GIULIA	417					
3						FIAT 500	404					
4						FIAT 500 CABRIO	406					
5						FIAT 124 SPIDER	402					
6						FIAT 500e	413					
7		150		150		300 SERIES	420	88,734	9,981	2	500	4991
8	142,235	7,922	3		2641	CHARGER	409	1,549,159	127,421	32	7,700	3982
9	133,024	9,202	3	450	3067	CHALLENGER	407	782,464	66,742	18	3,600	3708
10												
11						OTHER NEW CARS - FIAT ALFA ROMEO	403					
12						OTHER NEW CARS - CDJR	425					
13						OTHER NEW CARS - MASERATI	401					
14						OTHER NEW CARS - COMPETITIVE	426					
15	275,259	17,274	6	600	2879	TOTAL CARS RETAIL		2,420,357	204,144	52	11,800	3926
16						ALFA ROMEO TONALE	419					
17						ALFA ROMEO STELVIO	405					
18						FIAT 500L	461					
19						FIAT 500X	443					
20	45,333	4,538	1	150	4538	PACIFICA	428	463,990	37,701	9	2,600	4189
21						PACIFICA - PHEV	412					
22						VOYAGER	497					
23						JOURNEY	451					
24	96,475	6,457	2		3229	DURANGO	435	913,329	98,290	17	4,200	5782
25						GRAND CARAVAN	427					
26		150		150		RENEGADE	442	28,037	1,309	1	150	1309
27	33,782	2,213	1		2213	COMPASS	433	515,182	44,922	15	4,200	2995
28		150		150		CHEROKEE	430	215,244	17,446	6	1,550	2908
29	478,846	34,043	9	5,000	3783	GRAND CHEROKEE	438	4,039,532	342,261	76	21,450	4503
30						GRAND CHEROKEE L	422					
31						GRAND CHEROKEE - PHEV	423					
32	294,381	16,702	4	10,146	4176	WAGONEER	434	1,819,560	90,606	24	20,906	3775
33						GRAND WAGONEER	447	328,254	29,900	3	7,919	9967
34	322,560	30,011	6		5002	WRANGLER	432	664,932	69,800	14		4986
35	131,511	8,474	2	1,200	4237	WRANGLER (4 DOOR)	431	3,056,073	304,132	59	17,650	5155
36	326,020	15,580	6	900	2597	GLADIATOR	495	2,324,224	170,315	42	6,850	4055
37	90,489	10,975	2		5488	RAM PROMASTER	462	440,594	63,537	9		7060
38						RAM PROMASTER CITY	436		1,050		1,050	
39	644,512	41,334	11	6,624	3758	RAM 1500	437	6,910,369	705,621	113	34,624	6244
40	472,999	40,030	6	1,500	6672	RAM HD (2500/3500)	429	4,031,797	448,704	56	14,100	8013
41						RAM CHASSIS CAB 3500	448	73,605	3,385	1		3385
42						RAM CHASSIS CAB 4500	452					
43						RAM CHASSIS CAB 5500	453	93,815	9,641	1		9641
44						OTHER NEW TRUCKS - FIAT ALFA ROMEO	418					
45						OTHER NEW TRUCKS - CDJR	439					
46						RECREATIONAL VEHICLES	440					
47						OTHER NEW TRUCKS - MASERATI	410					
48						OTH- NEW TRUCKS - COMPETITIVE	441					
49	2,936,908	210,657	50	25,820	4213	TOTAL TRUCKS RETAIL		25,918,537	2,438,620	446	137,249	5468
50												
51						TOTAL FIAT ALFA ROMEO CAR & TRUCK RETAIL						
52	3,212,167	227,931	56	26,420	4070	TOTAL NEW CAR & TRUCK RETAIL		28,338,894	2,642,764	498	149,049	5307
53	3,212,167	227,931	56	26,420	4070	TOTAL CARS & TRUCKS RETAIL		28,338,894	2,642,764	498	149,049	5307
54						CARS - FLEET	445					
55						TRUCKS - FLEET	446					
56												
57						TOTAL FLEET CARS & TRUCKS						
58	3,212,167	227,931	56		4070	TOTAL NEW CAR & TRUCK		28,338,894	2,642,764	498		5307
59						REPOSSESSED VEHICLE LOSSES (P4, L9)	455E					
60	138,120	108,030	183		590	TOTAL F&I PNUR (F&I GROSS / RETAIL UNITS)	MEMO	1,348,653	1,290,555	1732		745
61					1929							2591
62		13,889	22		631	DLR TRANSFERS	460		87,768	144		610
63	3,350,287	349,850				TOTAL NEW VEHICLE DEPT.		29,687,547	4,021,087			
64												
65												
66												

