

Dealership Name: BENSON KIA
Address: 1098 N PINE ST
City, State: SPARTANBURG SC 293043447

Month: 3
Year: MAR 2023
Dealer Code #: SC034
Reg./Dist. #: S007

DEALER FINANCIAL STATEMENT

Table with columns: ACCT. NO., AMOUNT, OMT. CENTS, ASSETS, LIABILITIES, ACCOUNTS PAYABLE, ACCOUNTS RECEIVABLE, AMOUNT, ACCT. NO., OMT. CENTS. Rows include CASH AND CONTRACTS, RECEIVABLES, INVENTORIES, NET CUSTOMER/DISTRIBUTOR RECEIVABLES, NET CURRENT LIABILITIES, NET WORTH, and CURRENT EARNINGS BEFORE TAXES.

CURRENT FINANCIAL SUMMARY table with columns: Description, Amount, Net Cash, Average Monthly Expense, Mo Supply, Net Cash Coverage. Totals: Net Cash 4102963, Average Monthly Expense 340198, Mo Supply 12.1, Net Cash Coverage 5725469.

TOTAL INCOME AND EXPENSE

PG 3	ACCT. NO.	NAME OF ACCOUNT	(3) USED VEHICLE DEPARTMENT			(4) SERVICE DEPARTMENT			(5) BODY SHOP DEPARTMENT			(6) PARTS AND ACCESS. DEPARTMENT		
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE		
1		TOTAL SALES	1085983	3089020	119997	331460				177329	492236			
2		TOTAL GROSS PROFIT	161668	377654	86947	246823				59141	165185			
3		DEPARTMENTAL SELLING EXPENSES												
4	7000	Sales Compensation	24575	68114										
5	7010	Supervision Compensation	31059	82845	20855	61456				9580	28010			
6	7040	Advertising - Departmental	24771	62491	3354	4777				197	692			
7	7049	Advertising Support												
8	7020	Delivery Expenses	1448	4745										
9	7030	F & I - Service Contracts Compensation	7648	23663										
10	7050	Interest - Floor Plan	1512	3814										
11		TOTAL SELLING EXPENSES (LINES 4-10)	91013	245672	24209	66233				9777	28702			
12		DEPARTMENTAL OPERATING EXPENSES												
13	7110	Policy Adjustments	230	612	1517	9744				1				
14	7120	Claims Adjustments												
15	7140	Demos. & Company Vehicles - Dept'l			309	899								
16	7150	Inventory Maintenance												
17	7160	Personnel Training	623	2095	415	1593				272	882			
18	7170	Outside Services - Departmental	5428	15517	1255	3552				767	2123			
19	7180	Freight												
20	7190	Supplies & Small Tools	1519	5113	17	-2058				114	791			
21	7200	Laundry & Uniforms												
22	7210	Depr. - Equip. & Vehicles - Dept'l.												
23	7220	Equip. - Maint., Repair & Rental - Dept'l.												
24	7230	Miscellaneous Expenses												
25	7250	Salaries & Wages	3958	11693	20573	59868				122	1077			
26	7260	Clerical Salaries	2866	8298	1167	3260				6331	17784			
27	7270	Vacation & Time Off Pay	390	1170	645	1935				75	225			
28		TOTAL OPERATING EXPENSES (LINES 13-27)	15014	44498	25898	78793				8477	25041			
29		TOTAL SELLING & OPER. EXPS. (LINES 11 & 28)	106027	290170	50107	145026				18254	53743			
30		TOTAL SELL. & OPER. EXPS. % OF GROSS PROFIT	6558 %	7683 %	5763 %	5876 %				3087 %	3254 %			
31		DEPT'L. PROFIT (LOSS) (LINE 2 LESS LINE 29)	55641	87484	36840	101797				40887	111442			
32		OVERHEAD EXPENSES												
33	7400	Rent & Equivalent	2500	6000	3375	8100				2500	6000			
34	7410	Salaries & Wages - Admin. & General												
35	7420	Owners Salaries	3300	9900	2400	7200				900	2700			
36	7430	Payroll Taxes	1280	4068	4506	13944				613	2211			
37	7440	Employee Benefits	1944	-581	4467	9287				746	355			
38	7450	Pension Fund / Profit Sharing	204	625	468	1458				126	433			
39	7460	Advertising - General & Institutional												
40	7470	Printed Forms & Office Supplies	143	360	20	298				10	72			
41	7480	Computer Systems Services	10757	31469	2675	7927				1987	6568			
42	7490	Outside Services - Gen. & Institutional												
43	7500	Company Vehicles - Administration												
44	7510	Contributions	175	292	100	167				50	83			
45	7520	Dues & Subscriptions	96	334	221	773				96	232			
46	7530	Telephone	246	694	205	578				123	347			
47	7540	Legal & Auditing	125	350	125	350				125	350			
48	7550	Postage	647	1801	45	246				23	93			
49	7560	Travel & Entertainment												
50	7570	Heat, Light, Power & Water	609	2045	972	3751				406	1487			
51	7580	Furniture, Signs, Chargers, Fixtures, Equip Repairs/Install	1748	3631	1367	4366				467	1048			
52	7590	Depr. - Furn, Signs, Chargers, Fixtures & Equip	1139	3418	1538	4614				1139	3418			
53	7600	Insurance - Other Than Bldgs. & Improve.	1103	1960	1489	2645				1103	1959			
54	7650	Insurance Expenses												
55	7630	Taxes - Real Estate	999	2997	407	1221				407	1221			
56	7610	Taxes - Other Than R.E., Pay. & Income												
57	7640	Interest Real Estate Mortgage												
58	7620	Interest - Other Than Floor Plan & Real Estate Mortgage												
59		TOTAL OVERHEAD EXPENSES (LINES 33-58)	27015	69363	24380	66925				10821	28577			
60		TOTAL EXPENSES (LINES 28 & 59)	133042	359533	74487	211951				29075	82320			
61		ADJUSTED DEPT. PROFIT (LOSS) (LINE 2 LESS LINE 60)	28626	18121	12460	34872				30066	82865			

