

Income Statement
By Dealership

PeriodYear: 122000 Entity: Various
 Frequency: 1 - MTH Account: Row
 Category: 1 - Actual Department: 04 - Body Shop

User: Jeff Jackson
Date: 2/12/03

	<u>FordClt</u>	<u>ChevClt</u>	<u>FordRal</u>	<u>ChevRal</u>	<u>AllStores</u>
Sales	144,567	132,580	159,961	146,722	583,830
Cost of Sales	<u>93,178</u>	<u>85,008</u>	<u>105,832</u>	<u>95,916</u>	<u>379,934</u>
Gross Margin	<u>51,389</u>	<u>47,572</u>	<u>54,129</u>	<u>50,806</u>	<u>203,896</u>
GM %	35.5467	35.8800	33.8400	34.6300	34.9200
Selling Expenses					
Sales Commission	0	0	0	0	0
F&I Commissions	0	0	0	0	0
Advertising	557	586	678	647	2,467
Floorplan Interest	0	0	0	0	0
Delivery Expense	0	0	0	0	0
Policy Work	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total	<u>557</u>	<u>586</u>	<u>678</u>	<u>647</u>	<u>2,467</u>
% of GM	1.1	1.2	1.3	1.3	1.2
Personnel Expenses					
Salaries - Owner	1,250	1,250	1,250	1,250	5,000
Salaries - Supervision	6,968	5,314	5,895	5,894	24,070
Salaries - Clerical	3,017	3,290	3,200	4,239	13,746
Salaries - Other	4,671	4,131	4,182	4,449	17,434
Salaries - Administration	0	0	0	0	0
Salaries - Absentee Comp.	0	0	0	0	0
Payroll Taxes	3,456	3,042	3,736	3,472	13,706
Employee Benefits	2,160	1,901	2,335	2,170	8,566
Pension Fund	1,127	1,046	1,298	1,254	4,726
Officer Life Insurance	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total	<u>22,649</u>	<u>19,975</u>	<u>21,896</u>	<u>22,728</u>	<u>87,248</u>
% of GM	44.1	42.0	40.5	44.7	42.8
Semi-Fixed Expenses					
Bad Debt Expense	0	0	0	0	0
Company Vehicle Expense	905	1,021	1,031	1,421	4,378
Contributions	205	191	234	434	1,064
Data Processing	726	618	689	811	2,843
Laundry & Uniforms	92	92	95	132	411
Legal & Auditing	681	702	676	799	2,858
Membership, Dues & Publications	277	224	285	296	1,081
Miscellaneous	242	268	262	326	1,098
Office Supplies	600	609	627	664	2,501
Other Supplies	2,688	2,682	2,621	2,985	10,977
Outside Services	1,161	1,181	1,062	992	4,396
Postage/Freight	142	146	185	200	673

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(Continued)

	<u>FordCl</u>	<u>ChevCl</u>	<u>FordRal</u>	<u>ChevRal</u>	<u>AllStores</u>
Telephone & Communications	1,322	1,314	1,332	1,528	5,495
Training	454	442	494	442	1,832
Travel & Entertainment	<u>293</u>	<u>314</u>	<u>333</u>	<u>344</u>	<u>1,284</u>
Total	<u>9,786</u>	<u>9,805</u>	<u>9,927</u>	<u>11,374</u>	<u>40,892</u>
% of GM	19.0	20.6	18.3	22.4	20.1
Fixed Expenses					
Rent Expense	0	0	0	0	0
Amortization - Leaseholds	0	0	0	0	0
Real Estate Repairs	430	383	397	489	1,698
Depreciation - Buildings	781	703	1,016	703	3,203
Insurance - Buildings	48	45	78	43	214
Real Estate Taxes	550	481	653	481	2,166
Mortgage Interest	4,768	4,157	5,595	4,157	18,677
Utilities	<u>1,874</u>	<u>1,717</u>	<u>1,734</u>	<u>1,815</u>	<u>7,140</u>
Facility Expenses	8,452	7,486	9,473	7,688	33,099
Equipment - Repairs & Rentals	1,146	1,272	1,196	1,067	4,681
Depreciation - Equipment	3,728	3,270	4,330	3,270	14,598
Other Insurance	221	179	316	283	999
Other Taxes	<u>488</u>	<u>416</u>	<u>530</u>	<u>416</u>	<u>1,850</u>
Total	<u>14,035</u>	<u>12,624</u>	<u>15,845</u>	<u>12,724</u>	<u>55,228</u>
Total Dept'l Expenses	<u>47,027</u>	<u>42,989</u>	<u>48,345</u>	<u>47,473</u>	<u>185,834</u>
Dept'l Net Income	<u>4,362</u>	<u>4,583</u>	<u>5,784</u>	<u>3,333</u>	<u>18,061</u>
% of GM	8.5	9.6	10.7	6.6	8.9