NEW VEHICLE INVENTORY ANALYSIS

PASSENGER CAR				TRUCK				OTHER			
VEH. LINES	UNITS	VEH. LINES	UNITS	VEH. LINES	UNITS	VEH. LINES	UNITS	VEH. LINES	UNITS		
69 ALFA ROMEO 4C	EE 41	69 ALFA ROMEO TONALE	EE 44	69 RENEGADE	FF 45	69 RAM 1500	FF 17	69 OTH. NEW CARS-CDJR	EE 24		
70 ALFA ROMEO GIULIA	EE 45	70 ALFA ROMEO STELVIO	FF 48	70 COMPASS	FF 35	70 RAM HD (2500 / 3500)	FF 47	70 OTH. NEW TRK-CDJR	FF 03		
71 FIAT 500	EE 34	71 FIAT 500L	EE 39	71 CHEROKEE	FF 12	71 RAM CHASSIS CAB 3500	FF 38	71 OTH. NEW CARS-AR/F	EE 26		
72 FIAT 500 CABRIO	EE 35	72 FIAT 500X	EE 42	72 GRAND CHEROKEE	FF 18	72 RAM CHASSIS CAB 4500	FF 39	72 OTH. NEW TRK-AR/F	EE 27		
73 FIAT 500e	EE 40	73 PACIFICA	FF 07	73 GRAND CHEROKEE L	FF 55	73 RAM PROMASTER	FF 44	73 RECREATIONAL VEH.	FF 19		
74 FIAT 124 SPIDER	EE 43	74 PACIFICA - PHEV	FF 49	74 GRAND CHEROKEE - PHEV	FF 56	74 RAM PROMASTER CITY	FF 46	74 OTHER NEW CAR - COMPETITOR	FF 20		
75 300 SERIES	EE 32	75 VOYAGER	FF 24	75 WAGONEER	FF 53			74 OTHER NEW TRUCK - COMPETITOR	FF 21		
76 CHARGER	FF 30	76 JOURNEY	FF 41	76 WRANGLER	FF 11			74 OTHER NEW CARS - MASERATI	FF 50		
77 CHALLENGER	EE 33	77 DURANGO	FF 15	77 WRANGLER (4-DR)	FF 34			74 OTHER NEW TRUCK - MASERATI	FF 51		
78		78 GRAND CARAVAN	FF 06	78 GLADIATOR	FF 52						
79											

