

Chris-01

< 0

Great Job !

0 to 5,000

Neutral

5,000 to 10,000

Evaluate

> 10,000

Alert

Expense Reduction to Match BOC for Gross Potential

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$207,077				
Variable Selling	121.27%	38.93%	82.34%	\$170,507	\$2,046,089
Personnel	43.31%	18.75%	24.56%	\$50,858	\$610,298
Semi-Fixed	23.24%	12.64%	10.60%	\$21,950	\$263,402
Fixed	31.85%	10.33%	21.52%	\$44,563	\$534,756
Total	219.67%	80.65%		\$287,879	\$3,454,546
Used Vehicle Department					
Gross Per Month	\$325,786				
Variable Selling	57.24%	41.72%	15.52%	\$50,562	\$606,745
Personnel	11.37%	14.22%	-2.85%	-\$9,285	-\$111,419
Semi-Fixed	9.19%	9.12%	0.07%	\$228	\$2,737
Fixed	8.98%	7.80%	1.18%	\$3,844	\$46,131
Total	86.78%	72.86%		\$45,349	\$544,194
Service Department					
Gross Per Month	\$557,199				
Variable Selling	25.55%	25.89%	-0.34%	-\$1,894	-\$22,734
Personnel	10.95%	24.50%	-13.55%	-\$75,501	-\$906,006
Semi-Fixed	1.53%	7.41%	-5.88%	-\$32,763	-\$393,160
Fixed	8.60%	9.89%	-1.29%	-\$7,188	-\$86,254
Total	46.63%	67.69%		-\$117,346	-\$1,408,154
Body Shop Department					
Gross Per Month	\$116,844				
Variable Selling	53.45%	23.16%	30.29%	\$35,392	\$424,706
Personnel	44.24%	22.94%	21.30%	\$24,888	\$298,654
Semi-Fixed	32.05%	14.77%	17.28%	\$20,191	\$242,288
Fixed	18.65%	11.14%	7.51%	\$8,775	\$105,300
Total	148.39%	72.01%		\$89,246	\$1,070,948
Parts & Accessories Department					
Gross Per Month	\$317,530				
Variable Selling	24.03%	16.86%	7.17%	\$22,767	\$273,203
Personnel	14.29%	18.90%	-4.61%	-\$14,638	-\$175,657
Semi-Fixed	5.21%	9.68%	-4.47%	-\$14,194	-\$170,323
Fixed	7.69%	8.87%	-1.18%	-\$3,747	-\$44,962
Total	51.22%	54.31%		-\$9,812	-\$117,740
Grand Total				\$295,316	\$3,543,793

Andrew-02

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$324,832				
Variable Selling	52.51%	37.65%	14.86%	\$48,270	\$579,241
Personnel	11.94%	29.28%	-17.34%	-\$56,326	-\$675,911
Semi-Fixed	9.66%	13.54%	-3.88%	-\$12,603	-\$151,242
Fixed	17.10%	9.53%	7.57%	\$24,590	\$295,077
Total	91.21%	90.00%		\$3,930	\$47,166
Used Vehicle Department					
Gross Per Month	\$159,223				
Variable Selling	72.20%	36.17%	36.03%	\$57,368	\$688,418
Personnel	12.20%	16.79%	-4.59%	-\$7,308	-\$87,700
Semi-Fixed	11.36%	6.40%	4.96%	\$7,897	\$94,770
Fixed	13.07%	5.15%	7.92%	\$12,610	\$151,326
Total	108.83%	64.51%		\$70,568	\$846,813
Service Department					
Gross Per Month	\$308,811				
Variable Selling	5.69%	5.60%	0.09%	\$278	\$3,335
Personnel	45.47%	55.82%	-10.35%	-\$31,962	-\$383,543
Semi-Fixed	9.79%	17.19%	-7.40%	-\$22,852	-\$274,224
Fixed	11.55%	10.87%	0.68%	\$2,100	\$25,199
Total	72.50%	89.48%		-\$52,436	-\$629,232
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$187,291				
Variable Selling	1.59%	2.80%	-1.21%	-\$2,266	-\$27,195
Personnel	35.44%	34.88%	0.56%	\$1,049	\$12,586
Semi-Fixed	8.91%	11.78%	-2.87%	-\$5,375	-\$64,503
Fixed	14.81%	8.07%	6.74%	\$12,623	\$151,481
Total	60.75%	57.53%		\$6,031	\$72,369
Grand Total				\$28,093	\$337,115

Jose-03

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$71,937				
Variable Selling	44.86%	35.40%	9.46%	\$6,805	\$81,663
Personnel	44.16%	28.60%	15.56%	\$11,193	\$134,322
Semi-Fixed	31.78%	12.95%	18.83%	\$13,546	\$162,550
Fixed	35.28%	8.07%	27.21%	\$19,574	\$234,890
Total	156.08%	85.02%		\$51,119	\$613,425
Used Vehicle Department					
Gross Per Month	\$44,763				
Variable Selling	79.64%	35.63%	44.01%	\$19,700	\$236,400
Personnel	46.36%	23.97%	22.39%	\$10,022	\$120,268
Semi-Fixed	26.36%	12.04%	14.32%	\$6,410	\$76,920
Fixed	21.33%	6.35%	14.98%	\$6,705	\$80,465
Total	173.69%	77.99%		\$42,838	\$514,053
Service Department					
Gross Per Month	\$120,184				
Variable Selling	16.81%	13.26%	3.55%	\$4,267	\$51,198
Personnel	30.35%	42.10%	-11.75%	-\$14,122	-\$169,459
Semi-Fixed	5.05%	10.83%	-5.78%	-\$6,947	-\$83,359
Fixed	13.42%	7.51%	5.91%	\$7,103	\$85,234
Total	65.63%	73.70%		-\$9,699	-\$116,386
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$62,363				
Variable Selling	10.24%	3.75%	6.49%	\$4,047	\$48,569
Personnel	29.68%	34.34%	-4.66%	-\$2,906	-\$34,874
Semi-Fixed	17.68%	9.83%	7.85%	\$4,896	\$58,746
Fixed	20.34%	7.75%	12.59%	\$7,852	\$94,219
Total	77.94%	55.67%		\$13,888	\$166,660
Grand Total				\$98,146	\$1,177,751

