

Rocky and Bullwinkle Auto Group

1on1 DOC	Sales	16	= # of working days so far			26	= # of working days			62%	= % of month completed					
	S/B/P	13	= # of working days so far			21	= # of working days			62%	= % of month completed					
		A	2013-03		Acctg	A	2017-04		Acctg	A	2017-04		Acctg	Combined Totals for Rocky and Bullwinkle AG		
			Bullwinkle Moose Lexus			Rocky J Squirrel Acura			Boris Badinuff Toyota			Natasha Chevrolet				
		#	gross	ava	#	gross	ava	#	gross	ava	#	gross	ava	#	gross	ava

New Veh Dept	New Car	15	5,000	333	20	12,000	600	75	40,000	533	20	10,000	500	130	67,000	515
	New Trk	20	9,000	450	35	15,000	429	25	39,000	1,560	40	40,000	1,000	120	103,000	858
	Tot Retail	39	14,000	359	60	27,000	450	116	79,000	681	66	50,000	758	281	170,000	605
	Incentives	39	181,000	4,641	60	80,000	1,333	116	31,150	269	66	21,500	326	281	313,650	1,116
	Retl+Dcash	39	195,000	5,000	60	107,000	1,783	116	110,150	950	66	71,500	1,083	281	483,650	1,721
	F&I Income	39	41,110	1,054	60	85,712	1,429	116	220,794	1,903	66	72,837	1,104	281	420,453	1,496
	F&I ChgBk	0	-75	0	0	-1,158	0	0	-19,774	0	0	-17,819	0	0	-38,826	0
	F&I Tot	39	41,035	1,052	60	84,554	1,409	116	201,020	1,733	66	55,018	834	281	381,627	1,358
	Retl+FI	39	236,035	6,052	60	191,554	3,193	116	301,789	2,602	66	116,814	1,770	281	846,192	3,011
	Internet	0	9,372	0	0	11,025	0	0	10,350	0	0	31,200	0	0	61,947	0
	Fleet	0	23,068	0	0	0	0	0	50,265	0	0	706	0	0	74,039	0
	New Gross	39	268,475	6,884	60	202,579	3,376	116	362,404	3,124	66	148,720	2,253	281	982,178	3,495

Used Veh Dept	Used Car	18	48,081	2,671	50	39,662	793	42	77,287	1,840	15	33,690	2,246	125	198,720	1,590
	Used Trk	3	2,632	877	8	20,770	2,596	22	41,637	1,893	17	45,893	2,700	50	110,931	2,219
	Used03	17	44,115	2,595	23	46,198	2,009	33	56,208	1,703	41	46,970	1,146	114	193,490	1,697
	Tot Retail	38	94,827	2,495	81	106,629	1,316	97	175,132	1,805	73	126,553	1,734	289	503,141	1,741
	Recon	38	-27,086	-713	81	-81,417	-1,005	97	-100,268	-1,034	73	-63,163	-865	289	-271,934	-941
	Retl w Recon	38	67,741	1,783	81	25,212	311	97	74,864	772	73	63,390	868	289	231,207	800
	F&I Income	38	41,282	1,086	81	100,302	1,238	97	182,035	1,877	73	105,017	1,439	289	428,636	1,483
	F&I ChgBk	0	-1,001	0	0	-18,539	0	0	-12,301	0	0	-10,081	0	0	-41,922	0
	F&I Tot	38	40,282	1,060	81	81,763	1,009	97	169,733	1,750	73	94,936	1,300	289	386,715	1,338
	Retl+FI	38	108,023	2,843	81	106,976	1,321	97	244,597	2,522	73	158,326	2,169	289	617,921	2,138
	Whsl	16	4,606	288	15	-6,853	-457	42	15,332	365	26	6,665	256	99	19,750	199
	Adjust	0	2,200	0	0	-20,010	0	0	-7,381	0	0	-5,785	0	0	-30,976	0
Used Gross	38	114,829	3,022	81	80,112	989	97	252,548	2,604	73	159,207	2,181	289	606,696	2,099	