2022 DEPARTMENTAL GROSS PROFIT ANALYSIS

LINE NO.	MTD DOLLARS				PER UNIT	ACCOUNT			YTD DOLLARS				PER UNIT			
	SALES	GROSS	UNITS			NAME	NO.	SALES	GROSS	UNITS						
1																
2	P 5	160,862	R 20	-4,034	U 15	5	-807	USED CARS (NON CPOV)	470	P 5	1,680,026	R 20	113,426	U 15	50	2269
3	P 6	737,143	R 21	45,690	U 16	20	2285	USED TRKS (NON CPOV)	471	P 6	6,032,881	R 21	377,006	U 16	146	2582
4	N 25							USED CARS (CPOV)	475	M 25						
5	P 25							USED TRUCKS (CPOV)	476	P 25						
6	P 8	898,005	R 23	41,656	U 18	25	1666	TOTAL USED VEH - RTL		P 8	7,712,907	R 23	490,432	U 18	196	2502
7		MEMO ONLY						RECON. COST USED VEH	470D		MEMO ONLY					
8		MEMO ONLY						CPOV RECON. COST USED VEH	475D		MEMO ONLY					
9	P 9	52,395	R 19	835	U 19	3	278	USED CARS WHOLESALE	473	P 9	750,450	R 19	15,703	U 19	41	383
10	P 10	380,830	R 20	-15,322	U 20	20	-766	USED TRKS WHOLESALE	474	P 10	4,908,825	R 20	37,883	U 20	189	200
11								USED VEH INV WRITEDOWN	476G							
12								CUSTOMER REPO. REFUND	478E							
13																
14								REPO. VEHICLE LOSSES	480E							
15	M 34	54,828	R 45	36,151	U 45	76	476	TOTAL F&I DEPT. (LINE 60)		M 34	545,587	R 45	399,143	U 45	672	594
16							1446	TOTAL F&I PUUR (F&I GROSS / RETAIL UNITS)	MEMO							2036
17	P 13	1,386,058	R 9	63,320	U 9			TOTAL USED VEH DEPT		P 13	13,917,769	R 9	943,161	U 9		
18								USED VEHICLE INVENTORY ANALYSIS								
19								TOTAL								
20								1 - 30 days								
21								31 - 60 days								
22								61 - 90 days								
23								91 - 120 days								
24								121 days & OVER								
25																
26																
27																
28								F&I ANALYSIS								
29								F&I DEPARTMENT - NEW VEHICLES								
30								FIN. CONTRACT RESERVES	457F							
31								INSURANCE CONTRACTS	463							
32	P 5	106,015	R 18	45,730	U 14	32	1429	SERVICE CONTRACTS	458	P 5	1,011,685	R 18	476,535	U 14	325	1466
33	M 26							MAINT. - ONLY CONTRACTS	464	M 26						
34	M 27	32,105	R 33	14,255	U 33	75	190	PROTECTION PROD. & ACCESS.	465	M 27	336,968	R 33	164,635	U 33	684	241
35																
36	M 28							OTHER F&I	467	M 28						
37	P 31							NON-AUTOMOTIVE	450	P 31						
38								LESS: F&I CHARGEBACKS	468							
39	M 29	138,120	R 37	108,030	U 37	183	590	TOTAL F&I DEPARTMENT GROSS - NEW		M 29	1,348,653	R 37	1,290,555	U 37	1732	745
40								TOTAL F&I MGR. SAL. & COMM. NEW (P2 LN 4 + 10)								
41	M 29	138,120	R 37	93,183	U 37	183	509	TOTAL NEW F&I NET		M 29	1,348,653	R 37	1,161,057	U 37	1732	670
42																
43								TOTAL GROSS F&I PUUR (L39 GROSS / P3 L53 UNITS)	MEMO							2591
44								TOTAL NET F&I PUUR (L41 GROSS / P3 L53 UNITS)	MEMO							2331
45																
46								F&I DEPARTMENT - USED VEHICLES								
47								FIN. CONTRACT RESERVES	481F							
48								INSURANCE CONTRACTS	485							
49	P 12	44,995	R 24	19,330	U 24	14	1381	SERVICE CONTRACTS	482	P 12	433,308	R 24	188,613	U 24	131	1440
50	M 30							MAINT. - ONLY CONTRACTS	486	M 30						
51	M 31	9,833	R 40	3,835	U 40	32	120	PROTECTION PROD. & ACCESS.	487	M 31	112,279	R 40	56,143	U 40	256	219
52																
53	M 32							OTHER F&I	489	M 32						
54	P 11							NON-AUTOMOTIVE	479	P 11						
55								LESS: F&I CHARGEBACKS	490							
56								CPOV FINANCE CONTRACT RESERVES	483							
57								CPOV INSUR. CONTRACTS	492							
58	U 25							CPOV SERV. CONTRACTS	484	U 25						
59	M 33							CPOV NON-AUTO & OTHER	491	M 33						
60	M 34	54,828	R 45	36,151	U 45	76	476	TOTAL F&I DEPARTMENT GROSS - USED		M 34	545,587	R 45	399,143	U 45	672	594
61								TOTAL F&I MGR. SAL. & COMM. USED (P2 LN 4 + 10)								
62	M 34	54,828	R 45	23,491	U 45	76	309	TOTAL USED F&I NET		M 34	545,587	R 45	199,413	U 45	672	297
63																
64								TOTAL GROSS F&I PUUR (L60 GROSS / L6 UNITS)	MEMO							2036
65								TOTAL NET F&I PUUR (L62 GROSS / L6 UNITS)	MEMO							1017
66																
67								TOTAL F&I RESULTS								
68	M 35	192,948	R 46	144,181	U 46	259	557	TOTAL F&I GROSS - NEW & USED		M 35	1,894,240	R 46	1,689,698	U 46	2404	703
69								TOTAL F&I MGR. SALARY & COMM. - NEW & USED								
70	M 36	192,948	R 47	116,674	U 47	259	450	TOTAL F&I NET - NEW & USED		M 36	1,894,240	R 47	1,360,470	U 47	2404	566