EXPENSE PRORATION KUS GUIDE

LINE NO.	UNITS	SALES	GROSS PROFIT	PER UNIT	NEW VEHICLES	ACCT. NO.	UNITS	SALES	GROSS PROFIT	PER UNIT
1	2	83196	5355	2678	New Vehicle - Kia - Sportage HEV / Plug In - Retail	4009	9	363200	30183	3354
2	16	560592	51373	3211	New Vehicle - Kia - Sportage - Retail	4010	34	1155447	73579	2164
3	2	48302	2745	1373	New Vehicle - Kia - Soul - Retail	4011	7	167186	11000	1571
4	3	62058	2433	811	New Vehicle - Kia - Rio - Retail	4030	9	180176	5538	615
5	8	243577	16617	2077	New Vehicle - Kia - K5 - Retail	4040	14	431636	30705	2193
6					New Vehicle - Kia - Carnival - Retail	4050				
7	8	183181	7175	897	New Vehicle - Kia - Forte - Retail	4060	18	423890	18168	1009
8	2	75095	5326	2663	New Vehicle - Kia - Sorento - Retail	4070	12	478596	32568	2714
9	1	46570	3891	3891	New Vehicle - Kia - Sorento HEV / Plug In - Retail	4071	6	267636	18568	3095
10	1	33395	293	293	New Vehicle - Kia - Niro HEV / Plug In - Retail	4045	4	141585	1046	262
11					New Vehicle - Kia - Niro EV - Retail	4046				
12	3	84748	6615	2205	New Vehicle - Kia - Seltos - Retail	4047	18	482845	34629	1924
13	1	60550	3052	3052	New Vehicle - Kia - EV 6 - Retail	4049	2	113214	5822	2911
14	4	179447	11589	2897	New Vehicle - Kia - Telluride - Retail	4055	23	1108104	97652	4246
15					New Vehicle - Kia - EV 9 - Retail	4056				
16					New Vehicle - Kia - Stinger - Retail	4095				
17			8250	162	New Vehicle Dealer Cash Incentives - Kia	6099			19750	127
18	51	1660711	124714	2445	TOTAL KIA NEW VEHICLE RETAIL		156	5313515	379208	2431
19					FINANCE & INSURANCE KIA NEW					
20	59	32933	19578	332	After Market Products - Kia	4250	166	108401	67963	409
21	14	35530	17008	1215	Service Contracts & Gap - New - Kia	4270	36	93081	45434	1262
22					Service Contracts & Gap - New - Kia EV	4272				
23	2	1995	794	397	Prepaid Maintenance Contracts - New - Kia	4271	10	13855	7614	761
24					Prepaid Maintenance Contracts - New - Kia EV	4273				
25	40		52371	1309	Finance Income - New - Kia - Retail	6280	121		152696	1262
26					Finance Income - New - Kia - Lease	6281				
27					Finance Income - New - Kia EV	6282				
28	21		10058	479	Insurance Income - New - Kia	6290	66		31741	481
29					Insurance Income - New - Kia EV	6291				
30			19609	-144	Adjustments F & I and Service Contracts - New - Kia	6295			59354	-380
31	136	70458	80200	1573	TOTAL KIA NEW F & I DEPARTMENT		399	215337	246094	1578
32					New Vehicle - Kia - Fleet	4200				
33					Cost of Sale LIFO Adj. - New - Kia	6297				
34	51	1731169	204914	4018	TOTAL KIA NEW VEHICLE DEPARTMENT		156	5528852	625302	4008
