

Hank Nunn's Body Shop
Profit and Loss
 After Improved Damage Analysis

	Avg. Month	GP%
Ordinary Income/Expenses		
Income		
Body Labor	23,980.95	40.0%
Paint Labor	19,184.91	40.0%
Parts	43,166.06	17.0%
Paint Materials	9,592.45	40.3%
Body Materials	1,199.05	-19.7%
Misc Materials	479.62	20.0%
Total Paint and Materials	11,271.12	33.1%
Sublet & Misc	2,919.44	-36.9%
Total Income	<u>100,522.48</u>	
Cost of Goods Sold		
Body Labor	14,388.57	
Paint Labor	11,510.95	
Parts	35,827.83	
Paint and Materials	5,725.00	
Body Materials	1,435.00	
Misc Materials	383.70	
Total Paint and Materials	7,543.70	
Sublet and Misc	3,995.77	
Total COGS	<u>73,266.81</u>	
Gross Profit	27,255.67	27.1%
Expenses		
Advertising	583.09	
Auto Exp.	770.83	
Bank Charges	300.00	
Dues and Subscriptions	291.98	
Total Insurance	793.33	
Loan Interest	139.58	
Office Expense	183.77	
Misc	485.42	
Payroll Expense	2,917.05	
Payroll Taxes	5,763.31	
Rent	4,000.00	
Shop Supplies	0.00	
SMALL TOOLS	830.03	
Telephone	393.75	
Uniforms	234.97	
Utilities	1,003.68	
Total Expenses	<u>18,690.78</u>	
Net Income	<u>8,564.88</u>	

Hank's Body Shop
Profit and Loss
 January 1 through Dec 31

Ordinary Income/Expenses	
Income	
Labor	600,571.25
Parts	400,380.84
Total Income	<u>1,000,952.09</u>
Cost of Goods Sold	
Commissions	227,394.20
Sublet Labor	2,300.00
Parts	451,672.60
Sublet	75,774.20
Wages	29,010.40
Total COGS	<u>786,151.40</u>
Gross Profit	214,800.69
Expenses	
Advertising	6,997.05
Auto Exp.	9,250.00
Bank Charges	3,600.00
Dues and Subscriptions	3,503.70
Total Insurance	9,520.00
Loan Interest	1,675.00
Office Expense	2,200.00
Misc	5,825.00
Payroll Expense	35,004.60
Payroll Taxes	19,357.23
Rent	48,000.00
Shop Supplies	13,225.00
Telephone	4,725.00
Uniforms	1,800.00
Utilities	8,500.00
Total Expenses	<u>173,182.58</u>
Net Income	<u>41,618.11</u>