

CHART OF ACCOUNTS

<u>Account #</u>	<u>Account Name</u>	<u>Account Type</u>	<u>Usual Debit</u>	<u>Usual Credit</u>	<u>PCL Chain</u>
1010	Cash	Asset	x		1,3,2
1110	CIT	Asset	x		1,3,3
1210	Accounts Recievable - Parts, Service, Body	Asset	x		1,3,7
1220	Accounts Recievable - Incentives	Asset	x		1,3,8
1310	New Vehicle Inventory	Asset	x		1,3,12
1320	Pre-Owned Vehicle Inventory	Asset	x		1,3,13
1510	Computer Equipment	Asset	x		1,3,19
2110	Accounts Payable - Trade	Liabilities		x	1,7,2
2130	Notes Payable - New (Floorplan)	Liabilities		x	1,7,3
2150	Current Portion of Long Term Debt	Liabilities		x	1,7,4
2710	Long Term Debt - Notes Payable	Liabilities		x	1,7,9
3300	Paid In Capital	Equity		x	1,7,15
3900	Retained Earnings	Equity		x	1,7,16
4010	Sales - New Vehicle	Sales/Income		x	2,2,2
4020	Sales - Pre-Owned Vehicle	Sales/Income		x	2,2,2
5010	Cost of Sales - New Vehicle	Cost Of Sales	x		
5020	Cost of Sales - Pre-Owned Vehicle	Cost Of Sales	x		
6010	Sales Compensation	Expense	x		2,2,6
6210	Floorplan Interest Expense	Expense	x		2,2,9
6220	Advertising Expense	Expense	x		2,2,10
7020	Rent Expense	Expense	x		2,2,14
7030	Other Interest Expense	Expense	x		2,2,15
8000	Other Income	Sales/Income		x	

PCL Chain is a mapping reference to the financial statement Page, Column and Line number.

Important There is no PCL for Cost of Sales because most financial statements do not show cost of sales. Line 2 of the income statement is Sales. Line 3 is Gross Profit. Gross Profit is Sales less Cost of Sales (COS). A simple example: Sell a vehicle for \$33,500. The cost of the vehicle (COS) is \$32,100 so the GP is \$1,400. The GP PCL is 2,2,3. There is no Gross Profit account. It is the difference between Sales and COS.

Account Name

DR	CR	Account #	DR	CR
1	Cash	1010	500,000	
	Current Portion of Long Term Debt	2150		92,000
	Notes Payable - Long Term Debt	2710		408,000

The dealer is planning some capital improvements in the service department.
 Start of the month, take out a 5 year working capital loan for \$500,000 (DR) increases cash.
 The next 12 payments (the current portion of the loan) total \$92,000(CR).
 The 48 payments (\$408,000 CR) after that are considered long term (months 13 to 60)
 Cash goes up, current and long-term loans go up.

2	Cash	1010	2,000	
	Contracts in Transit	1110	30,000	
	A/R Incentives	1220	1,500	
	Sales - New Vehicle	4010		33,500
	Cost of Sales - New Vehicle	5010	32,100	
	Inventory - New Vehicle	1310		32,100

You sell a new vehicle for \$33,500 (CR). The customer puts \$2,000 (DR) cash down and applies \$1,500 (DR) factory incentive to the deal. The balance, \$30,000 (DR) is financed through the F&I Office. The vehicle cost is \$32,100 (DR & CR)
 Note: Two parts to the transaction; revenue recognition and inventory reduction.
 Revenue: Cash goes up (down payment), CIT goes up, A/R Receivable goes up, revenue goes up
 Inventory: Cost of sale goes up, inventory goes down.
 The gross profit on the deal is the sale price less the cost of sale (inventory cost).

3	Cash	1010	30,000	
	Contracts in Transit	1110		30,000
	Notes Payable - New (Floorplan)	2130	32,100	
	Cash	1010		32,100

Three days later the deal is funded and you receive the \$30,000 (DR & CR) in your checking account due on the CIT.
 You immediately pay the floorplan amount of \$32,100 (DR & CR) on that vehicle to remain in Trust
 Cash goes up, CIT goes down, Floorplan goes down, Cash goes down.

