

### Bullwinkle Moose Motors for 2016-02

1on1 DOC	Sales	25	= # of working days so far	25	= # of working days	100%	= % of month completed	enter comments here				Data Source for New & Used & FI								
	S/B/P	21	= # of working days so far	21	= # of working days	100%	= % of month completed	Source of New+Used+F&I data is from Accounting				(A=Acctg or S=Sales) A								
		Last Year: 2015-02			Monthly Forecast			Current MTD: 2016-02			Pace		Forecast Variance \$			PYR Var%		Forecast Var%		
		units	gross	avg	#	gross	avg	#	gross	avg	units	gross	#	gross	avg	%units	%gross	%units	%gross	
New Veh Dept	New Car	45	16,922	376	0	0	0	68	-18,528	-272	68	-18,528	68.0	-18,528	-272	51%	-209%	0%	0%	
	New Trk	60	68,980	1,150	0	0	0	79	60,386	764	79	60,386	79.0	60,386	764	32%	-12%	0%	0%	
	New Scion	3	1,653	551	0	0	0	2	1,694	847	2	1,694	2.0	1,694	847	-33%	2%	0%	0%	
	Incentives	0	67,385	0	0	0	0	0	87,485	0	0	87,485	0.0	87,485	0	0%	30%	0%	0%	
	Tot Retail	108	154,940	1,435	0	0	0	149	131,037	879	149	131,037	149.0	131,037	879	38%	-15%	0%	0%	
	Retl+Dcash	108	154,940	1,435	0	0	0	149	131,037	879	149	131,037	149.0	131,037	879	38%	-15%	0%	0%	
	FI Income	108	118,619	1,098	0	0	0	149	130,831	878	149	130,831	149.0	130,831	878	38%	10%	0%	0%	
	FI ChrgBac	108	-5,476	-51	0	0	0	149	-2,437	-16	149	-2,437	149.0	-2,437	-16	38%	-55%	0%	0%	
	F&I Tot	108	113,142	1,048	0	0	0	149	128,394	862	149	128,394	149.0	128,394	862	38%	13%	0%	0%	
	New Gross	108	268,082	2,482	0	0	0	149	259,431	1,741	149	259,431	149.0	259,431	1,741	38%	-3%	0%	0%	
		%/gross	Expenses	\$/veh sold				%/gross	Expenses	\$/veh sold										
		Advert	19,768	183				7%	18,800	126		18,800		18,800			-5%		0%	0%
		Deliv Exp	5,920	55				3%	7,519	50		7,519		7,519			27%		0%	0%
		Other Sell Exp	72,442	671				25%	63,614	427		63,614		63,614			-12%		0%	0%
		Tot Sell Exp	98,130	909				35%	89,933	604		89,933		89,933			-8%		0%	0%
	Policy	513	5				0%	498	3		498		498			-3%		0%	0%	
	OpEx Wages	17,014	158				7%	16,953	114		16,953		16,953			0%		0%	0%	
	OpEx Not Wages	6,536	61				2%	4,631	31		4,631		4,631			-29%		0%	0%	
	Tot Oper Exp	24,063	223				9%	22,082	148		22,082		22,082			-8%		0%	0%	
	Tot Sell+Oper Exp	122,193	1,131				43%	112,015	752		112,015		112,015			-8%		0%	0%	
	Tot Overhead Exp	109,220	1,011				36%	94,592	635		94,592		94,592			-13%		0%	0%	
	Tot Exp (posted)	231,412	2,143				80%	206,607	1,387		206,607		206,607			-11%		0%	0%	
	New Net	108	36,670	340	0	0	0	149	52,824	355	149	52,824	149.0	52,824	355	38%	44%	0%	0%	

