

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 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+Inctvts	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:																		
Compen-Sales		112,745	545		112,745		24%	172,664	672		332,046		219,301			195%		195%
Compen-Supervision		36,182	175		36,182		9%	66,605	259		128,086		91,904			254%		254%
Compen-F&I, Svc, Pts		57,111	276		57,111		8%	58,393	227		112,294		55,183			97%		97%
Deliv Exp		11,274	54		11,274		1%	6,986	27		13,435		2,161			19%		19%
Advert-TV, Radio, Print		0	0		0		1%	10,184	40		19,585		19,585			0%		0%
Advert-Digital		0	0		0		4%	30,972	121		59,562		59,562			0%		0%
Advert-Events-Promo		0	0		0		1%	4,820	19		9,270		9,270			0%		0%
Advert-Other		0	0		0		0%	0	0		0		0			0%		0%
Advert-Reimb		42,895	207		42,895		0%	0	0		0		-42,895			-100%		-100%
Floorplan Interest		0	0		0		0%	0	0		0		0			0%		0%
Floorplan Assist		-6,700	-32		-6,700		-7%	-49,454	-192		-95,103		-88,403			0%		0%
Tot Selling Expenses		253,507	1,225		253,507		43%	301,170	1,172		579,174		325,667			1319%		1319%
Policy & Claims Adj		4,116	20		4,116		0%	3,353	13		6,448		2,333			128%		128%
Demos & Comp Veh		4,695	23		4,695		1%	8,621	34		16,579		11,884			253%		253%
Inventory Maint		2,933	14		2,933		1%	4,631	18		8,906		5,972			204%		204%
Training		1,844	9		1,844		1%	7,059	27		13,575		11,731			636%		636%
Outside Svcs		6,780	33		6,780		1%	5,275	21		10,144		3,364			50%		50%
Freight		0	0		0		0%	0	0		0		0			0%		0%
Supp & Small Tools		2,338	11		2,338		1%	3,806	15		7,319		4,980			213%		213%
Laundry & Uniforms		322	2		322		0%	0	0		0		-322			-100%		-100%
Depr-Equip & Veh		0	0		0		0%	918	4		1,766		1,766			0%		0%
Equip-Maint, Repair&R		1,271	6		1,271		0%	1,237	5		2,378		1,108			87%		87%
Misc		136	1		136		0%	514	2		988		851			625%		625%
Salaries & Wages		20,576	99		20,576		3%	21,878	85		42,073		21,496			104%		104%
Clerical Salaries		1,844	9		1,844		1%	7,059	27		13,575		11,731			636%		636%
Vacation & Time Off		0	0		0		0%	0	0		0		0			0%		0%
Tot Operating Expense		46,856	226		46,856		9%	64,350	250		123,751		76,895			164%		164%
Rent/Lease Real Estat		75,848	366		75,848		10%	70,703	275		135,968		60,120			79%		79%
Ppty Taxes		0	0		0		2%	12,000	47		23,077		23,077			0%		0%
Lease Exp-Non RE		0	0		0		0%	0	0		0		0			0%		0%
Salaries-Admin&Gen		14,266	69		14,266		5%	34,055	133		65,491		51,225			359%		359%
Salaries-Owners		8,000	39		8,000		1%	8,752	34		16,830		8,830			110%		110%
Payroll Taxes		44,163	213		44,163		6%	42,132	164		81,023		36,860			83%		83%
Employee Benefits		32,554	157		32,554		4%	25,118	98		48,304		15,750			48%		48%
Pension/Pft Sharing		1,110	5		1,110		0%	1,654	6		3,181		2,071			187%		187%
Advert-Gen&Institution		0	0		0		0%	0	0		0		0			0%		0%
Office Supplies		3,064	15		3,064		1%	9,704	38		18,661		15,597			509%		509%
Data Processing		16,299	79		16,299		3%	21,296	83		40,954		24,656			151%		151%
Outside Svc-Gen&Inst		19,804	96		19,804		3%	19,202	75		36,927		17,123			86%		86%
Outside Svc-Mgt Fees		0	0		0		0%	0	0		0		0			0%		0%
Comp Veh-Admin		1,843	9		1,843		0%	1,107	4		2,129		287			16%		16%