4	Cash	1010	20,000	
	Other Income	8000		20,000

The dealer receives \$20,000 (DR & CR) from their OEM. This is an incentive tied to their overall facility compliance standard. The dealer elects to recognize this payment "below the line" in other income as it does not directly tie to a specific department.

Cash goes up, other income goes up.

5	Notes Payable - Long Term Debt	2710		7,541	
	Other Interest Expense	7030		1,667	
	Cash		1010		9,208

At the end of the month it is time to make the first loan payment on the working capital loan. The payment amounts are \$7,541 (DR) principal, \$1,667 (DR) interest. Total cash out the door is \$9,208 (CR). Notice you reduced the long term debt, not the current portion. That is because until you have less than 12 future payments there will always be 12 months in the current portion.

Notes Payable goes down, Interest Expense goes up, Cash goes down.

6	Computer Equipment	1510		15,000	
	Accounts Payable - Trade		2110		15,000

The service department purchases 10 iPads for technicians to use and communicate with customers. These assets will be capitalized (not immediately expensed). The invoice will be paid 30 days after delivery. Total expenditure is \$15,000 (DR & CR).

Fixed Assets go up, Accounts Payable goes up.

7	Cash	1010		8,500	
	Accounts Receivable - Parts, Service, Body Shop		1210		8,500

Jake's Body Shop pays invoice #1235 due for parts purchased last month. The total is \$8,500 (DR & CR). Cash goes up, A/R goes down.

8	Payroll Expense	6010		15,000	
	Floorplan Interest Expense	6210		1,000	
	Advertising Expense	6220		9,000	
	Rent Expense	7020		6,000	
	Cash		1010		31,000

For illustration purposes, all these expenses happen on the same day, cash is leaving the building for various reasons. Payroll \$15,000 (DR), Floorplan Interest \$1,000 (DR) Advertising \$9,000 (DR) and Rent \$6,000 (DR). Total checks written \$31,000 (CR) All Expenses go up, Cash goes down.

711,408 711,408

T ACCOUNTS

+	-
CASH	
800,000	Beg Bal
500,000	
2,000	
30,000	
	32,100
20,000	
8,500	9,208
	31,000
<u>1,288,192</u>	End Bal