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1on1 DOC	Last Year: 2015-02			Monthly Forecast			Current MTD: 2016-02			Pace		Forecast Variance \$			PYR Var%		Forecast Var%		
	units	gross	avg	#	gross	avg	#	gross	avg	units	gross	#	gross	avg	%units	%gross	%units	%gross	
Used Veh Dept	Certified	20	29,409	1,470	0	0	0	17	31,506	1,853	17	31,506	17.0	31,506	1,853	-15%	7%	0%	0%
	Non-Cert	40	147,989	3,700	0	0	0	33	82,912	2,512	33	82,912	33.0	82,912	2,512	-18%	-44%	0%	0%
	Other	0	0	0	0	0	0	0	0	0	0	0	0.0	0	0	0%	0%	0%	0%
	Tot Retail	60	177,398	2,957	0	0	0	50	114,418	2,288	50	114,418	50.0	114,418	2,288	-17%	-36%	0%	0%
	Recon	60	0	0	0	0	0	50	0	0	50	0	50.0	0	0	-17%	0%	0%	0%
	Retl+Recon	60	177,398	2,957	0	0	0	50	114,418	2,288	50	114,418	50.0	114,418	2,288	-17%	-36%	0%	0%
	FI Income	60	49,264	821	0	0	0	50	49,533	991	50	49,533	50.0	49,533	991	-17%	1%	0%	0%
	FI ChrgBac	0	-1,448	0	0	0	0	0	1,281	0	0	1,281	0.0	1,281	0	0%	-188%	0%	0%
	F&I Tot	60	47,816	797	0	0	0	50	50,814	1,016	50	50,814	50.0	50,814	1,016	-17%	6%	0%	0%
	Used Gross	60	233,848	3,897	0	0	0	50	173,663	3,473	50	173,663	50.0	173,663	3,473	-17%	-26%	0%	0%
			Expenses	\$/veh sold				%/gross	Expenses	\$/veh sold									
	Advert		18,568	309				10%	17,600	352		17,600		17,600			-5%		0%
	Deliv Exp		1,444	24				1%	1,211	24		1,211		1,211			-16%		0%
	Other Sell Exp		70,419	1,174				36%	63,259	1,265		63,259		63,259			-10%		0%
	Tot Sell Exp		90,431	1,507				47%	82,069	1,641		82,069		82,069			-9%		0%
	Policy		2,216	37				1%	1,694	34		1,694		1,694			-24%		0%
	OpEx Wages		18,607	310				11%	19,131	383		19,131		19,131			3%		0%
	OpEx Not Wages		6,433	107				3%	5,078	102		5,078		5,078			-21%		0%
	Tot Oper Exp		27,256	454				15%	25,903	518		25,903		25,903			-5%		0%
	Tot Sell+Oper Exp		117,687	1,961				62%	107,973	2,159		107,973		107,973			-8%		0%
Tot Overhead Exp		77,975	1,300				50%	86,921	1,738		86,921		86,921			11%		0%	
Tot Exp (posted)		195,663	3,261				112%	194,894	3,898		194,894		194,894			0%		0%	
Used Net	60	38,186	636	0	0	0	50	-21,231	-425	50	-21,231	50.0	-21,231	-425	-17%	-156%	0%	0%	
New+Used	N+U Retl	168	332,338	1,978	0	0	0	199	245,455	1,233	199	245,455	199.0	245,455	1,233	18%	-26%	0%	0%
	N+U F+I	168	160,959	958	0	0	0	199	179,208	901	199	179,208	199.0	179,208	901	18%	11%	0%	0%
	Tot Retl	168	493,296	2,936	0	0	0	199	424,663	2,134	199	424,663	199.0	424,663	2,134	18%	-14%	0%	0%
	Whsl+Flt+Adj		8,634	0					8,431	0	0	8,431	0.0	8,431	0	0%	-2%	0%	0%
	Tot Gross	168	501,931	2,988	0	0	0	199	433,094	2,176	199	433,094	199.0	433,094	2,176	18%	-14%	0%	0%
	N+U Exp (posted)		427,075	2,542					401,501	2,018		401,501							
N+U Net	168	74,855	446	0	0	0	199	31,593	159	199	31,593	199.0	31,593	159	18%	-58%	0%	0%	