Brant-06

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$168,676				
Variable Selling	44.04%	43.23%	0.81%	\$1,366	\$16,395
Personnel	43.32%	23.91%	19.41%	\$32,740	\$392,880
Semi-Fixed	28.41%	13.58%	14.83%	\$25,015	\$300,176
Fixed	18.51%	11.05%	7.46%	\$12,583	\$150,999
Total	134.28%	91.77%		\$71,704	\$860,450
Used Vehicle Department					
Gross Per Month	\$127,208				
Variable Selling	39.03%	36.89%	2.14%	\$2,722	\$32,667
Personnel	28.84%	21.27%	7.57%	\$9,630	\$115,556
Semi-Fixed	20.74%	12.32%	8.42%	\$10,711	\$128,531
Fixed	9.20%	11.49%	-2.29%	-\$2,913	-\$34,957
Total	97.81%	81.97%		\$20,150	\$241,798
Service Department					
Gross Per Month	\$207,690				
Variable Selling	3.28%	5.80%	-2.52%	-\$5,234	-\$62,805
Personnel	51.90%	46.91%	4.99%	\$10,364	\$124,365
Semi-Fixed	9.33%	19.11%	-9.78%	-\$20,312	-\$243,745
Fixed	9.44%	9.91%	-0.47%	-\$976	-\$11,714
Total	73.95%	81.73%		-\$16,158	-\$193,899
Body Shop Department					
Gross Per Month	\$23				
Variable Selling	0.00%	0.87%	-0.87%	\$0	-\$2
Personnel	0.00%	26.12%	-26.12%	-\$6	-\$73
Semi-Fixed	0.00%	4.93%	-4.93%	-\$1	-\$14
Fixed	0.00%	18.14%	-18.14%	-\$4	-\$51
Total	0.00%	50.06%		-\$12	-\$140
Parts & Accessories Department					
Gross Per Month	\$121,434				
Variable Selling	1.58%	3.93%	-2.35%	-\$2,854	-\$34,244
Personnel	38.91%	31.85%	7.06%	\$8,573	\$102,879
Semi-Fixed	27.02%	13.44%	13.58%	\$16,491	\$197,888
Fixed	12.84%	6.72%	6.12%	\$7,432	\$89,181
Total	80.35%	55.94%		\$29,642	\$355,704
Grand Total				\$105,326	\$1,263,913

Frank-07

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$178,784				
Variable Selling	43.91%	30.62%	13.29%	\$23,760	\$285,125
Personnel	36.24%	30.72%	5.52%	\$9,869	\$118,427
Semi-Fixed	16.33%	9.83%	6.50%	\$11,621	\$139,452
Fixed	33.73%	11.27%	22.46%	\$40,155	\$481,860
Total	130.21%	82.44%		\$85,405	\$1,024,864
Used Vehicle Department					
Gross Per Month	\$93,178				
Variable Selling	82.67%	38.23%	44.44%	\$41,408	\$496,899
Personnel	41.39%	19.20%	22.19%	\$20,676	\$248,114
Semi-Fixed	10.91%	5.07%	5.84%	\$5,442	\$65,299
Fixed	24.28%	6.38%	17.90%	\$16,679	\$200,146
Total	159.25%	68.88%		\$84,205	\$1,010,458
Service Department					
Gross Per Month	\$213,266				
Variable Selling	5.33%	7.34%	-2.01%	-\$4,287	-\$51,440
Personnel	44.56%	53.43%	-8.87%	-\$18,917	-\$227,000
Semi-Fixed	7.83%	11.98%	-4.15%	-\$8,851	-\$106,206
Fixed	18.25%	10.49%	7.76%	\$16,549	\$198,593
Total	75.97%	83.24%		-\$15,504	-\$186,053
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$75,877				
Variable Selling	0.26%	4.01%	-3.75%	-\$2,845	-\$34,145
Personnel	50.97%	35.11%	15.86%	\$12,034	\$144,410
Semi-Fixed	20.38%	7.86%	12.52%	\$9,500	\$113,998
Fixed	40.19%	8.02%	32.17%	\$24,410	\$292,917
Total	111.80%	55.00%		\$43,098	\$517,179
Grand Total				\$197,204	\$2,366,448

Eddie-08

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$82,292				
Variable Selling	12.95%	14.69%	-1.74%	-\$1,432	-\$17,183
Personnel	87.69%	30.90%	56.79%	\$46,734	\$560,806
Semi-Fixed	52.50%	11.57%	40.93%	\$33,682	\$404,187
Fixed	41.58%	10.58%	31.00%	\$25,511	\$306,128
Total	194.72%	67.74%		\$104,495	\$1,253,939
Used Vehicle Department					
Gross Per Month	\$121,652				
Variable Selling	46.82%	32.94%	13.88%	\$16,885	\$202,624
Personnel	35.49%	24.06%	11.43%	\$13,905	\$166,858
Semi-Fixed	15.07%	8.95%	6.12%	\$7,445	\$89,341
Fixed	10.58%	6.64%	3.94%	\$4,793	\$57,517
Total	107.96%	72.59%		\$43,028	\$516,340
Service Department					
Gross Per Month	\$267,511				
Variable Selling	5.28%	4.21%	1.07%	\$2,862	\$34,348
Personnel	50.26%	46.25%	4.01%	\$10,727	\$128,726
Semi-Fixed	7.35%	6.85%	0.50%	\$1,338	\$16,051
Fixed	8.66%	8.51%	0.15%	\$401	\$4,815
Total	71.55%	65.82%		\$15,328	\$183,940
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$195,000				
Variable Selling	2.35%	1.72%	0.63%	\$1,229	\$14,742
Personnel	32.91%	31.11%	1.80%	\$3,510	\$42,120
Semi-Fixed	15.65%	9.75%	5.90%	\$11,505	\$138,060
Fixed	8.74%	8.12%	0.62%	\$1,209	\$14,508
Total	59.65%	50.70%		\$17,453	\$209,430
Grand Total				\$180,304	\$2,163,650

