

### 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										
	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%	
	FI 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%	
	Expenses:																			
	Tot Selling Expenses		253,507	1,225		253,507		43%	301,170	1,172		579,174		325,667			128%		128%	
	Tot Operating Expense		46,856	226		46,856		9%	64,350	250		123,751		76,895			164%		164%	
	Tot Overhead Expense		274,100	1,324		274,100		42%	298,186	1,160		573,434		299,334			109%		109%	
	Tot Adm,Bonus,IncTax		0	0		0		0%	-2,210	-9		-4,250		-4,250			0%		0%	
Tot Expenses		574,463	2,775		574,463		94%	661,496	2,574		1,272,108		697,646			121%		121%		
New Net	207	-352,519	-1,703	200	35,537	178	257	44,517	173	494	85,610	294.2	50,073	-4	139%	-124%	147%	141%		

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	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

Used Veh Dept	UsedCars	0	-65,181	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%	
	Certified	0	-44,776	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	-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	-180,753	0	0	-347,602	0.0	-347,602	1	0%	95%	0%	0%	
	Retl+Recon	0	-288,153	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	230,136	0	0	442,569	0.0	442,569	0	0%	899%	0%	0%	
	FI Chrgbks	0	-23,165	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	183,951	0	0	353,753	0.0	353,753	0	0%	1573%	0%	0%	
	Retl+FI	0	-267,013	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	-5,890	0	0	-11,327	0.0	-11,327	0	0%	45%	0%	0%	
	Wholesale	42	10,163	242	0	0	0	37,700	898	81	72,500	80.8	72,500	898	92%	613%	0%	0%	
	Used Gross	0	-264,650	0	0	0	0	-79,418	0	0	-152,726	0.0	-152,726	0	0%	-42%	0%	0%	
	Expenses:																		
		Tot Selling Expenses	187,617	906		187,617		36%	251,201	977		483,079		295,462			157%		157%
	Tot Operating Expense	66,213	320		66,213		8%	54,038	210		103,919		37,706			57%		57%	
	Tot Overhead Expense	145,837	705		145,837		21%	147,393	574		283,449		137,612			94%		94%	
	Tot Adm,Bonus,IncTax	0	0		0		0%	-1,105	-4		-2,125		-2,125			0%		0%	
	Tot Expenses	399,667	1,931		399,667		64%	451,528	1,757		868,322		468,655			117%		117%	
	Used Net	0	-664,318	0	0	-399,667	0	-530,945	0	0	-1,021,048	0.0	-621,381	0	0%	54%	0%	155%	

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	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%

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	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
Service Dept	Cust Labor	2,352	529,481	225	0		2,575	558,633	217	4,292	931,055		931,055		82%	76%	0%	0%
	gross prft		380,712		0			410,406			684,010		684,010			80%		0%
	GP %		72%		76%			73%			73%							
	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%							
	ToyCare	631	42,573	67	0		624	46,948	75	1,040	78,246		78,246		65%	84%	0%	0%
	gross prft		34,692		0			40,203			67,005		67,005			93%		0%
	GP %		81%		85%			86%			86%							
	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%	
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%								
Expenses:																		
Tot Selling Expenses		130,822	632	130,822		19%	137,355	534		228,925		98,102			75%		75%	
Tot Operating Expense		130,137	629	130,137		19%	133,721	520		222,869		92,733			71%		71%	
Tot Overhead Expense		270,884	1,309	270,884		38%	268,019	1,043		446,698		175,814			65%		65%	
Tot Adm,Bonus,IncTax		0	0	0		0%	0	0		0		0			0%		0%	
Tot Expenses		531,843	2,569	531,843		76%	539,095	2,098		898,492		366,649			69%		69%	
Svc Net		81,205		-531,843			83,325			138,875		670,717			71%		-126%	