New&Used	N+U Retl	77	262,741	3,412	141	132,212	938	213	185,014	869	139	134,890	970	570	714,857	1,254
	N+U F+I	77	81,317	1,056	141	166,317	1,180	213	370,753	1,741	139	149,954	1,079	570	768,341	1,348
	Tot Retl	77	198,944	2,584	141	298,530	2,117	213	546,386	2,565	139	275,140	1,979	570	1,318,999	2,314
	Whsl+Flt+Adj	0	39,247	0	0	-15,838	0	0	68,566	0	0	32,787	0	0	124,761	0
	Tot Gross	77	238,191	3,093	141	282,691	2,005	213	614,952	2,887	139	307,926	2,215	570	1,443,760	2,533

Rocky and Bullwinkle Auto Group

1on1 DOC	Sales	16 = # of working days so far	26 = # of working days	62% = % of month completed											
	S/B/P	13 = # of working days so far	21 = # of working days	62% = % of month completed											
		A 2013-03 Acctg	A 2017-04 Acctg	A 2017-04 Acctg	A 2017-04 Acctg	Combined Totals for Rocky and Bullwinkle AG									
		Bullwinkle Moose Lexus	Rocky J Squirrel Acura	Boris Badinuff Toyota	Natasha Chevrolet										
	#	gross	avg	#	gross	avg	#	gross	avg	#	gross	avg	#	gross	avg

Service Dept	Cust Pay	704	118,461	168	803	128,552	160	1,154	146,765	127	837	66,469	79	3,498	460,247	132
	gross prft	0	90,354		0	100,553		0	95,329		0	48,939		0	335,175	
	GP %	0%	76%		0%	78%		0%	65%		0%	74%		0%	293%	
	Warr	285	22,230	78	284	33,169	117	710	75,235	106	430	47,135	110	1,709	177,769	104
	gross prft	0	17,435		0	18,542		0	59,177		0	36,362		0	131,516	
	GP %	0%	78%		0%	56%		0%	79%		0%	77%		0%	290%	
	Internal	242	30,029	124	303	52,228	172	240	66,676	278	280	39,943	143	1,065	188,876	177
	gross prft	0	23,388		0	40,253		0	53,448		0	36,315		0	153,404	
	GP %	0%	78%		0%	77%		0%	80%		0%	91%		0%	326%	
	Access	0	0		0	0		124	7,874	63	0	0		124	7,874	63
gross prft	0%	0		0%	0		0%	5,836		0%	0		0%	5,836		
GP %	0%	0%		0%	0%		0%	74%		0%	0%		0%	74%		
Sublet	0	7,121		0	40,470		182	48,100	264	129	24,727	192	311	120,418	387	
gross prft	0%	1,054		0%	7,247		0%	11,672		0%	8,665		0%	28,637		
GP %	0%	15%		0%	18%		0%	24%		0%	35%		0%	92%		
Unapplied Time		-1,118			-7,151			-2,167			-7,414		0	-17,850		
Open RO		7,441			0			0			0			7,441		
Tot Sales		177,841			254,419			344,649			178,274		0%	955,183		
Tot Gross		131,112			159,443			223,295			122,868		0%	636,718		
GP %		74%			63%			65%			69%		0%	270%		