Del-09

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$106,437				
Variable Selling	60.58%	36.94%	23.64%	\$25,162	\$301,941
Personnel	101.65%	34.85%	66.80%	\$71,100	\$853,202
Semi-Fixed	51.62%	16.76%	34.86%	\$37,104	\$445,249
Fixed	78.38%	11.29%	67.09%	\$71,409	\$856,906
Total	292.23%	99.84%		\$204,775	\$2,457,297
Used Vehicle Department					
Gross Per Month	\$133,703				
Variable Selling	64.03%	33.54%	30.49%	\$40,766	\$489,192
Personnel	47.32%	24.27%	23.05%	\$30,819	\$369,822
Semi-Fixed	20.73%	9.63%	11.10%	\$14,841	\$178,092
Fixed	23.42%	7.29%	16.13%	\$21,566	\$258,795
Total	155.50%	74.73%		\$107,992	\$1,295,901
Service Department					
Gross Per Month	\$354,767				
Variable Selling	7.69%	13.58%	-5.89%	-\$20,896	-\$250,749
Personnel	44.05%	42.57%	1.48%	\$5,251	\$63,007
Semi-Fixed	8.87%	11.18%	-2.31%	-\$8,195	-\$98,341
Fixed	15.30%	10.60%	4.70%	\$16,674	\$200,088
Total	75.91%	77.93%		-\$7,166	-\$85,995
Body Shop Department					
Gross Per Month	\$42				
Variable Selling	0.00%	13.12%	-13.12%	-\$6	-\$66
Personnel	0.00%	43.82%	-43.82%	-\$18	-\$222
Semi-Fixed	0.00%	11.42%	-11.42%	-\$5	-\$58
Fixed	0.00%	13.94%	-13.94%	-\$6	-\$71
Total	0.00%	82.30%		-\$35	-\$416
Parts & Accessories Department					
Gross Per Month	\$246,231				
Variable Selling	3.57%	9.24%	-5.67%	-\$13,961	-\$167,535
Personnel	32.02%	28.49%	3.53%	\$8,692	\$104,303
Semi-Fixed	15.06%	9.85%	5.21%	\$12,829	\$153,943
Fixed	17.11%	9.04%	8.07%	\$19,871	\$238,450
Total	67.76%	56.62%		\$27,430	\$329,161
Grand Total				\$332,996	\$3,995,948

Patrick-10

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$171,582				
Variable Selling	31.58%	37.65%	-6.07%	-\$10,415	-\$124,981
Personnel	30.29%	29.28%	1.01%	\$1,733	\$20,796
Semi-Fixed	18.72%	13.54%	5.18%	\$8,888	\$106,656
Fixed	20.72%	9.53%	11.19%	\$19,200	\$230,401
Total	101.31%	90.00%		\$19,406	\$232,872
Used Vehicle Department					
Gross Per Month	\$114,682				
Variable Selling	42.68%	36.17%	6.51%	\$7,466	\$89,590
Personnel	26.88%	16.79%	10.09%	\$11,571	\$138,857
Semi-Fixed	11.84%	6.40%	5.44%	\$6,239	\$74,865
Fixed	11.67%	5.15%	6.52%	\$7,477	\$89,728
Total	93.07%	64.51%		\$32,753	\$393,040
Service Department					
Gross Per Month	\$212,643				
Variable Selling	9.74%	5.60%	4.14%	\$8,803	\$105,641
Personnel	50.52%	55.82%	-5.30%	-\$11,270	-\$135,241
Semi-Fixed	17.49%	17.19%	0.30%	\$638	\$7,655
Fixed	10.79%	10.87%	-0.08%	-\$170	-\$2,041
Total	88.54%	89.48%		-\$1,999	-\$23,986
Body Shop Department					
Gross Per Month	\$93,826				
Variable Selling	1.69%	2.39%	-0.70%	-\$657	-\$7,881
Personnel	61.93%	39.51%	22.42%	\$21,036	\$252,430
Semi-Fixed	28.62%	19.77%	8.85%	\$8,304	\$99,643
Fixed	44.37%	10.70%	33.67%	\$31,591	\$379,095
Total	136.61%	72.37%		\$60,274	\$723,287
Parts & Accessories Department					
Gross Per Month	\$188,623				
Variable Selling	1.59%	2.80%	-1.21%	-\$2,282	-\$27,388
Personnel	27.60%	34.88%	-7.28%	-\$13,732	-\$164,781
Semi-Fixed	8.46%	11.78%	-3.32%	-\$6,262	-\$75,147
Fixed	8.03%	8.07%	-0.04%	-\$75	-\$905
Total	45.68%	57.53%		-\$22,352	-\$268,222
Grand Total				\$88,082	\$1,056,990

Mike-11

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$80,205				
Variable Selling	69.07%	37.65%	31.42%	\$25,201	\$302,406
Personnel	49.38%	29.28%	20.10%	\$16,121	\$193,455
Semi-Fixed	43.39%	13.54%	29.85%	\$23,941	\$287,296
Fixed	46.99%	9.53%	37.46%	\$30,045	\$360,539
Total	208.83%	90.00%		\$95,308	\$1,143,696
Used Vehicle Department					
Gross Per Month	\$69,374				
Variable Selling	62.37%	36.17%	26.20%	\$18,176	\$218,111
Personnel	22.54%	16.79%	5.75%	\$3,989	\$47,868
Semi-Fixed	29.78%	6.40%	23.38%	\$16,220	\$194,635
Fixed	20.59%	5.15%	15.44%	\$10,711	\$128,535
Total	135.28%	64.51%		\$49,096	\$589,148
Service Department					
Gross Per Month	\$218,818				
Variable Selling	7.59%	5.60%	1.99%	\$4,354	\$52,254
Personnel	46.58%	55.82%	-9.24%	-\$20,219	-\$242,625
Semi-Fixed	8.77%	17.19%	-8.42%	-\$18,424	-\$221,094
Fixed	10.89%	10.87%	0.02%	\$44	\$525
Total	73.83%	89.48%		-\$34,245	-\$410,940
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$133,423				
Variable Selling	2.80%	2.80%	0.00%	\$0	\$0
Personnel	33.41%	34.88%	-1.47%	-\$1,961	-\$23,536
Semi-Fixed	15.88%	11.78%	4.10%	\$5,470	\$65,644
Fixed	13.94%	8.07%	5.87%	\$7,832	\$93,983
Total	66.03%	57.53%		\$11,341	\$136,092
Grand Total				\$121,500	\$1,457,996

