TRUSTED ADVICE. PROVEN METHODS. IMPROVED PROFITABILITY.

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Year End Analysis: *A sample spreadsheet from one of Ian's networking groups - in this case, comparing 2008 to 2007.*

	Sales	GM	Labor	GAP $	Av Sale	FTE Act	Sales	GM	Labor	GAP Act	Av Sale	Count	Inv	Net Profit
	$ 28,049	$ 23,099	$ (45,104)	$ 68,203	$ 4.92		0.66%	1.04%	4.66%	28.60%	13.65%	-2.46%	26.00%	-13.40%
	$ 99,364	$ 73,149	$ 70,310	$ 4,662	$ (1.00)	$ 119,988	13.00%	18.00%	42.00%	25.00%	-0.50%	11.00%	29.00%	-252.00%
	$ (106,285)	$ (67,485)	$ 17,785	$ (85,271)	$ (2.14)	$ 99,407	-5.70%	-6.40%	3.20%	24.00%	-3.20%	-2.60%	-4.80%	-69.40%
	$ 198,651	$ 121,134	$ 43,959	$ 77,175	$ 16.24		5.90%	7.70%	5.40%		8.90%	4.20%	107.00%	36.30%
	$ 79,714	$ 12,000	$ (18,252)	$ 30,252	$ 3.64	$ 83,333	7.40%	1.85%	-4.50%	20.34%	10.00%	-2.40%	11.40%	350.00%
	$ (106,967)	$ 25,841	$ (107,086)	$ 132,927	$ 3.93	$ 156,305	-7.00%	3.00%	-22.00%	27.00%	6.00%	-12.00%	9.00%	385.00%
	$ (61,829)	$ 66,348	$ (22,050)	$ 88,398	$ (1.15)		-1.90%	2.80%	-2.60%	25.00%	-1.90%	1.00%	-8.40%	3.30%
	$ 230,487	$ 121,894	$ 38,589	$ 83,305	$ 0.98		14.00%	16.00%	17.00%	33.00%	2.00%	16.00%	1.00%	16.00%
	$ 300,000	$ 114,000	$ 100,000	$ 14,000	$ (5.82)		7.30%	-1.50%		21.91%	-8.00%	17.60%		
	$ 18,000	$ (19,000)	$ 19,000	$ (38,000)	$ 0.92	$ 152,687	-1.00%	0.60%	1.36%	19.27%		2.30%	-2.78%	1.80%
	$ (549,760)	$ (151,903)	$ (18,658)	$ (133,532)	$ (6.05)	$ 126,738	-8.40%	-9.70%	-2.20%	19.00%	-8.90%	-8.50%	14.60%	-31.90%
	$ 168,576	$ 72,623	$ 57,212	$ 15,411			28.50%	25.70%	41.50%	35.20%			10.60%	190.30%
	$ (458,943)	$ (188,626)	$ (108,015)	$ (80,611)	$ (1.66)	$ 158,666	-6.20%	-0.70%	even	22.10%	-3.60%	-2.60%		-1.84%
	$ 3,914	$ (99,559)	$ (13,944)	$ (85,615)	$ 0.36	$ 140,696	0.13%	-6.21%	-1.76%	23.61%	0.54%	-0.41%	-2.41%	-41.32%
	$ 7,541	$ 7,062	$ (1,984)	$ 9,046	$ 1.58		0.90%	1.38%	-1.06%	39.64%	2.78%	8.35%		0.84%
	$ 1,178,030	$ (666,633)	$ 161,000	$ (758,300)	$ 1.06	$ 172,025	2.90%	-2.90%	2.00%	22.20%	1.80%	1.10%	17.90%	-7.80%
	$ (158,000)	$ 27,000	$ 49,000	$ (22,000)	$ 1.00	$ 222,560	-8.00%	3.00%	8.00%	16.00%	-3.00%	-5.00%		
	$ 537,658	$ (172,057)	$ 316,163	$ (488,221)	$ (0.16)		3.78%	-2.83%	9.00%	14.43%	-0.38%	6.71%	2.05%	
	$ (435,483)	$ (13,901)	$ 69,980	$ (83,881)	$ 1.24		-9.00%	1.10%	0.88%	18.60%	1.07%	-1.17%	1.08%	0.42%
AVERAGE	**$ 51,196**	**$ (37,632)**	**$ 31,995**	**$ (72,567)**	**$ 0.99**	**$ 143,241**	**1.96%**	**2.73%**	**5.93%**	**24.16%**	**1.02%**	**1.73%**	**14.08%**	**35.39%**
MEDIAN	**$ 18,000**	**$ 12,000**	**$ 19,000**	**$ (22,000)**	**$ 0.95**	**$ 146,692**	**0.66%**	**1.10%**	**2.00%**	**22.91%**	**0.54%**	**0.30%**	**9.00%**	**0.63%**
MAXIMUM	**$ 1,178,030**	**$ 121,894**	**$ 316,163**	**$ 132,927**	**$ 16.24**	**$ 222,560**	**28.50%**	**25.70%**	**42.00%**	**39.64%**	**13.65%**	**17.60%**	**107.00%**	**385.00%**
MINIMUM	**$ (549,760)**	**$ (666,633)**	**$ (108,015)**	**$ (758,300)**	**$ (6.05)**	**$ 83,333**	**-9.00%**	**-9.70%**	**-22.00%**	**14.43%**	**-8.90%**	**-12.00%**	**-8.40%**	**-252.00%**
***** IMPORTANT TO NOTE: most columns show the <u>change in result</u> , not the actual result, unless specified "Act."***														