Parts Dept	Cust RO	0	75,312		739	76,062	103	1,249	79,241	63	248	37,676	152	2,236	268,290	120
	gross prft	0	35,852		0	33,752		0	33,379		0	12,491		0	115,474	
	GP %	0%	48%		0%	44%		0%	42%		0%	33%		0%	167%	
	Warr	0	23,306		273	73,595	270	668	106,041	159	261	97,222	372	1,202	300,164	250
	gross prft	0%	11,367		0%	35,940		0%	44,817		0%	41,599		0%	133,723	
	GP %	0%	49%		0%	49%		0%	42%		0%	43%		0%	183%	
	Intl Pts	0	4,917		226	16,528	73	262	31,122	119	221	36,075	163	709	88,642	125
	gross prft	0%	2,403		0%	7,103		0%	9,625		0%	14,772		0%	33,903	
	GP %	0%	49%		0%	43%		0%	31%		0%	41%		0%	164%	
	Ctr Retl	77	5,992	78	38	1,192	31	66	5,324	81	73	5,751	79	254	18,260	72
	gross prft	0%	1,758		0%	357		0%	2,129		0%	2,029		0%	6,272	
	GP %	0%	29%		0%	30%		0%	40%		0%	35%		0%	135%	
	Whlsl	50	15,967	319	295	50,970	173	654	60,366	92	600	126,384	211	1,599	253,687	159
	gross prft	0%	4,083		0%	9,575		0%	12,244		0%	21,025		0%	46,928	
GP %	0%	26%		0%	19%		0%	20%		0%	17%		0%	81%		
Access	6	9,363	1,560	40	22,967	574	137	29,577	216	0	0		183	61,907	338	
gross prft	0%	3,734		0%	6,513		0%	11,127		0%	0		0%	21,374		
GP %	0%	40%		0%	28%		0%	38%		0%	0%		0%	106%		
GOG+Tires	22	25,858	1,175	52	36,295	698	980	42,144	43	0	0		1,054	104,296	99	
gross prft	0%	7,885		0%	24,098		0%	14,451		0%	0		0%	46,434		
GP %	0%	30%		0%	66%		0%	34%		0%	0%		0%	131%		
PrchDisc		0			-870			6,164			-3,636		0	1,657		
Open RO		4,546			0			0			0			4,546		
Tot Sales		160,715			277,609			353,814			303,107		0%	1,095,245		
Tot Gross		67,082			116,467			133,934			88,281		0%	405,764		
GP %		42%			42%			38%			29%		0%	151%		

Tot Fxk	Svc Gross	131,112		159,443		223,295		122,868		0	636,718
	Parts Gross	67,082		116,467		133,934		88,281		0	405,764
	Tot Fixed Gross	198,194		275,910		357,229		211,148		0	1,042,482

Rocky and Bullwinkle Auto Group

1on1 DOC	Sales	16 = # of working days so far	26 = # of working days	62% = % of month completed											
	S/B/P	13 = # of working days so far	21 = # of working days	62% = % of month completed											
		A 2013-03 Acctg	A 2017-04 Acctg	A 2017-04 Acctg	A 2017-04 Acctg	Combined Totals for Rocky and Bullwinkle AG									
		Bullwinkle Moose Lexus	Rocky J Squirrel Acura	Boris Badinuff Toyota	Natasha Chevrolet										
	#	gross	avg	#	gross	avg	#	gross	avg	#	gross	avg	#	gross	avg

Tot N+	Tot Gross	77	238,191	3,093	141	282,691	2,005	213	614,952	2,887	139	307,926	2,215	570	1,443,760	2,533
	N+U Exp (est)	0	0		0	0		0	0		0	0		0	0	
	N+U Net	77	238,191	3,093	141	282,691	2,005	213	614,952	2,887	139	307,926	2,215	570	1,443,760	2,533

Tot Fxk	Tot Gross	198,194	275,910	357,229	211,148	1,042,482
	Tot Exp (estim)	0	0	0	0	0
	Tot Net	198,194	275,910	357,229	211,148	1,042,482

Total	Tot Oper Gross	436,385	558,601	972,181	519,075	2,486,242
	Oth Income	25,000	18,000	18,000	21,000	82,000
	Oth Deductions	-15,483	-65,046	-19,389	-5,736	-105,654
	Tot Dirship Gross	445,902	511,555	970,792	534,339	2,462,588

Balance Sheet - Key Items	Desc					
	CIT	550,000	750,000	475,000	775,000	2,550,000
	Veh A/R	125,000	75,000	45,000	50,000	295,000
	P+S A/R	45,000	40,000	12,500	90,000	187,500
	Cash Clearing	1,494	0	2,749	500	4,742
	.	0	0	0	0	0
	.	0	0	0	0	0
	Inv N/C	5,500,000	4,500,000	3,500,000	5,100,000	18,600,000
	.	0	0	0	0	0
	Inv Certified	2,000,000	2,200,000	2,000,000	1,500,000	7,700,000
	Inv Non-Cert	1,100,000	750,000	800,000	1,200,000	3,850,000
	Inv Non-Captive	3,000,000	850,000	2,400,000	1,750,000	8,000,000
	.	0	0	0	0	0
Inv Parts	500,000	400,000	300,000	600,000	1,800,000	
Access Inv	50,000	40,000	30,000	75,000	195,000	