

CASH DAYS' SUPPLY

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Cash			2,276,672	1	Asset	1-2
Contracts in Transit	+		2,553,358	1	Asset	3
Vehicle Receivables	+		313,134	1	Asset	7-8
Market Securities	+		0	1	Asset	
Net Cash Available	=		<u>5,143,164</u> A			

YTD Total Expenses			2,159,043	2	YTD	61
YTD <u>Service Sales</u>	+	1,128,104		3	YTD	1
YTD <u>Service Gross</u>	-	748,690		3	YTD	2
YTD Total Cost of Labor	=	+	<u>379,414</u>			
YTD Total Expense & Cost Of Labor	=		<u>2,538,457</u>			
Statement Month	÷		<u>2</u>			
Average YTD Total Expense and Cost of Labor			<u>1,269,229</u> B			

Net Cash Available			5,143,164 A			
Average YTD Total Expense and Cost of Labor	÷		<u>1,269,229</u> B			
Cash Months' Supply	=		4.05			
Number of Days in a Month	×		<u>30</u>			
Cash Days Supply	=		<u>122</u>			Guide = 90



INVENTORY FLOORPLAN GAP (Trust Position)

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New Vehicle Inventory		944,032	1	Asset	32
Holdback Receivable	+	0		Asset	
Total Inventory Value	=	944,032			
Notes Payable: New Vehicle	-	1,667,632	1	Liab	20
Inventory Floorplan Gap	=	-723,600			

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.



CONTRACTS IN TRANSIT DAYS' SUPPLY

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Contracts-in-transit			2,553,358
Current Month New Retail Sales Dollars		4,992,672	
Current Month Pre-Owned Retail Sales Dollars	+	3,693,774	
Sub total Current Month New & Pre-Owned Retail Sales	=	÷	8,686,446
Months' Supply of Contracts-in-Transit		=	0.294
Number of Days in Month		×	30
Days Supply of Contracts-in-Transit		=	<u>9</u>

1	Asset	3
2	Month	1
2	Month	1

Guide = 3



WORKING CAPITAL

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MOST MANUFACTURERS

Total Current Assets		11,123,288	1	Asset	60
LIFO Reserve (if listed as a deduct from current assets)	+	0	1	Asset	
Current Liabilities	-	4,461,129	1	Liab	38
Current Portion of Long-Term Debt (if memo)	-	0	1	Liab	
Working Capital	=	6,662,159			

Working Capital Guide (OEM Provides)		6,662,159	1	Memo	53
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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		0	1	Asset	
LIFO Reserve	+	0	1	Asset	
Current Liabilities and Deferred Taxes	-	0	1	Liab	
Working Capital	=	0	1	Memo	

Working Capital Guide (OEM Provides)		0	1	Memo	
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