Alex-12

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$28,508				
Variable Selling	36.48%	22.70%	13.78%	\$3,928	\$47,141
Personnel	163.56%	57.35%	106.21%	\$30,278	\$363,339
Semi-Fixed	77.18%	25.96%	51.22%	\$14,602	\$175,221
Fixed	84.86%	16.32%	68.54%	\$19,539	\$234,472
Total	362.08%	122.33%		\$68,348	\$820,173
Used Vehicle Department					
Gross Per Month	\$69,893				
Variable Selling	47.78%	46.85%	0.93%	\$650	\$7,800
Personnel	36.38%	35.84%	0.54%	\$377	\$4,529
Semi-Fixed	16.95%	11.30%	5.65%	\$3,949	\$47,387
Fixed	15.72%	7.60%	8.12%	\$5,675	\$68,104
Total	116.83%	101.59%		\$10,652	\$127,820
Service Department					
Gross Per Month	\$175,837				
Variable Selling	5.71%	3.82%	1.89%	\$3,323	\$39,880
Personnel	46.00%	46.59%	-0.59%	-\$1,037	-\$12,449
Semi-Fixed	14.59%	9.02%	5.57%	\$9,794	\$117,529
Fixed	11.70%	8.23%	3.47%	\$6,102	\$73,219
Total	78.00%	67.66%		\$18,182	\$218,179
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$133,026				
Variable Selling	0.84%	0.73%	0.11%	\$146	\$1,756
Personnel	29.29%	32.31%	-3.02%	-\$4,017	-\$48,208
Semi-Fixed	10.25%	8.83%	1.42%	\$1,889	\$22,668
Fixed	9.83%	9.55%	0.28%	\$372	\$4,470
Total	50.21%	51.42%		-\$1,610	-\$19,315
Grand Total				\$95,571	\$1,146,856

Frank-13

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$56,381				
Variable Selling	33.77%	58.81%	-25.04%	-\$14,118	-\$169,413
Personnel	52.48%	41.07%	11.41%	\$6,433	\$77,197
Semi-Fixed	36.71%	22.03%	14.68%	\$8,277	\$99,320
Fixed	36.40%	24.34%	12.06%	\$6,800	\$81,594
Total	159.36%	146.25%		\$7,392	\$88,698
Used Vehicle Department					
Gross Per Month	\$50,448				
Variable Selling	39.28%	35.24%	4.04%	\$2,038	\$24,457
Personnel	34.86%	19.01%	15.85%	\$7,996	\$95,951
Semi-Fixed	17.29%	10.83%	6.46%	\$3,259	\$39,107
Fixed	14.27%	4.91%	9.36%	\$4,722	\$56,663
Total	105.70%	69.99%		\$18,015	\$216,178
Service Department					
Gross Per Month	\$123,828				
Variable Selling	2.31%	5.02%	-2.71%	-\$3,356	-\$40,269
Personnel	57.94%	47.41%	10.53%	\$13,039	\$156,469
Semi-Fixed	16.36%	17.44%	-1.08%	-\$1,337	-\$16,048
Fixed	9.87%	12.52%	-2.65%	-\$3,281	-\$39,377
Total	86.48%	82.39%		\$5,065	\$60,775
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$89,991				
Variable Selling	1.01%	2.27%	-1.26%	-\$1,134	-\$13,607
Personnel	23.43%	27.54%	-4.11%	-\$3,699	-\$44,384
Semi-Fixed	14.20%	14.18%	0.02%	\$18	\$216
Fixed	10.75%	6.15%	4.60%	\$4,140	\$49,675
Total	49.39%	50.14%		-\$675	-\$8,099
Grand Total				\$29,796	\$357,552

Billy-15

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$175,494				
Variable Selling	13.19%	14.69%	-1.50%	-\$2,632	-\$31,589
Personnel	69.10%	31.15%	37.95%	\$66,600	\$799,202
Semi-Fixed	21.02%	11.63%	9.39%	\$16,479	\$197,747
Fixed	26.82%	10.64%	16.18%	\$28,395	\$340,740
Total	130.13%	68.11%		\$108,842	\$1,306,100
Used Vehicle Department					
Gross Per Month	\$220,387				
Variable Selling	37.15%	32.94%	4.21%	\$9,278	\$111,339
Personnel	28.63%	24.06%	4.57%	\$10,072	\$120,860
Semi-Fixed	5.96%	8.95%	-2.99%	-\$6,590	-\$79,075
Fixed	8.01%	6.64%	1.37%	\$3,019	\$36,232
Total	79.75%	72.59%		\$15,780	\$189,356
Service Department					
Gross Per Month	\$387,544				
Variable Selling	6.17%	4.21%	1.96%	\$7,596	\$91,150
Personnel	52.54%	46.25%	6.29%	\$24,377	\$292,518
Semi-Fixed	1.90%	6.85%	-4.95%	-\$19,183	-\$230,201
Fixed	7.78%	8.51%	-0.73%	-\$2,829	-\$33,949
Total	68.39%	65.82%		\$9,960	\$119,519
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$219,107				
Variable Selling	2.47%	1.72%	0.75%	\$1,643	\$19,720
Personnel	44.30%	31.11%	13.19%	\$28,900	\$346,803
Semi-Fixed	7.97%	9.75%	-1.78%	-\$3,900	-\$46,801
Fixed	10.74%	8.12%	2.62%	\$5,741	\$68,887
Total	65.48%	50.70%		\$32,384	\$388,609
Grand Total				\$166,965	\$2,003,583