2022 STATEMENT OF INCOME AND EXPENSE

LINE NO.	MTD DOLLARS				GP % SALES	ACCOUNT		YTD DOLLARS				GP % SALES	
	SALES	GROSS	# RO'S WRITTEN			NAME	NO.	SALES	GROSS	# RO'S WRITTEN			
1	92,305	68,135	186	73.8	CUSTOMER LABOR - MECH.	550	796,467	582,249	1730	73.1			
2	4,253	3,030	133	71.2	QUICK SERV. LABOR - MECH.	558	38,052	27,141	1170	71.3			
3	5,105	3,264	111	63.9	SERVICE CONTRACTS LABOR MECHANICAL	551	40,680	25,514	999	62.7			
4	36,795	27,664	158	75.2	WARRANTY LABOR - MECH.	552	251,126	192,883	1309	76.8			
5	7,132	6,158	39	86.3	ROAD READY LABOR - MECH.	553	90,327	78,593	494	87.0			
6	14,825	10,282	74	69.4	INTERNAL LABOR - MECH.	554	160,303	111,792	684	69.7			
7					MOPAR EXPRESS LANE TOTAL LABOR	(LINE 47)							
8					CUSTOMER LABOR NON-AUTO MECHANICAL	555							
9	6,092	697		11.4	SUBLET WORK - MECH.	556	57,503	6,677		11.6			
10					SUBLET WORK - WARR. MECH.	557							
11					SERVICE CONTRACTS SOLD ON SERVICE LANE	568							
12		5,093			UNAPPLIED / VARIANCE LABOR MECHANICAL	559D		47,449					
13	166,507	114,137		68.5	TOTAL MECHANICAL DEPT.		1,434,458	977,400		68.1			
14	48,224	32,192	27	66.8	CUSTOMER LABOR - BODY & PAINT	560	393,382	260,430	232	66.2			
15	3,116	2,298	4	73.7	WARRANTY LABOR - BODY & PAINT	562	12,993	8,439	20	65.0			
16	10,500	2,176	74	20.7	INTERNAL LABOR - LABOR & PAINT	563	69,982	38,771	734	55.4			
17	11,014	367		3.3	SUBLET WORK - BODY & PAINT	564	25,730	2,804		10.9			
18		33			SUBLET WORK WARRANTY - BODY & PAINT	565		33					
19					SHOP MATERIALS	566							
20					UNAPPLIED / VARIANCE LABOR BODY & PAINT	567D		66					
21	72,854	37,066		50.9	TOTAL BODY & PAINT DEPARTMENT		502,087	310,411		61.8			
22	147,211	49,111	NUMBER	33.4	CUSTOMER REPAIR ORDER MECHANICAL P&A	570	1,272,706	449,467	NUMBER	35.3			
23	13,617	1,199	OF	8.8	P&A QUICK SERVICE	576	117,235	11,124	OF	9.5			
24	11,869	4,715	COUNTER	39.7	DIL - LUBRICANTS	571	77,931	31,241	COUNTER	40.1			
25	82,831	35,118	TICKETS	42.4	SERVICE CONTRACTS MECHANICAL P&A	572	404,557	169,613	TICKETS	41.9			
26	9,101	3,534		38.8	WARRANTY MECH. P&A	573	97,921	34,902		74.7			
27	45,372	6,815	78	15.0	COUNTER RETAIL - P&A	574	362,411	56,760	747	35.6			
28	12,045	3,181	217	15.0	COUNTER WHLS. - P&A	575	130,900	34,309	1603	15.7			
29					INTERNAL MECH. P&A	575				26.2			
30					MOPAR EXPRESS LANE TOTAL PARTS	(LINE 53)							
31					REPAIR ORDERS	580							
32					WARRANTY - BODY & PAINT P&A	582							
33					INTERNAL - BODY & PAINT P&A	583							
34					SERVICE CONTRACT SALES AT PARTS COUNTER	577							
35					PURCH. DISCOUNTS - P&A	585E							
36					WHOLESALE ALLOWANCE	586F							
37	8,067	942		11.7	INVENTORY ADJ. P&A	587G							
38					TIRES & TUBES P&A	590	117,314	11,620		9.9			
39	330,113	104,615		31.7	NON-AUTO & MISC. P&A	595							
40					TOTAL P&A DEPT.		2,580,975	799,036		31.0			
41	5,305,819	668,988			TOTAL ALL DEPARTMENTS		48,122,836	7,051,095					
42					PG3 L63 + PG4 L17 + P5 L13, L21, L39								
43					MOPAR EXPRESS LANE LABOR AND PARTS								
44					MOPAR EXPRESS LANE CP LABOR	596							
45					MOPAR EXPRESS LANE SERVICE CONTRACT LABOR	597							
46					MOPAR EXPRESS LANE WARRANTY LABOR	598							
47					MOPAR EXPRESS LANE INTERNAL LABOR	599							
48					MOPAR EXPRESS LANE TOTAL LABOR								
49					MOPAR EXPRESS LANE CP PARTS	591							
50					MOPAR EXPRESS LANE SERVICE CONTRACT PARTS	592							
51					MOPAR EXPRESS LANE WARRANTY PARTS	593							
52					MOPAR EXPRESS LANE INTERNAL PARTS	594							
53					MOPAR EXPRESS LANE TOTAL PARTS								
54					PERSONNEL SUMMARY					SERVICE			
55		GENERAL MANAGER	MANAGER	F&I MGR. NEW / USED	SALES PERSON	TECH. CDJR/AR/F	TECH. COMPETITIVE	CLERICAL	OTHER	TOTAL	STALLS CDJR/AR/F	STALLS COMPETITIVE	
56	NEW	BB10	BB11	3	BB22 1	BB12 9		BB13	BB14 2	BB15 15			
57	USED	BB16	BB17	1	BB23 1	BB18 2		BB19	BB20 4	BB21 4			
58	SERVICE	CC08	CC09	1	CC10 2	CC13 7	CC14 3	CC11 3	CC12 1	CC15 17	CC16 19	CC17	
59	PARTS	DD04	DD05	1	DD06 2			DD07 2	DD08 2	DD09 5			
60	BODY	CC18	CC19	1	CC20 1	CC23 3	CC24 3	CC21 2	CC22 2	DD01 7	DD02	DD03	
61	ADM / OFFICE	DD10	DD11	2				DD12 12	DD13 14	DD14 14			
62	TOTAL	DD15	DD16	9	CC02 2	DD17 16	DD20 10	DD21 3	DD18 15	DD19 7	DD22 62	DD23 19	DD24
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2022 STATEMENT OF INCOME AND EXPENSE