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	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
Contributions		4	0		4		0%	0	0		0		-4			-100%		-100%
Dues & Subscriptions		542	3		542		0%	510	2		980		438			81%		81%
Telephone		2,007	10		2,007		0%	2,306	9		4,434		2,427			121%		121%
Legal & Audit		16,000	77		16,000		2%	16,000	62		30,769		14,769			92%		92%
Postage		1,562	8		1,562		0%	790	3		1,518		-44			-3%		-3%
Travel & Entertainment		4,472	22		4,472		1%	3,767	15		7,244		2,772			62%		62%
Meeting Meals		0	0		0		0%	1,595	6		3,067		3,067			0%		0%
Heat,Light,Power,Wate		13,413	65		13,413		2%	14,653	57		28,179		14,766			110%		110%
Furn,Signs,Fixt-Depr,M		2,472	12		2,472		0%	442	2		849		-1,622			-66%		-66%
Insur-Other than B&I		9,600	46		9,600		1%	10,000	39		19,231		9,631			100%		100%
Taxes-Not RE,Pay,Incc		2,000	10		2,000		0%	2,400	9		4,615		2,615			131%		131%
Int-Not FP or RE		5,078	25		5,078		0%	0	0		0		-5,078			-100%		-100%
Tot Overhead Expense		274,100	1,324		274,100		42%	298,186	1,160		573,434		299,334			109%		109%
Admin Fees		0	0				0%	-2,210	-9		-4,250		-4,250			0%		0%
Bonuses-Employees		0	0				0%	0	0		0		0			0%		0%
Bonuses-Owners		0	0				0%	0	0		0		0			0%		0%
Estim Income Tax		0	0				0%	0	0		0		0			0%		0%
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	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:																		
		Compen-Sales	77,929	376		77,929		17%	117,785	458		226,510		148,581			191%		191%
		Compen-Supervision	26,868	130		26,868		6%	42,876	167		82,454		55,586			207%		207%
		Compen-F&I, Svc, Pts	48,637	235		48,637		7%	47,893	186		92,102		43,465			89%		89%
		Deliv Exp	274	1		274		0%	0	0		0		-274			-100%		-100%
		Advert-TV, Radio, Print	0	0		0		1%	10,114	39		19,450		19,450			0%		0%
		Advert-Digital	0	0		0		4%	28,657	112		55,110		55,110			0%		0%
		Advert-Events-Promo	0	0		0		1%	3,876	15		7,454		7,454			0%		0%
		Advert-Other	0	0		0		0%	0	0		0		0			0%		0%
		Advert-Reimb	33,910	164		33,910		0%	0	0		0		-33,910			-100%		-100%
		Floorplan Interest	0	0		0		0%	0	0		0		0			0%		0%
		Floorplan Assist	0	0		0		0%	0	0		0		0			0%		0%
		Tot Selling Expenses	187,617	906		187,617		36%	251,201	977		483,079		295,462			157%		157%
		Policy & Claims Adj	25,343	122		25,343		0%	3,422	13		6,581		-18,761			-74%		-74%
		Demos & Comp Veh	2,345	11		2,345		1%	4,687	18		9,013		6,668			284%		284%
		Inventory Maint	883	4		883		0%	2,894	11		5,565		4,682			530%		530%
		Training	1,496	7		1,496		1%	4,706	18		9,050		7,554			505%		505%
		Outside Svcs	6,558	32		6,558		1%	4,450	17		8,558		1,999			30%		30%
		Freight	0	0		0		0%	0	0		0		0			0%		0%
		Supp & Small Tools	2,409	12		2,409		0%	3,397	13		6,532		4,123			171%		171%
	Laundry & Uniforms	272	1		272		0%	967	4		1,860		1,588			584%		584%	
	Depr-Equip & Veh	0	0		0		0%	528	2		1,015		1,015			0%		0%	
	Equip-Maint, Repair&R	731	4		731		0%	711	3		1,367		637			87%		87%	
	Misc	43	0		43		0%	161	1		309		266			625%		625%	
	Salaries & Wages	24,638	119		24,638		3%	23,410	91		45,019		20,381			83%		83%	
	Clerical Salaries	1,496	7		1,496		1%	4,706	18		9,050		7,554			505%		505%	
