

Executive Summary Report from TLM Planning Worksheet

Projections in Blue

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Actual results in shaded cells

	Current Forecast	Actual Sales	Actual vs Forecast	GM	Merch GM	Parts GM	Labor Cost %	Merch Mix	Parts Mix	Labor Mix
Annual Target	1,490,233	\$1.451 mil projected for yr		56.0%	40.0%	60.0%	44.0%	60.0%	20.0%	20.0%
YTD	1,342,419	1,303,356	(39,063)	59.5%	47.8%	70.0%	51.2%	74.2%	5.8%	20.0%
Sales growth %	37.6%	30.7%	34% projected for yr				51.9%	<< projected labor productivity actual labor productivity >>		49.6%

Monthly Sales Summary

Monthly Expense Summary

Month	Current Forecast	Actual Sales	Actual vs Forecast	GM		Budget	YTD	+/-	
Jan	86,575	82,818	(3,756)	45.9%					
Feb	86,599	76,437	(10,162)	56.8%	COMP 1 (Labor)	10,928	12,159	1,231	
Mar	95,071	115,874	20,803	59.6%	COMP 2 (Admin & Sales)	14,309	10,984	(3,324)	
Apr	119,920	94,970	(24,950)	62.7%	COMP 3 % (Commissions)	0.0%	0.0%		
May	150,331	98,001	(52,330)	50.1%	COMP 4 as % of Earnings	20.0%	15.1%	75.3% of budget	
Jun	99,332	134,917	35,585	61.3%	Total COMP as % of GP	37.7%	37.8%	100.2% of budget	
Jul	117,569	113,441	(4,128)	76.9%	Occupancy Expenses	2,000	1,986	(14)	
Aug	166,285	151,259	(15,026)	71.4%	Admin Expenses	7,500	7,898	398	
Sep	126,179	140,423	14,244	55.9%	Sales Expenses %	6.0%	4.7%	77.5% of budget	
Oct	143,603	148,932	5,329	52.0%				Projected % of Sales	
Nov	150,956	146,284	(4,672)	56.4%	Total Expenses	472,242	36.23%	522,292	35.99%
Dec	147,814	-	0		Net Operating Profit	342,743	26.30%	323,969	22.32%