Table with columns: DEPARTMENTAL SUBTOTALS, NEW VEHICLE DEPT. (MONTH, YEAR-TO-DATE), USED VEHICLE DEPT. (MONTH, YEAR-TO-DATE). Rows include: TOTAL DEPT. SALES, GROSS PROFIT, TOT. VARIABLE SALES EXPENSE, NET DEPT. PROFIT, FIXED EXPENSE ACCOUNT NAME (SALARIES & WAGES, EMPLOYEE BENEFITS, PAYROLL TAXES, etc.).

Table with columns: DEPARTMENTAL SUBTOTALS, MECHANICAL (MONTH, YEAR-TO-DATE), PARTS (MONTH, YEAR-TO-DATE), BODY & PAINT (MONTH, YEAR-TO-DATE). Rows include: TOTAL DEPT. SALES, GROSS PROFIT, NET DEPT. PROFIT, FIXED EXPENSE ACCOUNT NAME (SALARIES & WAGES, EMPLOYEE BENEFITS, PAYROLL TAXES, etc.).

Table with columns: AGING =>, 1-30 days, 31-60 days, 61-90 days, 91-120 days, 121 days & OVER, ALLOW. FOR DOUBTFUL. Rows include: SERV. & PARTS ACCTS., VEHICLE ACCTS., CUSTOMER NOTES, OTHER REC., WARR. SERVICE A/C 116A, WARRANTY SUSPENSE, OFFICERS & EMP. ACCTS.

