

Dir_ExecDOC 3 (key areas for SBP with FI detail % forecasts and estim expenses).xls

Month	Comments entered here																
	Sales						Svc+Pts						84.6% = % of month completed				
22 = Number of working days SO FAR this month						26 = Total number of working days this month						88.0% = % of month completed					
22 = Number of working days SO FAR this month						25 = Total number of working days this month											
Grs Profit	monthly forecast			forecast as of today			actual results			variance \$			variance %		rate of travel		
	#	gross	avg	#	gross	avg	#	gross	avg	#	gross	avg	%units	%gross	units	gross	
N/C	30	54,000	1,800	25.4	45,692	1,800	31	62,318	2,010	5.6	16,626	210	22%	36%	37	73,648	
SUV+Trk	10	19,000	1,900	8.5	16,077	1,900	3	8,179	2,726	-5.5	-7,898	826	-65%	-49%	4	9,667	
New	40	73,000	1,825	33.8	61,769	1,825	34	70,497	2,073	0.2	8,728	248	0%	14%	40	83,315	
U/C	30	57,000	1,900	25.4	48,231	1,900	22	37,592	1,709	-3.4	-10,639	-191	-13%	-22%	26	44,427	
U/T	5	9,500	1,900	4.2	8,038	1,900	9	16,881	1,876	4.8	8,842	-24	113%	110%	11	19,950	
Used	35	66,500	1,900	29.6	56,269	1,900	31	54,473	1,757	1.4	-1,796	-143	5%	-3%	37	64,377	
N + U	75	139,500	1,860	63.5	118,038	1,860	65	124,970	1,923	1.5	6,932	66	2%	6%	77	147,692	
Whsle	20	300	15	16.9	254	15	24	-16,105	-671	7.1	-16,359	-686	42%	-6445%	28	-19,034	
N+U+Wh	95	139,800	1,472	80.4	118,292	1,472	89	108,865	1,223	8.6	-9,427	-248	11%	-8%	105	128,659	
F-I Dept	Pen%																
	Fin	70%	23,625	450	44.4	19,990	450	45	17,707	393	0.6	-2,284		1%	-11%	53	20,926
	Ins	2%	525	350	1.3	444	350	2	724	362	0.7	280		58%	63%	2	855
	Gap	22%	4,109	249	14.0	3,476	249	9	1,863	207	-5.0	-1,613		-36%	-46%	11	2,202
	SvcCon	22%	8,250	500	14.0	6,981	500	11	6,448	586	-3.0	-533		-21%	-8%	13	7,620
	Maint	5%	750	200	3.2	635	200	1	1,885	1,885	-2.2	1,250		-68%	197%	1	2,228
	Etch	40%	3,000	100	25.4	2,538	100	0	0	0	-25.4	-2,538		-100%	-100%	0	0
Tot FI	-	40,259			34,065		65	28,626	440		-5,439			-16%		33,831	
Total F&I grosses are based on # of units sold (less commercial fleet & wholesale) x pen%																	
Tot NUFI	75	180,059	2,401	63.5	152,357	2,401	65	137,491	2,115	1.5	-14,866	-9,663		-10%	77	162,490	
Service Dept	CP sls	50,000			44,000			34,697			-9,303			-21%		41,006	
	CP gp	38,500			33,880			26,587			-7,293			-22%		31,421	
	GP %	77%			77%			77%								77%	
	Warr sls	25,000			22,000			10,846			-11,154			-51%		12,818	
	Warr gp	17,500			15,400			8,347			-7,053			-46%		9,864	
	GP %	70%			70%			77%								77%	
	Intl sls	25,000			22,000			12,722			-9,278			-42%		15,035	
	Intl gp	12,500			11,000			9,554			-1,446			-13%		11,291	
	GP %	50%			50%			75%								75%	
Sublet	2,000			1,760			1,769			9			0%		2,090		
Svc sales	100,000			88,000			58,265			-29,735			-34%		68,858		
Svc GP	70,500			62,040			46,256			-15,784			-25%		54,667		
GP %	71%			71%			79%								79%		
Hrs/ro	2.0			2.0			1.6			-0.4			81%				
Parts Dept	Retl sls	83,000			73,040			53,274			-19,766			-27%		62,960	
	Retl gp	31,540			27,755			17,662			-10,093			-36%		20,873	
	GP %	38%			38%			33%							33%		
	Whsl sls	32,000			28,160			39,140			10,980			39%		46,256	
	Whsl gp	7,040			6,195			6,540			345			6%		7,729	
	GP %	22%			22%			17%							17%		
Pts sales	115,000			101,200			92,414			-8,786			-9%		109,217		
Pts GP	38,580			33,950			24,202			-9,748			-29%		28,603		
GP %	34%			34%			26%								26%		
Totals	Total Gross	289,139			254,442			207,950			-46,492			-18%		245,759	
	Expenses (estim)	215,000			189,200			189,200			0			0%		215,000	
	Total Net (estim)	74,139			65,242			18,750			-46,492			-71%		30,759	