

Bullwinkle Moose Motors for 2020-02

1on1 DOC	Sales	13 = # of working days so far	25 = # of working days	52% = % of month completed	Source of New+Used+F&I data is from Accounting		Data Source for New, Used, F&I: (A/S)		A											
	S/B/P	12 = # of working days so far	20 = # of working days	60% = % of month completed	Source of Expense data is from Accounting		Data Source for Expenses: (A/F)		A											
1on1 DOC	Last Year: 2019-02			Monthly Forecast			Current MTD: 2020-02			Pace		Forecast Variance \$			PYR Var%		Forecast Var%			
		units	gross	avg	#	gross	avg	#	\$	avg	units	gross	#	gross	avg	%units	%gross	%units	%gross	
New Veh Dept	Retl+Incmtvs	0	0	0	0	0	0	0	0	0	0	0.0	0	0	0	0%	0%	0%	0%	
	F&I Income	0	54,006	0	0	0	2,000	0	538,286	0	0	1,035,165	0.0	1,035,165	-2,000	0%	1817%	0%	0%	
	FI ChrgBks	0	-42,335	0	0	0	0	0	-62,739	0	0	-120,651	0.0	-120,651	0	0%	185%	0%	0%	
	F&I Tot	0	11,670	0	0	0	0	0	475,547	0	0	914,514	0.0	914,514	0	0%	7736%	0%	0%	
	New Gross	39	75,227	1,929	0	0	0	32	530,925	16,591	62	1,021,010	61.5	1,021,010	16,591	58%	1257%	0%	0%	
Used Veh Dept	Tot Retail	0	0	0	0	0	0	0	0	0	0	0.0	0	0	0	0%	0%	0%	0%	
	Recon&C/B	0	-178,196	0	0	0	-1	0	-180,753	0	0	-347,602	0.0	-347,602	1	0%	95%	0%	0%	
	Retl+Recon	0	-178,196	0	0	0	0	0	-180,753	0	0	-347,602	0.0	-347,602	0	0%	95%	0%	0%	
	F&I Income	0	44,305	0	0	0	0	0	230,136	0	0	442,569	0.0	442,569	0	0%	899%	0%	0%	
	FI Chrgbks	0	-23,165	0	0	0	0	0	-46,185	0	0	-88,817	0.0	-88,817	0	0%	283%	0%	0%	
	F&I Tot	0	21,140	0	0	0	0	0	183,951	0	0	353,753	0.0	353,753	0	0%	1573%	0%	0%	
	Retl+FI	0	-157,055	0	0	0	0	0	3,198	0	0	6,151	0	6,151	0	0%	-104%	0%	0%	
	Adjust/Repo	0	0	0	0	0	0	0	0	0	0	0	0.0	0	0	0%	0%	0%	0%	
	Wholesale/Ad	42	2,362	56	0	0	0	42	31,810	757	81	61,173	80.8	61,173	757	92%	2490%	0%	0%	
Used Gross	0	-154,693	0	0	0	0	0	35,008	0	0	67,323	0.0	67,323	0	0%	-144%	0%	0%		
Service Dept	Cust Labor	2,983	572,054	192		0		3,199	605,581	189	5,332	1,009,301		1,009,301		79%	76%	0%	0%	
	gross prft		415,404			0			450,609			751,015		751,015			81%		0%	
	GP %		73%			76%			74%			74%								0%
	Warr	0	0			0		0	0		0	0		0		0%	0%	0%	0%	
	gross prft		0			0			0			0		0			0%			0%
	GP %		0%			70%			0%			0%								0%
	Other	1,141	276,786	243		0		921	263,439	286	1,535	439,066		439,066		35%	59%	0%	0%	
gross prft		197,644			0			171,811			286,352		286,352			45%			0%	
GP %		71%			59%			65%			65%								0%	
Unapplied Time		0			0			0			0		0				0%		0%	
Tot Sales		848,840			0			869,020			1,448,367		1,448,367				71%		0%	
Tot Gross		613,048			0			622,420			1,037,366		1,037,366				69%		0%	
GP %		72%			0%			72%			72%								0%	
Patts Dept	C RO Pts	2,451	288,747	118		0		2,337	300,266	128	3,895	500,443		500,443		59%	73%	0%	0%	
	gross prft		117,478			0			122,225			203,709		203,709			73%		0%	
	GP %		41%			72%			41%			41%								0%
	Front Cntr	596	50,602	85		0		502	43,758	87	837	72,929		72,929		40%	44%	0%	0%	
	gross prft		13,016			0			11,835			19,726		19,726			52%			0%
	GP %		26%			10%			27%			27%								0%
	Whlsl Pts	617	142,610	231		0		620	187,997	303	1,033	313,328		313,328		67%	120%	0%	0%	
gross prft		22,412			0			26,722			44,537		44,537			99%			0%	
GP %		16%			96%			14%			14%								0%	
Other	2,776	281,611	101		0		2,914	272,388	93	4,857	453,981		453,981		75%	61%	0%	0%		
gross prft		78,827			0			75,832			126,386		126,386			60%			0%	
GP %		28%			41%			28%			28%								0%	
Tot Sales		763,570			0			804,409			1,340,681		1,340,681				76%		0%	
Tot Gross		231,733			0			236,615			394,358		394,358				70%		0%	
GP %		30%			0%			29%			29%								0%	
*	Tot N+U Grs	0	4,787	0	0	0	0	0	760,331	0	0	1,462,176	0.0	1,462,176	0	0%	30442%	0%	0%	
*	Tot Fxd Gross		844,780			0			859,035			1,431,725		1,431,725			69%		0%	
Total	Tot Grs (b4 OI+OD)		849,568			0			1,619,366			2,893,900		2,893,900			241%		0%	
	Tot OI + OD		80,650			80,650			208,343			400,660		320,010			397%		397%	
	Tot After OI & OD		-769,085			-1,616,795			-23,771			-76,631		1,540,164			-90%		-95%	