

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 Dept	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	New Car	70	43,590	623	100	70,000	700	98	40,898	417	188	78,650	88.5	8,650	-283	169%	80%	88%	12%
	New Truck	98	94,397	963	100	140,000	1,400	127	134,190	1,057	244	258,058	144.2	118,058	-343	149%	173%	144%	84%
	Tot Retail	168	137,987	821	200	210,000	1,050	225	175,088	778	433	336,708	232.7	126,708	-272	158%	144%	116%	60%
	Incentives	0	8,730	0	0	0	0	225	0	0	433	0	432.7	0	0	0%	-100%	0%	0%
	Retl+Incntvs	168	146,717	873	200	210,000	1,050	225	175,088	778	433	336,708	232.7	126,708	-272	158%	129%	116%	60%
	F&I Income	168	54,006	321	200	400,000	2,000	225	538,286	2,392	433	1,035,165	232.7	635,165	392	158%	1817%	116%	159%
	Fl ChrgBks	168	-42,335	-252	200	0	0	225	-62,739	-279	433	-120,651	232.7	-120,651	-279	158%	185%	116%	0%
	F&I Tot	168	11,670	69	200	400,000	0	225	475,547	2,114	433	914,514	232.7	514,514	2,114	158%	7736%	116%	129%
New Gross	207	221,944	1,072	200	610,000	3,050	257	706,013	2,747	494	1,357,718	294.2	747,718	-303	139%	512%	147%	123%	
Used Veh Dept	UsedCars	0	-65,181	0	0	0	0	0	-46,923	0	0	-90,237	0.0	-90,237	0	0%	38%	0%	0%
	UsedTrks	0	0	0	0	0	0	0	0	0	0	0	0.0	0	0	0%	0%	0%	0%
	Certified	0	-44,776	0	0	0	0	0	-67,502	0	0	-129,812	0.0	-129,812	0	0%	190%	0%	0%
	Tot Retail	0	-109,957	0	0	0	0	0	-114,426	0	0	-220,049	0.0	-220,049	0	0%	100%	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	-288,153	0	0	0	0	0	-295,179	0	0	-567,651	0.0	-567,651	0	0%	97%	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%
	Fl 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+Fl	0	-267,013	0	0	0	0	0	-111,227	0	0	-213,899	0	-213,899	0	0%	-20%	0%	0%
	Adjust/Repo	0	-7,801	0	0	0	0	0	-5,890	0	0	-11,327	0.0	-11,327	0	0%	45%	0%	0%
Wholesale	42	10,163	242	0	0	0	42	37,700	898	81	72,500	80.8	72,500	898	92%	613%	0%	0%	
Used Gross	0	-264,650	0	0	0	0	0	-79,418	0	0	-152,726	0.0	-152,726	0	0%	-42%	0%	0%	
New+Used	N+U Retl	168	-141,436	-842	200	210,000	1,050	225	-120,091	-534	433	-230,943	232.7	-440,943	-1,584	158%	63%	116%	-210%
	N+U F+I	168	32,811	195	200	400,000	2,000	225	659,499	2,931	433	1,268,266	232.7	868,266	931	158%	3765%	116%	217%
	Tot Retl	168	-108,625	-647	200	610,000	3,050	225	539,408	2,397	433	1,037,323	232.7	427,323	-653	158%	-1055%	116%	70%
	Whsl+Adj		65,918	0		0	0		87,188	0		167,669	0.0	167,669	0	0%	154%	0%	0%
Tot Gross	168	41,547	247	200	1,410,000	7,050	225	820,994	3,649	433	1,578,835	232.7	168,835	-3,401	158%	3700%	116%	12%	
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%							
	Warr	688	110,428	161		0		364	59,492	163	607	99,153		99,153		-12%	-10%	0%	0%
	gross prft		80,524			0			43,006			71,677		71,677			-11%		0%
	GP %		73%			70%			72%			72%							
	Internal	228	131,860	578		0		291	138,664	477	485	231,106		231,106		113%	75%	0%	0%
	gross prft		98,956			0			102,318			170,530		170,530			72%		0%
	GP %		75%			59%			74%			74%							
	PDI	155	23,653	153		0		221	34,541	156	368	57,569		57,569		138%	143%	0%	0%
gross prft		18,256			0			26,513			44,188		44,188			142%		0%	
GP %		77%			10%			77%			77%								
Sublet	70	10,845	155		0		45	30,743	683	75	51,238		51,238		7%	372%	0%	0%	
gross prft		-92			0			-26			-43		-43			-53%		0%	
GP %		-1%			15%			0%			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%								
C RO Pts	gross prft	2,451	288,747	118		0		2,337	300,266	128	3,895	500,443		500,443		59%	73%	0%	0%
	GP %		41%			72%			41%			41%					73%		0%
	W RO Pts	242	61,263	253		0		253	74,619	295	422	124,365		124,365		74%	103%	0%	0%
gross prft		22,575			0			28,337			47,228		47,228			109%		0%	
GP %		37%			70%			38%			38%								
I RO Pts	336	69,195	206		0		363	65,574	181	605	109,289		109,289		80%	58%	0%	0%	
gross prft		11,376			0			10,187			16,978		16,978			49%		0%	
GP %		16%			59%			16%			16%								

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1on1 Dept	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
Parts Dept	Front Cntr	596	50,602	85	0	0	502	43,758	87	837	72,929		72,929		40%	44%	0%	0%	