35					New Vehicles - Other - Retail - After Incentives	4220				
36					New Vehicles - Other - Fleet - After Incentives	4230				
37					Service Contracts & Gap - New - Other	4276				
38					Prepaid Maintenance Contracts - New - Other	4277				
39					Finance Income - New - Other - Retail	6286				
40					Finance Income - New - Other - Lease	6287				
41					Insurance Income - New - Other	6296				
42					Less: Repo Losses - Total New	6299				
43					Adjustments F&I and Contracts - New - Other	6294				
44					Cost of Sale LIFO Adj. - New - Other	6298				
45					TOTAL OTHER VEHICLE DEPARTMENT					
46	51	1731169	204914	4018	TOTAL NEW VEHICLE DEPARTMENT		156	5528852	625302	4008
47	34	786218	76651	2254	Used Retail After Recon - Kia Operations	4301	89	1975490	151959	1707
48			37942	-1116	Memo: Used Retail Reconditioning - Kia Operations	6312			107351	-1206
49	6	138279	7882	1314	CPO Kia Car Retail	4303	23	537213	36194	1574
50					Memo: CPO Kia Car Retail Reconditioning	6317			32281	-1404
51			9512	-1585	CPO Kia Truck Retail	4304				
52					Memo: CPO Kia Truck Retail Reconditioning	6318				
53	40	924497	84533	2113	TOTAL USED / CPO RETAIL - KIA OPERATIONS		112	2512703	188153	1680
54					Kia Demos and Daily Rentals / Fleet Resale	4315				
55	15	57986	11294	753	Used Vehicles Wholesale - Kia Operations	4320	43	292595	13212	307
56			-1521	-38	Adjustment - Used F&I / Inventory Kia Operations	6330			-2921	-26
57	47	30889	15832	337	After Market Products - Used Kia Operations	4385	129	88397	48387	375
58	36	71689	31545	876	Service Contracts & Gap - Used Kia Operations	4370	99	192493	71909	726
59	1	922	196	196	Prepaid Maintenance Contracts - Used Kia Operations	4371	4	2832	-52	-13
60	22		19789	900	F & I Income - Used Kia Operations	6380	67		58966	880
61	40	1085983	161668	4042	KIA OPERATIONS USED VEHICLE DEPT.		112	3089020	377654	3372
62					Used Retail After Recon - Other	4310				
63					CPO Retail - Other	4307				
64					Memo: CPO Retail - Other Reconditioning	6319				
65					Demos and Daily Rentals / Fleet Resale - Other	4316				
66					Used Vehicles Wholesale - Other	4321				
67					Adjustment - Used F&I / Inventory - Other	6331				
68					After Market Products - Used Other	4386				
69					F & I, Service Contracts, Gap Prepaid MT - Used Other	4381				
70					OTHER FRANCHISE USED VEHICLE DEPT.					
71					Less: Repo Losses - Total Used	6399				
72					Cost of Sale LIFO Adj. - Used	6397				
73	40	1085983	161668	4042	TOTAL USED KIA & OTHER VEHICLE DEPARTMENT		112	3089020	377654	3372
74	91	2817152	366582	4028	TOTAL VEHICLE DEPARTMENT		268	8617872	1002956	3742