John-16

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$36,371				
Variable Selling	-10.72%	20.10%	-30.82%	-\$11,209	-\$134,514
Personnel	236.48%	37.09%	199.39%	\$72,520	\$870,238
Semi-Fixed	120.46%	22.40%	98.06%	\$35,665	\$427,983
Fixed	99.92%	11.73%	88.19%	\$32,075	\$384,905
Total	446.14%	91.32%		\$129,051	\$1,548,612
Used Vehicle Department					
Gross Per Month	\$212,892				
Variable Selling	22.58%	33.35%	-10.77%	-\$22,928	-\$275,141
Personnel	29.24%	20.35%	8.89%	\$18,926	\$227,113
Semi-Fixed	11.94%	11.83%	0.11%	\$234	\$2,810
Fixed	6.27%	5.70%	0.57%	\$1,213	\$14,562
Total	70.03%	71.23%		-\$2,555	-\$30,656
Service Department					
Gross Per Month	\$249,280				
Variable Selling	7.00%	7.02%	-0.02%	-\$50	-\$598
Personnel	51.05%	51.55%	-0.50%	-\$1,246	-\$14,957
Semi-Fixed	11.78%	16.12%	-4.34%	-\$10,819	-\$129,825
Fixed	9.07%	9.71%	-0.64%	-\$1,595	-\$19,145
Total	78.90%	84.40%		-\$13,710	-\$164,525
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$114,160				
Variable Selling	1.20%	2.26%	-1.06%	-\$1,210	-\$14,521
Personnel	35.06%	30.52%	4.54%	\$5,183	\$62,194
Semi-Fixed	16.93%	11.83%	5.10%	\$5,822	\$69,866
Fixed	15.69%	10.27%	5.42%	\$6,187	\$74,250
Total	68.88%	54.88%		\$15,982	\$191,789
Grand Total				\$128,768	\$1,545,220

Robert-17

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$312,199				
Variable Selling	29.83%	30.62%	-0.79%	-\$2,466	-\$29,596
Personnel	48.34%	30.72%	17.62%	\$55,009	\$660,114
Semi-Fixed	16.98%	9.83%	7.15%	\$22,322	\$267,867
Fixed	13.69%	11.27%	2.42%	\$7,555	\$90,663
Total	108.84%	82.44%		\$82,421	\$989,047
Used Vehicle Department					
Gross Per Month	\$227,497				
Variable Selling	36.97%	38.23%	-1.26%	-\$2,866	-\$34,398
Personnel	31.76%	19.20%	12.56%	\$28,574	\$342,884
Semi-Fixed	8.97%	5.07%	3.90%	\$8,872	\$106,469
Fixed	7.05%	6.38%	0.67%	\$1,524	\$18,291
Total	84.75%	68.88%		\$36,104	\$433,246
Service Department					
Gross Per Month	\$401,845				
Variable Selling	2.41%	7.34%	-4.93%	-\$19,811	-\$237,732
Personnel	55.96%	53.43%	2.53%	\$10,167	\$122,000
Semi-Fixed	9.18%	11.98%	-2.80%	-\$11,252	-\$135,020
Fixed	6.84%	10.49%	-3.65%	-\$14,667	-\$176,008
Total	74.39%	83.24%		-\$35,563	-\$426,760
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$222,550				
Variable Selling	1.08%	4.01%	-2.93%	-\$6,521	-\$78,248
Personnel	42.80%	35.11%	7.69%	\$17,114	\$205,369
Semi-Fixed	11.68%	7.86%	3.82%	\$8,501	\$102,017
Fixed	9.63%	8.02%	1.61%	\$3,583	\$42,997
Total	65.19%	55.00%		\$22,678	\$272,134
Grand Total				\$105,639	\$1,267,667

Jim-18

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$51,999				
Variable Selling	27.51%	14.69%	12.82%	\$6,666	\$79,995
Personnel	114.51%	31.15%	83.36%	\$43,346	\$520,156
Semi-Fixed	67.16%	11.63%	55.53%	\$28,875	\$346,500
Fixed	69.97%	10.64%	59.33%	\$30,851	\$370,211
Total	279.15%	68.11%		\$109,739	\$1,316,862
Used Vehicle Department					
Gross Per Month	\$98,410				
Variable Selling	52.18%	32.94%	19.24%	\$18,934	\$227,209
Personnel	37.96%	24.06%	13.90%	\$13,679	\$164,148
Semi-Fixed	15.28%	8.95%	6.33%	\$6,229	\$74,752
Fixed	13.87%	6.64%	7.23%	\$7,115	\$85,380
Total	119.29%	72.59%		\$45,957	\$551,489
Service Department					
Gross Per Month	\$237,779				
Variable Selling	5.11%	4.21%	0.90%	\$2,140	\$25,680
Personnel	46.00%	46.25%	-0.25%	-\$594	-\$7,133
Semi-Fixed	5.74%	6.85%	-1.11%	-\$2,639	-\$31,672
Fixed	9.58%	8.51%	1.07%	\$2,544	\$30,531
Total	66.43%	65.82%		\$1,450	\$17,405
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$124,624				
Variable Selling	3.14%	1.72%	1.42%	\$1,770	\$21,236
Personnel	31.90%	31.11%	0.79%	\$985	\$11,814
Semi-Fixed	12.80%	9.75%	3.05%	\$3,801	\$45,612
Fixed	14.59%	8.12%	6.47%	\$8,063	\$96,758
Total	62.43%	50.70%		\$14,618	\$175,421
Grand Total				\$171,765	\$2,061,177

Ron-19

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	-\$13,170				
Variable Selling	-537.57%	36.94%	-574.51%	\$75,664	\$907,967
Personnel	-670.72%	34.85%	-705.57%	\$92,925	\$1,115,097
Semi-Fixed	-294.12%	16.76%	-310.88%	\$40,943	\$491,321
Fixed	-270.49%	11.29%	-281.78%	\$37,111	\$445,331
Total	-1772.90%	99.84%		\$246,643	\$2,959,716
Used Vehicle Department					
Gross Per Month	\$124,703				
Variable Selling	39.12%	33.54%	5.58%	\$6,958	\$83,501
Personnel	38.98%	24.27%	14.71%	\$18,344	\$220,125
Semi-Fixed	13.24%	9.63%	3.61%	\$4,502	\$54,021
Fixed	10.72%	7.29%	3.43%	\$4,277	\$51,328
Total	102.06%	74.73%		\$34,081	\$408,975
Service Department					
Gross Per Month	\$275,378				
Variable Selling	2.99%	13.58%	-10.59%	-\$29,163	-\$349,950
Personnel	33.47%	42.57%	-9.10%	-\$25,059	-\$300,713
Semi-Fixed	9.51%	11.18%	-1.67%	-\$4,599	-\$55,186
Fixed	8.10%	10.60%	-2.50%	-\$6,884	-\$82,613
Total	54.07%	77.93%		-\$65,705	-\$788,463
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$120,231				
Variable Selling	2.35%	9.24%	-6.89%	-\$8,284	-\$99,407
Personnel	38.09%	28.49%	9.60%	\$11,542	\$138,507
Semi-Fixed	17.01%	9.85%	7.16%	\$8,609	\$103,303
Fixed	14.81%	9.04%	5.77%	\$6,937	\$83,248
Total	72.26%	56.62%		\$18,804	\$225,650
Grand Total				\$233,823	\$2,805,878