	gross prft		13,016		0	0		11,835			19,726		19,726			52%		0%	
	GP %		26%			10%			27%										
	Whisl Pts	617	142,610	231	0	0	620	187,997	303	1,033	313,328		313,328		67%	120%	0%	0%	
	gross prft		22,412		0	0		26,722			44,537		44,537			99%		0%	
	GP %		16%			96%			14%										
	Accessories	58	45,741	789	0	0	245	30,700	125	408	51,167		51,167		604%	12%	0%	0%	
	gross prft		9,192		0	0		6,553			10,922		10,922			19%		0%	
	GP %		20%			41%			21%										
	GOG/Tires	2,140	105,411	49	0	0	2,053	101,496	49	3,422	169,159		169,159		60%	60%	0%	0%	
gross prft		35,683		0	0		30,755			51,258		51,258			44%		0%		
GP %		34%			15%			30%											
StkOrd		0		0	0		0			0			0				0%		
Adj/Disc		0		0	0		0			0			0				0%		
Whsl Incentives		0		0	0		0			0			0				0%		
Tot Sales		763,570		0	0		804,409			1,340,681		1,340,681				76%		0%	
Tot Gross		231,733		0	0		236,615			394,358		394,358				70%		0%	
GP %		30%			0%					29%									
Tot S+B+P	Svc Gross		613,048		0		622,420			1,037,366		1,037,366				69%		0%	
	Parts Gross		231,733		0		236,615			394,358		394,358				70%		0%	
	Tot Fixed Gross		844,780		0		859,035			1,431,725		1,431,725				69%		0%	
	Tot Expenses		723,243		723,315		738,457			1,230,761		507,446		507,446		70%		70%	
	Tot Net		119,608		-723,315		120,578			200,964		924,278		924,278		68%		-128%	
*	Tot N+U Grs	168	41,547	247	200	1,410,000	7,050	225	820,994	3,649	433	1,578,835	232.7	168,835	-3,401	158%	3700%	116%	12%
	Tot Expenses		974,130		0	974,130	0		1,113,024		2,140,431		1,166,301			120%		120%	
	N+U Net	168	-932,583	-5,551	200	435,870	2,179	225	-292,030	-1,298	433	-561,596	232.7	-997,466	-3,477	158%	-40%	116%	-229%
*	Tot Fxd Gross		844,780		0		859,035			1,431,725		1,431,725				69%		0%	
	Tot Expenses		723,243		723,315		738,457			1,230,761		507,446		507,446		70%		70%	
	Tot Net		119,608		-723,315		120,578			200,964		924,278		924,278		68%		-128%	
Total	Tot Grs (b4 Ol+OD)		886,328		1,410,000		1,680,029			3,010,559		1,600,559		1,600,559		240%		114%	
	Tot Expenses		1,697,373		1,697,445		1,851,480			3,371,191		1,673,747		1,673,747		99%		99%	
	Net before Ol+OD		-812,974		-287,445		-171,452			-360,632		-73,188		-73,188		-56%		25%	
	RentalVehIncome		20,457		20,457		20,361			39,156		18,699		18,699		91%		91%	
	Doc Fees		88,389		88,389		21,425			41,201		-47,187		-47,187		-53%		-53%	
	Other Inc		0		0		194,398			373,842		373,842		373,842		0%		0%	
	Tot Other Income		108,846		108,846		236,184			454,200		345,354		345,354		317%		317%	
	RentalVehExpense		-28,196		-28,196		-27,841			-53,540		-25,344		-25,344		90%		90%	
	Other Deductions		0		0		0			0		0		0		0%		0%	
	Year-End Bonuses		0		0		0			0		0		0		0%		0%	
Tot Other Deduct		-28,196		-28,196		-27,841			-53,540		-25,344		-25,344		90%		90%		
Tot Ol + OD		80,650		80,650		208,343			400,660		320,010		320,010		397%		397%		
Tot After Ol & OD		-732,325		-206,795		36,892			40,028		246,823		246,823		-105%		-119%		
Key/Items	Desc	Last Year: 2019-02			Forecast (Calc Tolerances)			Current MTD: 2020-02			This Year - Last Year		Forecast Variance \$			PYR Var %		Forecast Var %	
	Cash Clearing		0		0		0		0		0		0			0%		0%	
	CIT		1,242,459		0		2,084,083			841,623		2,084,083		2,084,083		68%		0%	
	Veh A/R		537,655		0		523,255			-14,400		523,255		523,255		-3%		0%	
	P+S A/R		298,153		0		291,788			-6,366		291,788		291,788		-2%		0%	
	Other A/R		0		0		0			0		0		0		0%		0%	
	Fin Res A/R		98,120		0		145,749			47,629		145,749		145,749		49%		0%	
	Inv N/C		14,504,060		0		13,088,903			-1,415,157		13,088,903		13,088,903		-10%		0%	
	Inv N/C other		0		0		0			0		0		0		0%		0%	
	Inv N/T		0		0		0			0		0		0		0%		0%	
	Inv U/C CPO		436,205		0		1,269,647			833,442		1,269,647		1,269,647		191%		0%	
	Inv U/C non-CPO		1,489,481		0		1,020,952			-468,530		1,020,952		1,020,952		-31%		0%	
	Inv Used Other		1,592,785		0		858,101			-734,684		858,101		858,101		-46%		0%	
	.		0		0		0			0		0		0		0%		0%	
	Inv Parts+Acc		528,903		0		439,977			-88,926		439,977		439,977		-17%		0%	
Inv Tires/GOG		21,030		0		87,166			66,136		87,166		87,166		314%		0%		