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	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	C RO Pts	2,112	284,796	135	0		1,957	295,664	151	3,262	492,773		492,773		54%	73%	0%	0%	
	gross prft		116,688		0			121,304			202,174		202,174			73%		0%	
	GP %		41%		72%			41%			41%								
	ToyCare	339	3,951	12	0		380	4,602	12	633	7,670		7,670		87%	94%	0%	0%	
	gross prft		791		0			921			1,535		1,535			94%		0%	
	GP %		20%		20%			20%			20%								
	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%								
	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%								
	Whsl 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%								
	Accessories	58	45,741	789	0		245	30,700	125	408	51,167		51,167		604%	12%	0%	0%	
	gross prft		9,192		0			6,553			10,922		10,922			19%		0%	
GP %		20%		41%			21%			21%									
GOG/Tires	2,140	105,411	49	0		2,053	101,496	49	3,422	169,159		169,159		60%	60%	0%	0%		
gross prft		35,683		0			30,755			51,258		51,258			44%		0%		
GP %		34%		15%			30%			30%									
StkOrd		0		0			0			0		0			0%		0%	0%	
Adj/Disc		0		0			0			0		0			0%		0%	0%	
Whsl Incentives		0		0			0			0		0			0%		0%	0%	
Tot Sales		763,570		0			804,409			1,340,681		1,340,681			76%		0%	0%	
Tot Gross		231,733		0			236,615			394,358		394,358			70%		0%	0%	
GP %		30%		0%			29%			29%									
Expenses:																			
Tot Selling Expenses		61,400	297	61,400		10%	70,400	274		117,333		55,933			91%		91%		
Tot Operating Expense		36,085	174	36,085		4%	27,920	109		46,533		10,449			29%		29%		
Tot Overhead Expense		91,988	444	91,988		14%	101,042	393		168,403		76,415			83%		83%		
Tot Adm,Bonus,IncTax		0	0	0		0%	0	0		0		0			0%		0%		
Tot Expenses		189,472	915	190,472		28%	199,362	776		332,269		141,797			75%		74%		
Parts Net		42,261		-190,472			37,253			62,089		252,561			47%		-133%		
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			70%		70%	
	Tot Net		119,608		-723,315			120,578			200,964		924,278			68%		-128%	

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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
*	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			70%		70%
	Tot Net		119,608			-723,315			120,578			200,964		924,278			68%		-128%
Total	Tot Grs (b4 OI+OD)		886,328			1,410,000			1,680,029			3,010,559		1,600,559			240%		114%
	Tot Expenses		1,697,373			1,697,445			1,851,480			3,371,191		1,673,747			99%		99%
	Net before OI+OD		-812,974			-287,445			-171,452			-360,632		-73,188			-56%		25%
	RentalVehIncome		20,457			20,457			20,361			39,156		18,699			91%		91%
	Doc Fees		88,389			88,389			21,425			41,201		-47,187			-53%		-53%
	Other Inc		0			0			194,398			373,842		373,842			0%		0%
	Tot Other Income		108,846			108,846			236,184			454,200		345,354			317%		317%
	RentalVehExpense		-28,196			-28,196			-27,841			-53,540		-25,344			90%		90%
	Other Deductions		0			0			0			0		0			0%		0%
	Year-End Bonuses		0			0			0			0		0			0%		0%
	Tot Other Deduct		-28,196			-28,196			-27,841			-53,540		-25,344			90%		90%
	Tot OI + OD		80,650			80,650			208,343			400,660		320,010			397%		397%
	Tot After OI & OD		-732,325			-206,795			36,892			40,028		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%	
	CIT		1,242,459			0			2,084,083			841,623		2,084,083		68%		0%	
	Veh A/R		537,655			0			523,255			-14,400		523,255		-3%		0%	
	P+S A/R		298,153			0			291,788			-6,366		291,788		-2%		0%	
	Other A/R		0			0			0			0		0		0%		0%	
	Fin Res A/R		98,120			0			145,749			47,629		145,749		49%		0%	
	Inv N/C		14,504,060			0			13,088,903			-1,415,157		13,088,903		-10%		0%	
	Inv N/C other		0			0			0			0		0		0%		0%	
	Inv N/T		0			0			0			0		0		0%		0%	
	Inv U/C CPO		436,205			0			1,269,647			833,442		1,269,647		191%		0%	
	Inv U/C non-CPO		1,489,481			0			1,020,952			-468,530		1,020,952		-31%		0%	
	Inv Used Other		1,592,785			0			858,101			-734,684		858,101		-46%		0%	
	.		0			0			0			0		0		0%		0%	
	Inv Parts+Acc		528,903			0			439,977			-88,926		439,977		-17%		0%	
Inv Tires/GOG		21,030			0			87,166			66,136		87,166		314%		0%		