	Vacation & Time Off	0	0		0		0%	0	0		0		0			0%		0%	
	Tot Operating Expense	66,213	320		66,213		8%	54,038	210		103,919		37,706			57%		57%	
	Rent/Lease Real Estat	43,931	212		43,931		6%	40,654	158		78,182		34,250			78%		78%	
	Ppty Taxes	0	0		0		1%	6,900	27		13,269		13,269			0%		0%	
	Lease Exp-Non RE	0	0		0		0%	0	0		0		0			0%		0%	
	Salaries-Admin&Gen	8,203	40		8,203		3%	19,582	76		37,657		29,454			359%		359%	
	Salaries-Owners	4,600	22		4,600		1%	5,032	20		9,677		5,077			110%		110%	
	Payroll Taxes	7,813	38		7,813		0%	234	1		449		-7,364			-94%		-94%	
	Employee Benefits	16,119	78		16,119		2%	11,770	46		22,635		6,515			40%		40%	
	Pension/Pft Sharing	162	1		162		0%	303	1		582		421			260%		260%	
	Advert-Gen&Institution:	0	0		0		0%	0	0		0		0			0%		0%	

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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	
	Office Supplies	6,677	32		6,677		1%	6,852	27		13,176		6,499		97%		97%		
	Data Processing	9,874	48		9,874		2%	14,177	55		27,263		17,389		176%		176%		
	Outside Svc-Gen&Inst	13,691	66		13,691		2%	10,790	42		20,750		7,058		52%		52%		
	Outside Svc-Mgt Fees	0	0		0		0%	0	0		0		0		0%		0%		
	Comp Veh-Admin	1,059	5		1,059		0%	538	2		1,034		-26		-2%		-2%		
	Contributions	2	0		2		0%	0	0		0		-2		-100%		-100%		
	Dues & Subscriptions	312	2		312		0%	293	1		564		252		81%		81%		
	Telephone	1,308	6		1,308		0%	1,326	5		2,550		1,242		95%		95%		
	Legal & Audit	9,200	44		9,200		1%	9,200	36		17,692		8,492		92%		92%		
	Postage	1,562	8		1,562		0%	454	2		873		-689		-44%		-44%		
	Travel & Entertainment	2,571	12		2,571		0%	2,166	8		4,165		1,594		62%		62%		
	Meeting Meals	0	0		0		0%	1,314	5		2,528		2,528		0%		0%		
	Heat,Light,Power,Wate	7,712	37		7,712		1%	8,426	33		16,203		8,491		110%		110%		
	Furn,Signs,Fixt-Depr,M	1,449	7		1,449		0%	254	1		488		-960		-66%		-66%		
	Insur-Other than B&I	5,520	27		5,520		1%	5,750	22		11,058		5,538		100%		100%		
	Taxes-Not RE,Pay,Incc	1,150	6		1,150		0%	1,380	5		2,654		1,504		131%		131%		
	Int-Not FP or RE	2,920	14		2,920		0%	0	0		0		-2,920		-100%		-100%		
	Tot Overhead Expense	145,837	705		145,837		21%	147,393	574		283,449		137,612		94%		94%		
	Admin Fees	0	0				0%	-1,105	-4		-2,125		-2,125		0%		0%		
	Bonuses-Employees	0	0				0%	0	0		0		0		0%		0%		
	Bonuses-Owners	0	0				0%	0	0		0		0		0%		0%		
	Estim Income Tax	0	0				0%	0	0		0		0		0%		0%		
	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	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%	

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
Cust Labor	2,352	529,481	225	0	0	0	2,575	558,633	217	4,292	931,055	931,055	931,055	82%	76%	0%	0%	
	gross prft	380,712		0	0	0	410,406			684,010	684,010	684,010	684,010		80%		0%	
GP %		72%		76%			73%			73%								
Warr	688	110,428	161	0	0	0	364	59,492	163	607	99,153	99,153	99,153	-12%	-10%	0%	0%	
	gross prft	80,524		0	0	0	43,006			71,677	71,677	71,677	71,677		-11%		0%	
GP %		73%		70%			72%			72%								
Internal	228	131,860	578	0	0	0	291	138,664	477	485	231,106	231,106	231,106	113%	75%	0%	0%	
	gross prft	98,956		0	0	0	102,318			170,530	170,530	170,530	170,530		72%		0%	