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	Last Year: 2015-02		Monthly Forecast			Current MTD: 2016-02			Pace		Forecast Variance \$			PYR Var%		Forecast Var%		
	units	gross	avg	#	gross	avg	#	gross	avg	units	gross	#	gross	avg	%units	%gross	%units	%gross
Cust Labor	gross prft	1,699	226,090	133	0		1,684	219,463	130	1,684	219,463		219,463		-1%	-3%	0%	0%
	GP %		185,901		0			181,733			181,733		181,733			-2%		0%
Quick Svc	gross prft	450	22,761	51	0		532	30,040	56	532	30,040		30,040		18%	32%	0%	0%
	GP %		21,595		0			23,167			23,167		23,167			7%		0%
Warr	gross prft	442	69,254	157	0		248	44,690	180	248	44,690		44,690		-44%	-35%	0%	0%
	GP %		54,594		0			34,667			34,667		34,667			-37%		0%
Internal	gross prft	469	87,444	186	0		494	71,682	145	494	71,682		71,682		5%	-18%	0%	0%
	GP %		75,456		0			57,223			57,223		57,223			-24%		0%
PDI	gross prft	0	0		0		0	0		0	0		0		0%	0%	0%	0%
	GP %		0		0			0			0		0			0%		0%
Sublet	gross prft	51	9,654	189	0		35	10,121	289	35	10,121		10,121		-31%	5%	0%	0%
	GP %		788		0			600			600		600			-24%		0%
Unapplied Time			-7,581		0			-5,476			-5,476		-5,476			-28%		0%
Open RO	% expected to close by EOM:				75%		19	1,318	69	14	989							
Tot Sales			415,203		0			375,995			375,995		375,995			-9%		0%
Tot Gross			330,754		0			291,914			291,914		291,914			-12%		0%
GP %			80%		0%			78%			78%							
			Expenses				%/gross	Expenses										
Advert Svc			4,335				1%	2,400			2,400		2,400			-45%		0%
Deliv Exp			0				0%	0			0		0			0%		0%
Other Sell Exp			42,677				11%	33,178			33,178		33,178			-22%		0%
Tot Sell Exp			47,012				12%	35,578			35,578		35,578			-24%		0%
Policy			11,213				4%	13,135			13,135		13,135			17%		0%
OpEx Wages			81,089				31%	91,176			91,176		91,176			12%		0%
OpEx Not Wages			14,416				3%	8,273			8,273		8,273			-43%		0%
Tot Oper Exp			106,719				39%	112,584			112,584		112,584			5%		0%
Tot Sell+Oper Exp			153,731				51%	148,162			148,162		148,162			-4%		0%
Tot Overhead Exp			89,603				39%	114,663			114,663		114,663			28%		0%
Tot Exp (posted)			243,334				90%	262,825			262,825		262,825			8%		0%
Tot Exp (estim)								0			0		0			0%		
Svc Net			87,420					29,089			29,089		29,089			-67%		0%

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1on1 DOC	Last Year: 2015-02			Monthly Forecast			Current MTD: 2016-02			Pace		Forecast Variance \$			PYR Var%		Forecast Var%	
	units	gross	avg	#	gross	avg	#	gross	avg	units	gross	#	gross	avg	%units	%gross	%units	%gross
Parts Dept	C RO Pts	1,677	106,580	64	0		1,623	105,753	65	1,623	105,753		105,753		-3%	-1%	0%	0%
	gross prft		43,224		0			41,206			41,206		41,206			-5%		0%
	GP %		41%		72%			39%			39%							0%
	W RO Pts	278	79,942	288	0		136	33,143	244	136	33,143		33,143		-51%	-59%	0%	0%
	gross prft		29,769		0			12,922			12,922		12,922			-57%		0%
	GP %		37%		70%			39%			39%							0%
	I RO Pts	139	23,381	168	0		112	13,711	122	112	13,711		13,711		-19%	-41%	0%	0%
	gross prft		8,030		0			5,243			5,243		5,243			-35%		0%
	GP %		34%		59%			38%			38%							0%
	Ctr Retl	485	25,825	53	0		458	28,552	62	458	28,552		28,552		-6%	11%	0%	0%
	gross prft		8,729		0			9,622			9,622		9,622			10%		0%
	GP %		34%		10%			34%			34%							0%
	Whisl Pts	515	108,197	210	0		529	86,553	164	529	86,553		86,553		3%	-20%	0%	0%
	gross prft		18,586		0			14,827			14,827		14,827			-20%		0%
	GP %		17%		96%			17%			17%							0%
Tot Access	62	8,028	129	0		60	10,879	181	60	10,879		10,879		-3%	36%	0%	0%	
gross prft		2,368		0			353			353		353			-85%		0%	
GP %		29%		41%			3%			3%							0%	
GOG/Tires	1,732	69,047	40	0		1,725	75,977	44	1,725	75,977		75,977		0%	10%	0%	0%	
gross prft		34,451		0			36,699			36,699		36,699			7%		0%	
GP %		50%		15%			48%			48%							0%	
PrchDisc		4,545		0			2,661			2,661		2,661				-41%		0%
Open RO	% expected to close by EOM:			75%		19	3,806	200	14	2,854								
Tot Sales				0			356,321			356,321		356,321				-16%	0%	
Tot Gross				0			123,984			123,984		123,984				-19%	0%	
GP %				0%			35%			35%								
	Expenses						%/gross	Expenses										
Advert	1,200						1%	1,200			1,200		1,200			0%	0%	
Deliv Exp	0						0%	0			0		0			0%	0%	
Other Sell Exp	21,676						17%	20,966			20,966		20,966			-3%	0%	
Tot Sell Exp	22,876						18%	22,166			22,166		22,166			-3%	0%	
Policy	30						0%	301			301		301			902%	0%	
OpEx Wages	22,829						19%	23,217			23,217		23,217			2%	0%	
OpEx Not Wages	2,956						1%	1,396			1,396		1,396			-53%	0%	
Tot Oper Exp	25,815						20%	24,914			24,914		24,914			-3%	0%	
Tot Sell+Oper Exp	48,692						38%	47,081			47,081		47,081			-3%	0%	
Tot Overhead Exp	52,595						48%	59,816			59,816		59,816			14%	0%	
Tot Exp (posted)	101,287						86%	106,897			106,897		106,897			6%	0%	
Tot Exp (estim)								0			0		0			0%	0%	
Svc Net	51,881				0			17,087			17,087		17,087			-67%	0%	
Tot \$+B+P	Svc Gross	330,754				0		291,914			291,914		291,914			-12%	0%	
	Parts Gross	153,168				0		123,984			123,984		123,984			-19%	0%	
	Tot Fixed Gross	483,921				0		415,899			415,899		415,899			-14%	0%	
	Tot Exp (posted)	344,621				0		369,722			369,722		369,722			7%	0%	
	Tot Net	139,301				0		46,176			46,176		46,176			-67%	0%	