OPERATING INFORMATION - LEASING AND RENTAL

DEALER **LAKESHORE C/P/D**

CITY **SLIDELL**

STATE **LA 70461**

FOR PERIOD OF **01/01/22** TO **09/30/22** ① DIVISION **CHRY** ② ZONE **BC NAME** ③ GROUP **E** ④ CODE **68183** ⑤

LINE	VEHICLE ANALYSIS (UNITS)				CURR. INCOME (DOLLARS ONLY)		CAPITAL ANALYSIS (DOLLARS ONLY)			
	IN SERVICE:	CARS	TRUCKS	TOTAL	JANUARY	FEBRUARY	ACCOUNTS RECEIVABLE			
1	LEASE-OPEN END						1-30	\$		
2	CLOSED END						31-60	\$		
3	RENTAL						61-OVER	\$		
4	ON HAND									
5	TOTAL									
6	MAKES:									
7	CHRYSLER									
8	(SPECIFY)									
9	(SPECIFY)									
10	(SPECIFY)									
11	TOTAL									
12										

LINE	MONTH (DOLLARS ONLY)				ACCOUNT		YEAR-TO-DATE (DOLLARS ONLY)					
	LEASE INCOME		RENTAL INCOME	TOTAL	NAME	NO.	TOTAL	LEASE INCOME				RENTAL INCOME
	OPEN END	CLOSED END						OPEN END	CLOSED END			
15												
16	MAINT.	NON MAINT.	MAINT.	NON MAINT.								
17					LEASE	803-8						
18					RENTAL (BASIC)	807-8						
19					RENTAL (MILEAGE)	807-8						
20					GAIN / LOSS VEHICLE	809-8						
21												
22					TOTAL INCOME	615						

LINE	MONTH (DOLLARS ONLY)				ACCOUNT	NO.	TOTAL	YEAR-TO-DATE (DOLLARS ONLY)			
	OPEN END	CLOSED END	RENTAL INCOME	TOTAL				OPEN END	CLOSED END	RENTAL INCOME	TOTAL
24	DIRECT EXPENSES										
25					GASOLINE	920-8					
26					MAINT. & REPAIR	922-8					
27					LICENSE TITLE & TAX	927-8					
28					DEPR.	928-8					
29					INSURANCE	929-8					
30					INTEREST	930-8					
31											
32											
33											
34					TOTAL DIRECT EXPS. GROSS INCOME						

LINE	MONTH (DOLLARS ONLY)				ACCOUNT	NO.	TOTAL	YEAR-TO-DATE (DOLLARS ONLY)			
	OPEN END	CLOSED END	RENTAL INCOME	TOTAL				OPEN END	CLOSED END	RENTAL INCOME	TOTAL
36	SELLING EXPENSES										
37					SAL. WAGES & COMM.	940-8					
38					COMPANY CARS	945-8					
39					PICK-UP & DELIVERY	947-8					
40					ADVERT. & PROMOTION	949-8					
41					BAD DEBTS	951-8					
42					MISC.	955-8					
43											
44											
45											
46											
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48											
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56											
57											
58											
59					TOTAL SELLING EXPS.						
60											
61					TOTAL EXPENSES	715					
62											
63					NET L&R INCOME						

64 **VEHICLE ANALYSIS** - Classify all vehicles in the fleet as indicated. Units on hand at month-end (which are not out on lease or rental) should be included so as to arrive at "total fleet". Identify total fleet by manufacturer makes. Line 6 and Line 12. Totals must agree.

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67 **CAPITAL ANALYSIS** - Accounts Receivable represents TOTAL leasing activity receivables included in Other Receivables (A/C 114); Balance Sheet, Page 1, Line 11. Age and report applicable "Past Due" receivables as indicated. Lease Vehicles Net represents net depreciated amount as reported for Account 156, Balance Sheet, Page 1, Line 61. Inventory Finance Liability must agree with Account 256, Balance Sheet, Page 1, Line 35. Net Equity represents the difference between "Net" amount and "Liability".

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71 **LINE 23-TOTAL INCOME** - Must agree with "Vehicle Lease and Rental Income", Account 615, Financial Statement, Page 2, Line 79.

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73 **LINE 61-TOTAL EXPENSE** - Add Lines 34 and 59 - must agree with "Vehicle Lease and Rental Expense", Account 715, Financial Statement, Page 2, Line 79.

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