GP %		75%		59%			74%			74%								
PDI	155	23,653	153	0	0	0	221	34,541	156	368	57,569	57,569	57,569	138%	143%	0%	0%	
	gross prft	18,256		0	0	0	26,513			44,188	44,188	44,188	44,188		142%		0%	
GP %		77%		10%			77%			77%								
ToyCare	631	42,573	67	0	0	0	624	46,948	75	1,040	78,246	78,246	78,246	65%	84%	0%	0%	
	gross prft	34,692		0	0	0	40,203			67,005	67,005	67,005	67,005		93%		0%	
GP %		81%		85%			86%			86%								
Sublet	70	10,845	155	0	0	0	45	30,743	683	75	51,238	51,238	51,238	7%	372%	0%	0%	
	gross prft	-92		0	0	0	-26			-43	-43	-43	-43		-53%		0%	
GP %		-1%		15%			0%			0%								
Unapplied Time	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Tot Sales	848,840		0	0	0	0	869,020			1,448,367	1,448,367	1,448,367	1,448,367		71%		0%	
Tot Gross	613,048		0	0	0	0	622,420			1,037,366	1,037,366	1,037,366	1,037,366		69%		0%	
GP %		72%		0%			72%			72%								
Expenses:																		
Compen-Sales	85,312	412	85,312	14%	96,410	375	160,683	75,371	88%	88%								
	Compen-Supervision	34,336	166	34,336	4%	26,184	102	43,640	9,304	27%	27%							
Compen-F&I, Svc, Pts	0	0	0	0%	0	0	0	0	0%	0%								
Deliv Exp	0	0	0	0%	0	0	0	0	0%	0%								
Advert-TV, Radio, Print	0	0	0	0%	2,343	9	3,904	3,904	0%	0%								
Advert-Digital	0	0	0	1%	9,525	37	15,875	15,875	0%	0%								
Advert-Events-Promo	0	0	0	0%	2,894	11	4,823	4,823	0%	0%								
Advert-Other	0	0	0	0%	0	0	0	0	0%	0%								
Advert-Reimb	11,174	54	11,174	0%	0	0	0	-11,174	-100%	-100%								
Floorplan Interest	0	0	0	0%	0	0	0	0	0%	0%								
Floorplan Assist	0	0	0	0%	0	0	0	0	0%	0%								
Tot Selling Expenses	130,822	632	130,822	19%	137,355	534	228,925	98,102	75%	75%								
Policy & Claims Adj	25,662	124	25,662	2%	14,755	57	24,592	-1,070	-4%	-4%								
Demos & Comp Veh	1,929	9	1,929	0%	3,276	13	5,460	3,532	183%	183%								
Inventory Maint	0	0	0	0%	0	0	0	0	0%	0%								
Training	1,431	7	1,431	0%	0	0	0	-1,431	-100%	-100%								
Outside Svcs	7,261	35	7,261	2%	13,953	54	23,254	15,994	220%	220%								
Freight	0	0	0	0%	0	0	0	0	0%	0%								
Supp & Small Tools	4,891	24	4,891	1%	5,925	23	9,875	4,983	102%	102%								
Laundry & Uniforms	2,194	11	2,194	1%	4,793	19	7,989	5,795	264%	264%								
Depr-Equip & Veh	750	4	750	1%	3,638	14	6,063	5,313	708%	708%								
Equip-Maint, Repair&R	5,260	25	5,260	0%	3,373	13	5,622	362	7%	7%								
Misc	65	0	65	0%	246	1	410	345	528%	528%								
Salaries & Wages	52,263	252	52,263	8%	56,762	221	94,604	42,341	81%	81%								
Clerical Salaries	1,431	7	1,431	0%	0	0	0	-1,431	-100%	-100%								
Vacation & Time Off	27,000	130	27,000	4%	27,000	105	45,000	18,000	67%	67%								
Tot Operating Expense	130,137	629	130,137	19%	133,721	520	222,869	92,733	71%	71%								
Rent/Lease Real Estat	43,941	212	43,941	6%	41,404	161	69,007	25,066	57%	57%								
Ppty Taxes	0	0	0	1%	6,900	27	11,500	11,500	0%	0%								
Lease Exp-Non RE	0	0	0	0%	0	0	0	0	0%	0%								

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
Salaries-Admin&Gen		8,203	40		8,203		3%	19,582	76		32,636		24,434			298%		298%
Salaries-Owners		4,600	22		4,600		1%	5,032	20		8,387		3,787			82%		82%