JP-20

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$526,135				
Variable Selling	3.96%	14.69%	-10.73%	-\$56,454	-\$677,452
Personnel	47.30%	30.90%	16.40%	\$86,286	\$1,035,434
Semi-Fixed	13.35%	11.57%	1.78%	\$9,365	\$112,383
Fixed	23.37%	10.58%	12.79%	\$67,293	\$807,513
Total	87.98%	67.74%		\$106,490	\$1,277,878
Used Vehicle Department					
Gross Per Month	\$617,885				
Variable Selling	25.01%	32.94%	-7.93%	-\$48,998	-\$587,979
Personnel	24.98%	24.06%	0.92%	\$5,685	\$68,215
Semi-Fixed	5.04%	8.95%	-3.91%	-\$24,159	-\$289,912
Fixed	7.46%	6.64%	0.82%	\$5,067	\$60,800
Total	62.49%	72.59%		-\$62,406	-\$748,877
Service Department					
Gross Per Month	\$852,537				
Variable Selling	3.30%	4.21%	-0.91%	-\$7,758	-\$93,097
Personnel	47.08%	46.25%	0.83%	\$7,076	\$84,913
Semi-Fixed	0.46%	6.85%	-6.39%	-\$54,477	-\$653,725
Fixed	9.04%	8.51%	0.53%	\$4,518	\$54,221
Total	59.88%	65.82%		-\$50,641	-\$607,688
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$410,009				
Variable Selling	2.01%	1.72%	0.29%	\$1,189	\$14,268
Personnel	35.48%	31.11%	4.37%	\$17,917	\$215,009
Semi-Fixed	9.52%	9.75%	-0.23%	-\$943	-\$11,316
Fixed	14.99%	8.12%	6.87%	\$28,168	\$338,012
Total	62.00%	50.70%		\$46,331	\$555,973
Grand Total				\$39,774	\$477,285

Johnny-21

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$337,339				
Variable Selling	20.05%	30.62%	-10.57%	-\$35,657	-\$427,881
Personnel	22.73%	30.72%	-7.99%	-\$26,953	-\$323,440
Semi-Fixed	11.08%	9.83%	1.25%	\$4,217	\$50,601
Fixed	12.60%	11.27%	1.33%	\$4,487	\$53,839
Total	66.46%	82.44%		-\$53,907	-\$646,881
Used Vehicle Department					
Gross Per Month	\$165,861				
Variable Selling	44.15%	38.23%	5.92%	\$9,819	\$117,828
Personnel	30.65%	19.20%	11.45%	\$18,991	\$227,893
Semi-Fixed	8.11%	5.07%	3.04%	\$5,042	\$60,506
Fixed	9.59%	6.38%	3.21%	\$5,324	\$63,890
Total	92.50%	68.88%		\$39,176	\$470,117
Service Department					
Gross Per Month	\$192,088				
Variable Selling	3.13%	7.34%	-4.21%	-\$8,087	-\$97,043
Personnel	61.61%	53.43%	8.18%	\$15,713	\$188,554
Semi-Fixed	12.44%	11.98%	0.46%	\$884	\$10,603
Fixed	11.43%	10.49%	0.94%	\$1,806	\$21,668
Total	88.61%	83.24%		\$10,315	\$123,782
Body Shop Department					
Gross Per Month	\$112,360				
Variable Selling	4.60%	2.55%	2.05%	\$2,303	\$27,641
Personnel	79.36%	44.23%	35.13%	\$39,472	\$473,666
Semi-Fixed	27.99%	16.04%	11.95%	\$13,427	\$161,124
Fixed	10.93%	9.41%	1.52%	\$1,708	\$20,494
Total	122.88%	72.23%		\$56,910	\$682,925
Parts & Accessories Department					
Gross Per Month	\$143,753				
Variable Selling	0.78%	4.01%	-3.23%	-\$4,643	-\$55,719
Personnel	34.09%	35.11%	-1.02%	-\$1,466	-\$17,595
Semi-Fixed	13.01%	7.86%	5.15%	\$7,403	\$88,839
Fixed	11.10%	8.02%	3.08%	\$4,428	\$53,131
Total	58.98%	55.00%		\$5,721	\$68,656
Grand Total				\$58,217	\$698,599

