

Income Statement
By Dealership

PeriodYear: 122000 Entity: Various
 Frequency: 1 - MTH Account: Row
 Category: 1 - Actual Department: 05 - Parts

User: Jeff Jackson
Date: 2/12/03

	<u>FordClt</u>	<u>ChevClt</u>	<u>FordRal</u>	<u>ChevRal</u>	<u>AllStores</u>
Sales	338,272	347,070	526,540	420,617	1,632,500
Cost of Sales	<u>257,870</u>	<u>271,432</u>	<u>411,541</u>	<u>314,251</u>	<u>1,255,094</u>
Gross Margin	80,402	75,639	115,000	106,366	377,406
GM %	23.7685	21.7900	21.8400	25.2900	23.1200
Selling Expenses					
Sales Commission	0	0	0	0	0
F&I Commissions	0	0	0	0	0
Advertising	2,360	2,575	2,158	2,060	9,153
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	2,360	2,575	2,158	2,060	9,153
% of GM	2.9	3.4	1.9	1.9	2.4
Personnel Expenses					
Salaries - Owner	2,500	2,500	2,500	2,500	10,000
Salaries - Supervision	7,622	6,649	11,281	10,403	35,955
Salaries - Clerical	6,033	6,581	6,401	8,478	27,492
Salaries - Other	19,729	13,910	13,218	14,005	60,863
Salaries - Administration	0	0	0	0	0
Salaries - Absentee Comp.	0	0	0	0	0
Payroll Taxes	2,871	2,371	2,672	2,831	10,745
Employee Benefits	1,794	1,482	1,670	1,769	6,716
Pension Fund	1,055	780	892	977	3,703
Officer Life Insurance	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total	41,605	34,273	38,635	40,962	155,474
% of GM	51.7	45.3	33.6	38.5	41.2
Semi-Fixed Expenses					
Bad Debt Expense	0	0	0	0	0
Company Vehicle Expense	1,508	1,702	1,719	2,368	7,296
Contributions	205	191	234	434	1,064
Data Processing	1,209	1,030	1,148	1,351	4,738
Laundry & Uniforms	61	62	63	88	274
Legal & Auditing	907	935	901	1,066	3,810
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	1,075	1,073	1,049	1,194	4,391
Outside Services	1,161	1,181	1,062	992	4,396
Postage/Freight	497	512	648	701	2,357

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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>9,811</u>	<u>9,858</u>	<u>10,157</u>	<u>11,794</u>	<u>41,619</u>
% of GM	12.2	13.0	8.8	11.1	11.0
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>67,811</u>	<u>59,329</u>	<u>66,794</u>	<u>67,540</u>	<u>261,474</u>
Dept'l Net Income	<u>12,591</u>	<u>16,309</u>	<u>48,206</u>	<u>38,826</u>	<u>115,933</u>
% of GM	15.7	21.6	41.9	36.5	30.7