Payroll Taxes		51,369	248		51,369		6%	42,152	164		70,254		18,885			37%		37%
Employee Benefits		84,573	409		84,573		11%	78,489	305		130,816		46,242			55%		55%
Pension/Pft Sharing		1,259	6		1,259		0%	1,465	6		2,442		1,184			94%		94%
Advert-Gen&Institution:		0	0		0		0%	0	0		0		0			0%		0%
Office Supplies		6,472	31		6,472		1%	9,607	37		16,012		9,540			147%		147%
Data Processing		13,270	64		13,270		2%	10,663	41		17,772		4,503			34%		34%
Outside Svc-Gen&Inst		13,101	63		13,101		2%	16,652	65		27,754		14,653			112%		112%
Outside Svc-Mgt Fees		0	0		0		0%	0	0		0		0			0%		0%
Comp Veh-Admin		3,585	17		3,585		0%	1,773	7		2,955		-630			-18%		-18%
Contributions		2	0		2		0%	0	0		0		-2			-100%		-100%
Dues & Subscriptions		321	2		321		0%	293	1		488		168			52%		52%
Telephone		3,125	15		3,125		0%	3,524	14		5,873		2,748			88%		88%
Legal & Audit		9,200	44		9,200		1%	9,200	36		15,333		6,133			67%		67%
Postage		0	0		0		0%	454	2		757		757			0%		0%
Travel & Entertainment		2,571	12		2,571		0%	2,166	8		3,610		1,039			40%		40%
Meeting Meals		0	0		0		0%	564	2		940		940			0%		0%
Heat,Light,Power,Wate		7,712	37		7,712		1%	8,426	33		14,043		6,330			82%		82%
Furn,Signs,Fixt-Depr,M		7,990	39		7,990		0%	2,541	10		4,235		-3,755			-47%		-47%
Insur-Other than B&I		5,520	27		5,520		1%	5,750	22		9,583		4,063			74%		74%
Taxes-Not RE,Pay,Incc		1,150	6		1,150		0%	1,380	5		2,300		1,150			100%		100%
Int-Not FP or RE		2,920	14		2,920		0%	0	0		0		-2,920			-100%		-100%
Tot Overhead Expense		270,884	1,309		270,884		38%	268,019	1,043		446,698		175,814			65%		65%
Admin Fees		0	0				0%	0	0		0		0			0%		0%
Bonuses-Employees		0	0				0%	0	0		0		0			0%		0%
Bonuses-Owners		0	0				0%	0	0		0		0			0%		0%
Estim Income Tax		0	0				0%	0	0		0		0			0%		0%
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%

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
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	0		0			0%		0%		
Adj/Disc	0	0	0	0	0	0	0	0	0		0			0%		0%		
Whsl Incentives	0	0	0	0	0	0	0	0	0		0			0%		0%		
Tot Sales	763,570	0	0	0	804,409	0	0	1,340,681	0		1,340,681			76%		0%		
Tot Gross	231,733	0	0	0	236,615	0	0	394,358	0		394,358			70%		0%		
	GP %	30%		0%		29%		29%										
Expenses:																		
Compen-Sales	36,021	174	36,021	6%	40,002	156	66,671	30,650	85%	85%								
	Compen-Supervision	19,037	92	19,037	3%	21,761	85	36,269	17,232	91%	91%							
Compen-F&I, Svc, Pts	0	0	0	0%	0	0	0	0	0%	0%								
Deliv Exp	0	0	0	0%	0	0	0	0	0%	0%								
Advert-TV, Radio, Print	0	0	0	0%	1,140	4	1,899	1,899	0%	0%								
Advert-Digital	0	0	0	1%	5,769	22	9,615	9,615	0%	0%								
Advert-Events-Promo	0	0	0	0%	1,728	7	2,880	2,880	0%	0%								
Advert-Other	0	0	0	0%	0	0	0	0	0%	0%								
Advert-Reimb	6,342	31	6,342	0%	0	0	0	-6,342	-100%	-100%								
Floorplan Interest	0	0	0	0%	0	0	0	0	0%	0%								
Floorplan Assist	0	0	0	0%	0	0	0	0	0%	0%								
Tot Selling Expenses	61,400	297	61,400	10%	70,400	274	117,333	55,933	91%	91%								
Policy & Claims Adj	4,723	23	4,723	0%	2,101	8	3,502	-1,221	-26%	-26%								