Ankur-22

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$98,776				
Variable Selling	-1.92%	26.61%	-28.53%	-\$28,181	-\$338,168
Personnel	110.94%	57.89%	53.05%	\$52,400	\$628,805
Semi-Fixed	42.26%	29.06%	13.20%	\$13,038	\$156,461
Fixed	74.84%	21.93%	52.91%	\$52,262	\$627,146
Total	226.12%	135.49%		\$89,520	\$1,074,244
Used Vehicle Department					
Gross Per Month	\$138,828				
Variable Selling	33.93%	46.85%	-12.92%	-\$17,937	-\$215,239
Personnel	40.70%	35.35%	5.35%	\$7,427	\$89,127
Semi-Fixed	13.43%	12.19%	1.24%	\$1,721	\$20,658
Fixed	15.92%	7.68%	8.24%	\$11,439	\$137,273
Total	103.98%	102.07%		\$2,652	\$31,819
Service Department					
Gross Per Month	\$414,952				
Variable Selling	3.83%	4.22%	-0.39%	-\$1,618	-\$19,420
Personnel	43.48%	46.75%	-3.27%	-\$13,569	-\$162,827
Semi-Fixed	2.37%	9.46%	-7.09%	-\$29,420	-\$353,041
Fixed	8.17%	7.79%	0.38%	\$1,577	\$18,922
Total	57.85%	68.22%		-\$43,031	-\$516,366
Body Shop Department					
Gross Per Month	\$279,547				
Variable Selling	1.66%	1.97%	-0.31%	-\$867	-\$10,399
Personnel	49.72%	50.85%	-1.13%	-\$3,159	-\$37,907
Semi-Fixed	11.09%	13.50%	-2.41%	-\$6,737	-\$80,845
Fixed	22.42%	19.59%	2.83%	\$7,911	\$94,934
Total	84.89%	85.91%		-\$2,851	-\$34,216
Parts & Accessories Department					
Gross Per Month	\$251,458				
Variable Selling	2.00%	1.38%	0.62%	\$1,559	\$18,708
Personnel	26.70%	29.63%	-2.93%	-\$7,368	-\$88,413
Semi-Fixed	7.71%	8.24%	-0.53%	-\$1,333	-\$15,993
Fixed	11.30%	10.38%	0.92%	\$2,313	\$27,761
Total	47.71%	49.63%		-\$4,828	-\$57,936
Grand Total				\$41,462	\$497,544

John-23

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$789,836				
Variable Selling	32.40%	30.62%	1.78%	\$14,059	\$168,709
Personnel	22.97%	30.72%	-7.75%	-\$61,212	-\$734,547
Semi-Fixed	8.84%	9.83%	-0.99%	-\$7,819	-\$93,833
Fixed	9.48%	11.27%	-1.79%	-\$14,138	-\$169,657
Total	73.69%	82.44%		-\$69,111	-\$829,328
Used Vehicle Department					
Gross Per Month	\$654,561				
Variable Selling	44.91%	38.23%	6.68%	\$43,725	\$524,696
Personnel	15.31%	19.20%	-3.89%	-\$25,462	-\$305,549
Semi-Fixed	5.22%	5.07%	0.15%	\$982	\$11,782
Fixed	4.30%	6.38%	-2.08%	-\$13,615	-\$163,378
Total	69.74%	68.88%		\$5,629	\$67,551
Service Department					
Gross Per Month	\$375,859				
Variable Selling	6.23%	7.34%	-1.11%	-\$4,172	-\$50,064
Personnel	48.20%	53.43%	-5.23%	-\$19,657	-\$235,889
Semi-Fixed	8.81%	11.98%	-3.17%	-\$11,915	-\$142,977
Fixed	10.26%	10.49%	-0.23%	-\$864	-\$10,374
Total	73.50%	83.24%		-\$36,609	-\$439,304
Body Shop Department					
Gross Per Month	\$96,496				
Variable Selling	0.40%	2.55%	-2.15%	-\$2,075	-\$24,896
Personnel	78.45%	44.23%	34.22%	\$33,021	\$396,252
Semi-Fixed	20.96%	16.04%	4.92%	\$4,748	\$56,971
Fixed	19.76%	9.41%	10.35%	\$9,987	\$119,848
Total	119.57%	72.23%		\$45,681	\$548,175
Parts & Accessories Department					
Gross Per Month	\$168,984				
Variable Selling	2.02%	4.01%	-1.99%	-\$3,363	-\$40,353
Personnel	44.27%	35.11%	9.16%	\$15,479	\$185,747
Semi-Fixed	16.01%	7.86%	8.15%	\$13,772	\$165,267
Fixed	16.66%	8.02%	8.64%	\$14,600	\$175,203
Total	78.96%	55.00%		\$40,489	\$485,864
Grand Total				-\$13,920	-\$167,042

Tom-24

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$129,338				
Variable Selling	22.26%	24.53%	-2.27%	-\$2,936	-\$35,232
Personnel	35.67%	35.70%	-0.03%	-\$39	-\$466
Semi-Fixed	21.58%	24.02%	-2.44%	-\$3,156	-\$37,870
Fixed	43.83%	22.75%	21.08%	\$27,265	\$327,174
Total	123.34%	107.00%		\$21,134	\$253,607
Used Vehicle Department					
Gross Per Month	\$98,387				
Variable Selling	51.88%	41.13%	10.75%	\$10,577	\$126,919
Personnel	22.04%	15.87%	6.17%	\$6,070	\$72,845
Semi-Fixed	16.17%	13.53%	2.64%	\$2,597	\$31,169
Fixed	34.92%	11.44%	23.48%	\$23,101	\$277,214
Total	125.01%	81.97%		\$42,346	\$508,147
Service Department					
Gross Per Month	\$302,322				
Variable Selling	22.74%	22.10%	0.64%	\$1,935	\$23,218
Personnel	20.00%	22.35%	-2.35%	-\$7,105	-\$85,255
Semi-Fixed	12.14%	13.26%	-1.12%	-\$3,386	-\$40,632
Fixed	18.75%	8.36%	10.39%	\$31,411	\$376,935
Total	73.63%	66.07%		\$22,856	\$274,266
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$130,011				
Variable Selling	22.58%	15.68%	6.90%	\$8,971	\$107,649
Personnel	17.47%	12.21%	5.26%	\$6,839	\$82,063
Semi-Fixed	14.35%	11.59%	2.76%	\$3,588	\$43,060
Fixed	18.50%	7.75%	10.75%	\$13,976	\$167,714
Total	72.90%	47.23%		\$33,374	\$400,485
Grand Total				\$119,709	\$1,436,505

