

LN NO	TOTAL INCOME AND EXPENSE	ACCT. NO.	TOTAL DEALERSHIP			
			MONTH	GP% SALES	YEAR-TO-DATE	GP% SALES
1	TOTAL SALES		3,750,000		45,000,000	
2	TOTAL GROSS PROFIT		500,000	13.33%	6,000,000	13.33%
3	DEPARTMENTAL EXPENSES					
4	Sales Compensation ●	7000	66,667	13.33%	800,000	13.33%
5	Supervision Compensation ●	7010	58,333	11.67%	700,000	11.67%
6	Delivery Expenses	7020	2,500	0.50%	30,000	0.50%
7	Finance, Ins., & Svc. Ctr. Commissions ●	7030	41,667	8.33%	500,000	8.33%
8	Advertising - Media (TV, Radio, Newspaper)	7070	50,000	10.00%	600,000	10.00%
9	Advertising - Digital	7080	12,500	2.50%	150,000	2.50%
10	Advertising - Events/Promotional	7090	4,167	0.83%	50,000	0.83%
11	Advertising - Departmental	LINES 8 - 10	66,667	13.33%	800,000	13.33%
12	Advertising Reimbursements	7100	(-16,667)	-3.33%	(-200,000)	-3.33%
13	Interest - Floor Plan	7050	25,000	5.00%	300,000	5.00%
14	Floor Plan Assistance	7130	(-16,667)	-3.33%	(-200,000)	-3.33%
15	TOTAL SELLING EXPENSES	LINES 4-7 & 11-14	227,500	45.50%	2,730,000	45.50%
16	Policy & Claims Adjustments	7110/7120	6,667	1.33%	80,000	1.33%
17	Demos & Company Vehicles - Departmental	7140	1,667	0.33%	20,000	0.33%
18	Inventory Maintenance	7150	417	0.08%	5,000	0.08%
19	Personnel Training	7160	5,000	1.00%	60,000	1.00%
20	Outside Services - Departmental	7170	12,500	2.50%	150,000	2.50%
21	Freight	7180	417	0.08%	5,000	0.08%
22	Supplies & Small Tools	7190	8,333	1.67%	100,000	1.67%
23	Laundry & Uniforms	7200	417	0.08%	5,000	0.08%
24	Depreciation - Equip. & Vehicles - Departmental	7210	2,083	0.42%	25,000	0.42%
25	Equip. - Maint., Repair & Rental - Departmental	7220	1,667	0.33%	20,000	0.33%
26	Miscellaneous Expenses	7230	4,167	0.83%	50,000	0.83%
27	Salaries & Wages ●	7250	50,000	10.00%	600,000	10.00%
28	Clerical Salaries ●	7260	12,500	2.50%	150,000	2.50%
29	Vacation & Time Off Pay ●	7270	4,167	0.83%	50,000	0.83%
30	TOTAL OPERATING EXPENSES	LINES 16 - 29	110,000	22.00%	1,320,000	22.00%
31	TOTAL SELLING & OPER. EXPS.	LINES 15 & 30	337,500		4,050,000	
32	TTL. SELL. & OPER. EXPS % OF GROSS PROFIT			67.50%		67.50%
33	DEPT'L. PROFIT (LOSS)	LINE 2 LESS 31	162,500	32.50%	1,950,000	32.50%
34	Lease Expense - Real Estate and Rent Equiv.	7400	41,667	8.33%	500,000	8.33%
35	Property Taxes	7340	6,250	1.25%	75,000	1.25%
36	Lease Expense - Non-Real Estate	7630				
37	Salaries & Wages - Admin. & General ●	7410	4,167	0.83%	50,000	0.83%
38	Owners Salaries	7420	12,500	2.50%	150,000	2.50%
39	Payroll Taxes ●	7430	16,667	3.33%	200,000	3.33%
40	Employee Benefits ●	7440	8,333	1.67%	100,000	1.67%
41	Pension Fund/Profit Sharing ●	7450	2,500	0.50%	30,000	0.50%
42	Advertising - General & Institutional ●	7460	833	0.17%	10,000	0.17%
43	Stationery & Office Supplies	7470	2,083	0.42%	25,000	0.42%
44	Data Processing Services	7480	12,500	2.50%	150,000	2.50%
45	Outside Services - Gen. & Inst.	7490	16,667	3.33%	200,000	3.33%
46	Outside Service - Management Fees	7310	4,167	0.83%	50,000	0.83%
47	Company Vehicles - Administration	7500	2,083	0.42%	25,000	0.42%
48	Contributions	7510	833	0.17%	10,000	0.17%
49	Dues & Subscriptions	7520	417	0.08%	5,000	0.08%
50	Telephone	7530	1,250	0.25%	15,000	0.25%
51	Legal & Auditing	7540	2,500	0.50%	30,000	0.50%
52	Postage	7550	2,083	0.42%	25,000	0.42%
53	Travel & Entertainment	7560	3,333	0.67%	40,000	0.67%
54	Meeting Meals	7330	417	0.08%	5,000	0.08%
55	Electric Utility Costs	7350	5,833	1.17%	70,000	1.17%
56	Natural Gas Utility Costs	7360	417	0.08%	5,000	0.08%
57	Water Utility Costs	7370	417	0.08%	5,000	0.08%
58	Total Utility Costs	LINE 55 - 57	6,667	1.33%	80,000	1.33%
59	Furniture, Signs, Fixtures & Equip. - Depr., Maint., Repair, Rental	7580	1,667	0.33%	20,000	0.33%
60	Ins. - Other Than Bldgs. & Improvements	7590	4,167	0.83%	50,000	0.83%
61	Taxes - Other Than R.E., Pay. & Inc.	7600	417	0.08%	5,000	0.08%
62	Interest - Other Than Floor Plan & R.E Mortgage	7610				
63	TOTAL OVERHEAD EXPENSES	LINES 34 - 54 & 58 - 62	154,167	30.83%	1,850,000	30.83%
64	TOTAL EXPENSES	LINES 31 & 63	491,667	98.33%	5,900,000	98.33%
65	OPERATING PROFIT (LOSS)	LINES 2 LESS LINE 64	8,333	1.67%	100,000	1.67%
66	Admin Fees	7620	16,667	3.33%	200,000	3.33%
67	TOTAL DISTRIBUTOR BONUS	PG 4 LINE 28	58,333	11.67%	700,000	11.67%
68	OPERATING PROFIT (LOSS) AFT DISTR. BONUS	LINES 65 - 67	83,333	16.67%	1,000,000	16.67%
69	NET ADDITIONS OR DEDUCTIONS	PG 4 LINE 54	66,667	13.33%	800,000	13.33%
70	NET PROFIT (LOSS) BEFORE BONUS	LINE 68 +/- LINE 69	150,000	30.00%	1,800,000	30.00%
71	BONUSES - EMPLOYEES	7700				
72	BONUSES - OWNERS	7710				
73	NET PROFIT (LOSS) BEFORE TAXES	LINE 70 LESS 71 & 72	150,000	30.00%	1,800,000	30.00%
74	ESTIMATED INCOME TAXES	7800				
75	NET PROFIT (LOSS) AFTER TAXES	LINE 73 LESS LINE 74	150,000	30.00%	1,800,000	30.00%