LINE NO.	CT/RO WRITTEN	SALES	GROSS PROFIT	GR% SALES	SALES	GROSS PROFIT	GR% SALES	
1	235	42897	31189	72.7	116021	84905	73.2	
2	273	8223	6311	76.7	21504	16577	77.1	
3	254	21221	14330	67.5	63608	42117	66.2	
4								
5								
6	158	42887	34099	79.5	122661	97207	79.2	
7		4769	187	3.9	7566	295	3.9	
8	920	119997	86116	71.8	331360	241101	72.8	
9	920	119997	86116	71.8	331460	241176	72.8	
10								
11								
12								
13								
14								
15			(-831)			(-5647)		
16	920	119997	86947	72.5	331460	246823	74.5	
17								
18								
19								
20								
21								
22								
23								
24								
25	200	34409	13618	39.6	87594	32528	37.1	
26	271	4599	1698	36.9	10395	3601	34.6	
27	75	45199	17437	38.6	150245	58909	39.2	
28	92	33462	13871	41.5	95905	39860	41.6	
29								
30	21	3229	1017	31.5	13285	4013	30.2	
31	120	32892	7486	22.8	78663	15465	19.7	
32	48	15486	1834	11.8	34775	7035	20.2	
33								
34	779	169276	56961	33.6	470862	161411	34.3	
35	779	169276	56961	33.6	470862	161411	34.3	
36								
37								
38								
39								
40								
41								
42			165			551		
43		8053	2015	25.0	21374	3223	15.1	
44								
45		177329	59141	33.4	492236	165185	33.6	
46		297326	146088	49.1	823696	412008	50.0	
47		3114478	512670	16.5	9441568	1414964	15.0	
48	EFFECTIVE LABOR RATE (MO): Kia MECH OTHER MECH EV MECH				POSTED / LABOR RATE	Kia MECH	OTHER MECH	EV MECH
49	CUSTOMER	108.65			152.99			
50	WARRANTY	99.43			107.50			
51	INTERNAL	114.64			130.00			
52								
53	VEHICLE ATTENDANCE COUNT				TECHNICIAN HOURS			
54					AVAILABLE	751.50		
55					ACTUAL	512.30		
56					SOLD HOURS	747.20		
57								

PERSONNEL SUMMARY

	NEW	USED	F & I	Kia SERV.	BODY SHOP	Kia PARTS	ADM.	TOTAL*
Dealer(s)								
Managers / Foremen	1.0	1.0	1.0	1.0	1.5	1.5		6.0
Salespersons / Asst. Service Mgrs.	5.0	4.0		2.0	1.0	1.0		12.0
Service / Body Shop Technicians	1.0	1.0		6.0				6.0
Clerical	2.0	2.0		0.5				3.0
Other	9.0	8.0	1.0	1.0				5.0
TOTAL PERSONNEL	9.0	8.0	1.0	11.0	3.0			32.0

LINE NO.	CURRENT MONTH			DEPARTMENTAL SALES GROSS PROFIT			YEAR TO DATE					
	CTIRO WRITTEN	SALES	GROSS PROFIT	G.P.% SALES	SERVICE/DEPARTMENT (EV/VEHICLES)	ACCT. NO.	CTIRO WRITTEN	SALES	GROSS PROFIT	G.P.% SALES		
1					Customer Mechanical Labor - EV	4403	1	100	75	75.0		
2					Customer Express Service - EV	4404						
3					Warranty Claims Mechanical Labor - EV	4422						
4					Service Contracts / Prepaid MT Sales - EV	4424						
5					Internal Mechanical Labor - EV	4432						
6					Sublet Repairs - Mechanical - EV	4462						
7					SERVICE LABOR - EV VEHICLES		1	100	75	75.0		
8	CTIRO WRITTEN	SALES	GROSS PROFIT	G.P.% SALES	PARTS & ACCESSORIES (EV/VEHICLES)	ACCT. NO.	CTIRO WRITTEN	SALES	GROSS PROFIT	G.P.% SALES		
9					P & A R.O. Customer Mechanical - EV	4703						
10					P & A R.O. Customer Express Parts - EV	4704						
11					P & A R.O. Warranty Claims - EV	4722						
12					P & A R.O. Internal - EV	4732						
13					P & A R.O. Customer Body Shop - EV	4712						
14					P & A Counter - Retail - EV	4742						
15					P & A Internet and Wholesale - EV	4752						
16					Tire Sales - EV	4774						
17					PARTS & ACCESSORIES - EV VEHICLES							
18	ANALYSIS OF OPERATIONS											
19	ANALYSIS OF OPERATIONS			CURRENT MONTH			SAME MONTH AS PRIOR YEAR			CURRENT YEAR TO DATE		
20		DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES
21	TOTAL DOLLAR SALES	3114478						9441568				
22	NEW KIA GROSS	204914	658	51			156	625302	662			
23	NEW OTHER GROSS											
24	USED VEHICLE GROSS	161668	519	40			112	377654	400			
25	SERVICE GROSS	86947	279					246823	261			
26	BODY SHOP GROSS											
27	PARTS & ACCESS. GROSS	59141	190					165185	175			
28	TOTAL GROSS	512670	1646					1414964	1499			
29	TOTAL EXPENSES	378466	1215					1020595	1081			
30	OPER. PROFIT (LOSS)	134204	431					394369	418			
31	NET ADDITIONS OR REDUCTIONS	77839	250					239901	254			
32	TOTAL BONUSES											
33	NET PROFIT (LOSS) BEFORE TAXES	212043	681					634270	672			