Gary-25

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$148,143				
Variable Selling	59.48%	43.23%	16.25%	\$24,073	\$288,880
Personnel	36.67%	23.91%	12.76%	\$18,903	\$226,837
Semi-Fixed	29.24%	13.58%	15.66%	\$23,199	\$278,391
Fixed	31.64%	11.05%	20.59%	\$30,503	\$366,033
Total	157.03%	91.77%		\$96,678	\$1,160,140
Used Vehicle Department					
Gross Per Month	\$66,144				
Variable Selling	63.75%	36.89%	26.86%	\$17,766	\$213,197
Personnel	39.04%	21.27%	17.77%	\$11,754	\$141,046
Semi-Fixed	38.08%	12.32%	25.76%	\$17,039	\$204,466
Fixed	27.22%	11.49%	15.73%	\$10,405	\$124,854
Total	168.09%	81.97%		\$56,964	\$683,563
Service Department					
Gross Per Month	\$197,597				
Variable Selling	4.94%	5.80%	-0.86%	-\$1,699	-\$20,392
Personnel	44.06%	46.91%	-2.85%	-\$5,632	-\$67,578
Semi-Fixed	15.09%	19.11%	-4.02%	-\$7,943	-\$95,321
Fixed	15.74%	9.91%	5.83%	\$11,520	\$138,239
Total	79.83%	81.73%		-\$3,754	-\$45,052
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$147,819				
Variable Selling	1.51%	3.93%	-2.42%	-\$3,577	-\$42,926
Personnel	30.11%	31.85%	-1.74%	-\$2,572	-\$30,865
Semi-Fixed	21.06%	13.44%	7.62%	\$11,264	\$135,165
Fixed	16.38%	6.72%	9.66%	\$14,279	\$171,351
Total	69.06%	55.94%		\$19,394	\$232,725
Grand Total				\$169,281	\$2,031,376

Miran-26

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$255,269				
Variable Selling	69.83%	38.93%	30.90%	\$78,878	\$946,538
Personnel	25.61%	18.75%	6.86%	\$17,511	\$210,138
Semi-Fixed	24.27%	12.64%	11.63%	\$29,688	\$356,254
Fixed	23.91%	10.33%	13.58%	\$34,666	\$415,987
Total	143.62%	80.65%		\$160,743	\$1,928,915
Used Vehicle Department					
Gross Per Month	\$236,114				
Variable Selling	69.50%	41.72%	27.78%	\$65,593	\$787,111
Personnel	12.82%	14.22%	-1.40%	-\$3,306	-\$39,667
Semi-Fixed	13.62%	9.12%	4.50%	\$10,625	\$127,502
Fixed	13.18%	7.80%	5.38%	\$12,703	\$152,435
Total	109.12%	72.86%		\$85,615	\$1,027,381
Service Department					
Gross Per Month	\$481,236				
Variable Selling	30.81%	25.89%	4.92%	\$23,677	\$284,122
Personnel	14.06%	24.50%	-10.44%	-\$50,241	-\$602,892
Semi-Fixed	3.65%	7.41%	-3.76%	-\$18,094	-\$217,134
Fixed	10.38%	9.89%	0.49%	\$2,358	\$28,297
Total	58.90%	67.69%		-\$42,301	-\$507,608
Body Shop Department					
Gross Per Month	\$239,832				
Variable Selling	23.65%	23.16%	0.49%	\$1,175	\$14,102
Personnel	20.59%	22.94%	-2.35%	-\$5,636	-\$67,633
Semi-Fixed	13.91%	14.77%	-0.86%	-\$2,063	-\$24,751
Fixed	10.02%	11.14%	-1.12%	-\$2,686	-\$32,233
Total	68.17%	72.01%		-\$9,210	-\$110,515
Parts & Accessories Department					
Gross Per Month	\$414,808				
Variable Selling	24.78%	16.86%	7.92%	\$32,853	\$394,233
Personnel	6.07%	18.90%	-12.83%	-\$53,220	-\$638,638
Semi-Fixed	11.30%	9.68%	1.62%	\$6,720	\$80,639
Fixed	6.69%	8.87%	-2.18%	-\$9,043	-\$108,514
Total	48.84%	54.31%		-\$22,690	-\$272,280
Grand Total				\$172,158	\$2,065,894

Jill-29

Expense Reduction to Match BOC for Gross Potential

< 0	Great Job !
0 to 5,000	Neutral
5,000 to 10,000	Evaluate
> 10,000	Alert

AA01 December 2017	Member Expense % Dept Gross	BOC Expense % Dept Gross	Potential Expense Reduction % Gross	Extra Gross Profit Per Month	Extra Gross Profit Per Year
New Vehicle Department					
Gross Per Month	\$29,220				
Variable Selling	112.86%	36.94%	75.92%	\$22,184	\$266,202
Personnel	206.84%	34.85%	171.99%	\$50,255	\$603,057
Semi-Fixed	99.96%	16.76%	83.20%	\$24,311	\$291,728
Fixed	119.34%	11.29%	108.05%	\$31,572	\$378,861
Total	539.00%	99.84%		\$128,321	\$1,539,849
Used Vehicle Department					
Gross Per Month	\$92,830				
Variable Selling	49.20%	33.54%	15.66%	\$14,537	\$174,447
Personnel	35.77%	24.27%	11.50%	\$10,675	\$128,106
Semi-Fixed	12.20%	9.63%	2.57%	\$2,386	\$28,629
Fixed	14.09%	7.29%	6.80%	\$6,312	\$75,750
Total	111.26%	74.73%		\$33,911	\$406,931
Service Department					
Gross Per Month	\$134,639				
Variable Selling	15.47%	13.58%	1.89%	\$2,545	\$30,536
Personnel	30.21%	42.57%	-12.36%	-\$16,641	-\$199,697
Semi-Fixed	17.24%	11.18%	6.06%	\$8,159	\$97,909
Fixed	16.21%	10.60%	5.61%	\$7,553	\$90,639
Total	79.13%	77.93%		\$1,616	\$19,388
Body Shop Department					
Gross Per Month	\$0				
Variable Selling	0.00%	0.00%	0.00%	\$0	\$0
Personnel	0.00%	0.00%	0.00%	\$0	\$0
Semi-Fixed	0.00%	0.00%	0.00%	\$0	\$0
Fixed	0.00%	0.00%	0.00%	\$0	\$0
Total	0.00%	0.00%		\$0	\$0
Parts & Accessories Department					
Gross Per Month	\$68,840				
Variable Selling	14.56%	9.24%	5.32%	\$3,662	\$43,948
Personnel	33.98%	28.49%	5.49%	\$3,779	\$45,352
Semi-Fixed	24.06%	9.85%	14.21%	\$9,782	\$117,386
Fixed	25.33%	9.04%	16.29%	\$11,214	\$134,569
Total	97.93%	56.62%		\$28,438	\$341,254
Grand Total				\$192,285	\$2,307,422