+	-
CIT	
150,000	Beg Bal
30,000	30,000
<u>150,000</u>	End Bal

+	-
A/R INCENTIVES	
15,000	Beg Bal
1,500	
<u>16,500</u>	End Bal

-	+
PAID IN CAPITAL	
Beg Bal	1,000,000
End Bal	<u>1,000,000</u>

-	+
SALES NEW	
Beg Bal	500,000
	33,500
End Bal	<u>533,500</u>

-	+
RETAINED EARNINGS	
Beg Bal	262,500
End Bal	<u>262,500</u>

-	+
SALES PRE-OWNED	
Beg Bal	500,000
End Bal	<u>500,000</u>

+	-
A/R P,S,BS	
30,000	Beg Bal
	8,500
<u>21,500</u>	End Bal

+	-
INVENTORY PRE OWNED	
400,000	Beg Bal
400,000	End Bal

+	-
COS NEW	
475,000	Beg Bal
32,100	
<u>507,100</u>	End Bal

+	-
COS PRE-OWNED	
450,000	Beg Bal
450,000	End Bal

+	-
INVENTORY NEW	
1,650,000	Beg Bal
	32,100
<u>1,617,900</u>	End Bal

-	+
A/P TRADE	
Beg Bal	35,000
	15,000
End Bal	<u>50,000</u>

+	-
SALES COMPENSATION	
0	Beg Bal
15,000	
<u>15,000</u>	End Bal

+	-
FLOORPLAN INTEREST EXP	
0	Beg Bal
1,000	
<u>1,000</u>	End Bal

+	-
COMPUTER EQUIPMENT	
2,500	Beg Bal
15,000	
<u>17,500</u>	End Bal

-	+
ST PORTION OF LTD	
Beg Bal	0
	92,000
End Bal	<u>92,000</u>

+	-
ADVERTISING EXP	
0	Beg Bal
9,000	
<u>9,000</u>	End Bal

+	-
RENT EXP	
0	Beg Bal
6,000	
<u>6,000</u>	

-	+
NOTES PAYABLE - NEW	
Beg Bal	1,675,000
32,100	
End Bal	<u>1,642,900</u>

-	+
LTD - NOTES PAYABLE	
Beg Bal	0
	408,000
7,541	
End Bal	<u>400,459</u>

+	-
OTHER INTEREST EXP	
0	Beg Bal
1,667	
<u>1,667</u>	End Bal

+	-
OTHER INCOME	
Beg Bal	0
	20,000
End Bal	<u>20,000</u>

2020 OEM FINANCIAL STATEMENT			
Month/Year	Jan-20	Through	Jan-20

INCOME STATEMENT

Month: January

YTD: January

	Acct #	Amount	1	Acct #	Amount	
Sales		1,033,500	2			
Gross Profit		76,400	3			
			4			
<u>Variable Expenses</u>			5			
Sales Compensation	6010	15,000	6			
			7			
<u>Semi-Variable Expenses</u>			8			
Floorplan Interest	6210	1,000	9			
Advertising	6220	9,000	10			
			11			
			12			
<u>Fixed Expenses</u>			13			
Rent	7020	6,000	14			
Other Interest	7030	1,667	15			
			16			
Total Expenses		32,667	17			
			18			
Operating Profit		43,733	19			
			20			
Other Adds / Deducts		20,000	21			
			22			
Net Profit		63,733	23			

2020 OEM FINANCIAL STATEMENT						
Month/Year	Jan-20	Through	Jan-20			
BALANCE SHEET						
ANSWER KEY						
Page 1						
Assets	Acct #	Amount	1	Liabilities	Acct #	Amount
Cash	1010	1,288,192	2	A/P Trade	2110	50,000
CT	1110	150,000	3	Notes Payable New	2130	1,642,900
Total Cash & Contracts		1,438,192	4	Current Portion of LTD	2150	92,000
			5			
Receivables			6	Total Current Liabilities		1,784,900
A/R Parts Service BS	1210	21,500	7			
A/R Incentives	1220	16,500	8	Long Term Debt (LTD)		
Net Receivables		38,000	9	Notes Payable	2710	400,459
			10			
Inventories			11	Total Liabilities		2,185,359
New Vehicle	1310	1,617,900	12			
Pre-Owned Vehicles	1320	400,000	13	Net Worth		
Total Inventories		2,017,900	14			
			15	Paid In Capital	3300	1,000,000
Total Current Assets		3,494,092	16	Retained Earnings	3900	262,500
			17			
Fixed Assets			18	Current Earnings		
Computer Equipment	1510	17,500	19	January		63,733
			20			
			21	Total Net Worth		1,326,233
			22			
Total Assets		3,511,592	23	Total Liab & Net Worth		3,511,592

2020 OEM FINANCIAL STATEMENT							
Month/Year	Jan-20	Through	Jan-20				
INCOME STATEMENT							
ANSWER KEY							
Page 2							
	Month: January	Acct #	Amount	1	YTD: January	Acct #	Amount
Sales			1,033,500	2			
Gross Profit			76,400	3			
				4			
Variable Expenses				5			
Sales Compensation		6010	15,000	6			
				7			
Semi-Variable Expenses				8			
Floorplan Interest		6210	1,000	9			
Advertising		6220	9,000	10			
				11			
				12			
Fixed Expenses				13			
Rent		7020	6,000	14			
Other Interest		7030	1,667	15			
				16			
Total Expenses			32,667	17			
				18			
Operating Profit			43,733	19			
				20			
Other Adds / Deducts			20,000	21			
				22			
Net Profit			63,733	23			