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	<b>Last Year: 2015-02</b>		<b>Monthly Forecast</b>		<b>Current MTD: 2016-02</b>		<b>Pace</b>		<b>Forecast Variance \$</b>		<b>PYR Var%</b>		<b>Forecast Var%</b>					
	units	gross	avg	#	gross	avg	#	gross	avg	units	gross	#	gross	avg	%units	%gross	%units	%gross

N+U	Tot Gross	168	501,931	2,988	0	0	0	199	433,094	2,176	199	433,094	199.0	433,094	2,176	18%	-14%	0%	0%
	Tot Exp (posted)		427,075		0	0	0		401,501			401,501					-6%		0%
	N+U Net	168	74,855	446	0	0	0	199	31,593	159	199	31,593	199.0	31,593	159	18%	-58%	0%	0%

S+B+P	Tot Gross		483,921		0				415,899			415,899					-14%		0%
	Tot Exp (posted)		344,621		0				369,722			369,722					7%		0%
	Tot Net		139,301		0				46,176			46,176					-67%		0%

Total	Tot Gross All Depts		985,852		0				848,993			848,993					-14%		0%
	Tot Exp (posted)		771,696		0				771,223			771,223					0%		0%
	Tot Exp (estim)		0		0				0			0					0%		0%
	Net before OI+OD		214,156		0				77,770			77,770					-64%		0%
	Tot Other Income		25,789		0				29,779			29,779					15%		0%
	Tot Other Deduct		-30,201		0				-30,962			-30,962					3%		0%
	Tot OI + OD		-4,412		0				-1,184			-1,184					-73%		0%
Tot Net		209,744		0				76,586			76,586					-63%		0%	

Key Items	Desc	Last Year: 2015-02		Forecast (Calc Tolerances)		Current MTD: 2016-02		This Year - Last Year		Forecast Variance \$		PYR Var %		Forecast Var %	
	CIT		940,283		0		1,426,509		486,226		1,426,509		52%		0%
	Veh A/R		113,934		0		300,626		186,692		300,626		164%		0%
	Whsl A/R		0		0		0		0		0		0%		0%
	P+S A/R		218,965		0		172,964		-46,001		172,964		-21%		0%
	Factory A/R		289,867		0		478,131		188,263		478,131		65%		0%
	Fin Res A/R		49,821		0		51,765		1,944		51,765		4%		0%
	Inv N/C		5,215,105		0		5,466,627		251,522		5,466,627		5%		0%
	Inv N/T		0		0		0		0		0		0%		0%
	Inv U/C CPO		639,684		0		790,330		150,645		790,330		24%		0%
	Inv non-CPO		1,059,665		0		953,637		-106,027		953,637		-10%		0%
	Inv Used Other		0		0		0		0		0		0%		0%
	Inv Parts+Acc		301,068		0		311,175		10,107		311,175		3%		0%
	Inv GOG		18,930		0		14,796		-4,134		14,796		-22%		0%