Demos & Comp Veh	466	2	466	0%	1,146	4	1,910	1,444	310%	310%								
Inventory Maint	0	0	0	0%	0	0	0	0	0%	0%								
Training	287	1	287	0%	0	0	0	-287	-100%	-100%								
Outside Svcs	7,830	38	7,830	1%	5,742	22	9,569	1,739	22%	22%								
Freight	1,980	10	1,980	0%	1,424	6	2,373	393	20%	20%								
Supp & Small Tools	64	0	64	0%	562	2	936	872	1374%	1374%								
Laundry & Uniforms	205	1	205	0%	0	0	0	-205	-100%	-100%								
Depr-Equip & Veh	0	0	0	0%	321	1	536	536	0%	0%								
Equip-Maint, Repair&R	445	2	445	0%	433	2	721	277	62%	62%								

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
Misc		40	0		40		0%	150	1		250		210			528%		528%
Salaries & Wages		19,760	95		19,760		2%	16,042	62		26,737		6,977			35%		35%
Clerical Salaries		287	1		287		0%	0	0		0		-287			-100%		-100%
Vacation & Time Off		0	0		0		0%	0	0		0		0			0%		0%
Tot Operating Expense		36,085	174		36,085		4%	27,920	109		46,533		10,449			29%		29%
Rent/Lease Real Estat		26,678	129		26,678		4%	24,746	96		41,244		14,566			55%		55%
Ppty Taxes		0	0		0		1%	4,200	16		7,000		7,000			0%		0%
Lease Exp-Non RE		0	0		0		0%	0	0		0		0			0%		0%
Salaries-Admin&Gen		4,993	24		4,993		2%	11,919	46		19,866		14,873			298%		298%
Salaries-Owners		2,800	14		2,800		0%	3,063	12		5,105		2,305			82%		82%
Payroll Taxes		9,482	46		9,482		1%	5,285	21		8,809		-673			-7%		-7%
Employee Benefits		12,079	58		12,079		2%	13,166	51		21,943		9,864			82%		82%
Pension/Pft Sharing		281	1		281		0%	348	1		580		299			106%		106%
Advert-Gen&Institution		0	0		0		0%	0	0		0		0			0%		0%
Office Supplies		995	5		995		0%	1,808	7		3,014		2,018			203%		203%
Data Processing		5,291	26		5,291		1%	5,863	23		9,772		4,481			85%		85%
Outside Svc-Gen&Inst		4,900	24		4,900		1%	5,662	22		9,437		4,537			93%		93%
Outside Svc-Mgt Fees		0	0		0		0%	0	0		0		0			0%		0%
Comp Veh-Admin		4,337	21		4,337		0%	2,137	8		3,562		-775			-18%		-18%
Contributions		1	0		1		0%	0	0		0		-1			-100%		-100%
Dues & Subscriptions		772	4		772		1%	4,786	19		7,976		7,204			933%		933%
Telephone		839	4		839		0%	807	3		1,345		506			60%		60%
Legal & Audit		5,600	27		5,600		1%	5,600	22		9,333		3,733			67%		67%
Postage		0	0		0		0%	276	1		461		461			0%		0%
Travel & Entertainment		1,565	8		1,565		0%	1,414	6		2,357		792			51%		51%
Meeting Meals		0	0		0		0%	337	1		561		561			0%		0%
Heat,Light,Power,Wate		4,695	23		4,695		1%	5,129	20		8,548		3,853			82%		82%
Furn,Signs,Fixt-Depr,M		842	4		842		0%	155	1		258		-585			-69%		-69%
Insur-Other than B&I		3,360	16		3,360		0%	3,500	14		5,833		2,473			74%		74%
Taxes-Not RE,Pay,Incc		700	3		700		0%	840	3		1,400		700			100%		100%
Int-Not FP or RE		1,777	9		1,777		0%	0	0		0		-1,777			-100%		-100%
Tot Overhead Expense		91,988	444		91,988		14%	101,042	393		168,403		76,415			83%		83%
Admin Fees		0	0		0		0%	0	0		0		0			0%		0%
Bonuses-Employees		0	0		0		0%	0	0		0		0			0%		0%
Bonuses-Owners		0	0		0		0%	0	0		0		0			0%		0%
Estim Income Tax		0	0		0		0%	0	0		0		0			0%		0%
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%

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	
*	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%		