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May 28, 2008

**TO: OHIO-MICHIGAN EQUIPMENT DEALERS ASSOCIATION
EQUIPMENT DEALERS/MEMBERS**

SUBJECT: COST OF DOING BUSINESS STUDY

It's that time of year again – time for the Ohio-Michigan Equipment Dealers Association Cost of Doing Business Survey (CODB) compilation.

It is imperative that our organization continue this annual study/project:

- Participants can compare their financial performance to that of all dealers (regardless of lines or manufacturers represented);
- Dealers/Members need this information to assist in the valuation process of their businesses for estate planning, buy/sell agreements; sales, mergers/consolidation purposes;
- The CODB Report will include benchmarks in the survey so that dealership goals and budgets can be established for future years;
- A trade association should establish the tradition of generating this type of survey so that trends in business can be established and information can be gleaned that will help dealers improve financial performance in future years.

Once again, we will utilize the SouthWestern Association's Certified Public Accountants – Curt Kleoppel, CPA, CVA; Bob Charbonneau, CPA, CVA; and Lonnie Finch, CPA – to take the information you provide and compile the results into a Study that you will be proud to participate in and one that will be a useful tool in the management of your dealership(s).

The completed survey results will be priced as follows:

- OMEDA members who submit financials – **NO CHARGE**.
- Members who **DO NOT** submit financial information - **\$99 per survey**
- Nonmembers who submit financials - \$199
- Nonmembers - \$399

You have two options in sending your financial information to OMEDA – one is to complete the attached “Template” by transferring your “numbers” from your financial statements to the “Template.” The other option is to simply send a copy of your year-end financials. **If you are currently on the Association Accounting Program, Don or Dick will automatically submit your data.**

Please reply with your latest year-end financial statement (after prudent adjustments truly reflecting your year-end results have been made). Note: This statement may differ from your “13th month statement.” Finally, please answer all questions on the enclosed transmittal sheet and send the transmittal sheet along with your financials.

Please note that your information will be kept in the strictest of confidence and if you choose to not disclose your store/dealership name, that is certainly acceptable. (If you choose to submit anonymously, be sure to send us the “tear-off” from the enclosed form separately to get the results at no charge.)

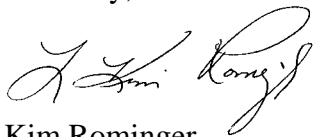
Again this year, it is imperative that we have at least 100 equipment dealers submitting financials for our OMEDA CODB Report to be credible. Please assist us in making the 2007 Study – our third – meaningful and useful to the entire industry.

Financial Statements returned later than July 31, 2008 will NOT be included in the 2007 Report.

If you have any questions, comments or concerns please contact your Association offices at 800-606-6332.

Thanks for your support!

Sincerely,



Kim Rominger
Executive Vice President/CEO

Enclosures

**Please send your financial statements or template to: OMEDA
Attn: CODB Study
P.O. Box 68
Dublin, OH 43017**

Or e-mail results to: bgarling@amgllcusa.com

OHIO-MICHIGAN EQUIPMENT DEALERS ASSOCIATION COST OF DOING BUSINESS SURVEY

Your Ohio-Michigan Equipment Dealers Association's goal with the Cost of Doing Business project is to give our members the highest quality and most meaningful comparative data with the least amount of work required for our members. As a result, we have designed a very simple format for the submission of data for our report:

1. Please submit your year-end balance sheet and income statement. While we assure respondents complete confidentiality, you may certainly mark out the name of your dealership before submitting your data. If you submit your information with your name marked out, please tear off the bottom of this form and return under separate cover so we know you have submitted your data or email bgarling@amglcusa.com when you send your data. **Financials received after July 31, 2008 will NOT be included in the Report.**

2. If you have multiple locations, we would strongly prefer individual statements from each location. However, if this is not possible, please indicate below:

I have submitted _____ income statements representing _____ locations.

I have submitted _____ balance sheets representing _____ locations.

3. Please give us the best "head count" representing your staff as possible. Please feel free to use a fraction to represent a part time or shared employee.

Dealer manager	_____
Sales manager	_____
Sales person	_____
Other sales dept. employee	_____
Parts manager	_____
Parts counter sales	_____
Other parts	_____
PSR /CSR (outside sales parts/service)	_____
Service manager	_____
Service assistant / writer	_____
Service technician	_____
Lot helper	_____
Truck driver	_____
Other service	_____
Office manager / accountant	_____
Clerical & administrative	_____

4. Type of equipment dealership (majority of equipment sold): Ag ____ OPE ____ Construction/Industrial ____

5. Major Manufacturer represented: _____

6. Circle state where dealership is located: OH MI

To: Ohio-Michigan Equipment Dealers Association
Cost of Doing Business

Please note, we have submitted our year-end data anonymously.

Dealership Name: _____

YEAR-END FINANCIAL INFORMATION

BALANCE SHEET

ASSETS	
Cash	\$
Accounts Receivable	\$
Volume Disc Receivable	\$
Finance Reserve	\$
Warranty Receivable	\$
Volume Disc Receivable	\$
Contract in Transit	
Total Receivables	\$
New Wholegoods Inventory	\$
Used Wholegoods Inventory	\$
Total Wholegoods Inventory	\$
Parts Inventory	\$
Other Inventory	\$
Total Inventory	\$
Total Current Assets	\$
Land	\$
Buildings	\$
Furniture & Fixtures	\$
Shop Equipment	\$
Vehicles	\$
Other Assets	\$
Goodwill	\$
Accumulated Depreciation	\$
Net Fixed Assets	\$

Other Assets	\$
Finance Reserve	\$
Total Other Assets	\$
Total Assets	\$
LIABILITIES:	
Accounts Payable	\$
Customer Deposits	\$
Floor Plan Notes	\$
Bank N/P	\$
Payroll Taxes Payable	\$
Other Accrued Liabilities	\$
Sales Tax Payroll	\$
Accrued Interest	\$
Total Current Liabilities	\$
Long term bank N/P	\$
Stockholder N/P	\$
Mortgage Payable	\$
Other Notes Payable	\$
Total Long Term Liabilities	\$
Total Liabilities	\$
Stock	\$
Additional Paid in Capital	\$
Retained Earnings	\$
Treasury Stock	\$
Total Net Worth (Equity)	\$
Total Liabilities & Net Worth	\$

YEAR-END FINANCIAL INFORMATION

INCOME STATEMENT

Sales & Other Income	
New Whole Goods	\$
Used Whole Goods	\$
Part & Accessories	\$
Service	\$
Rental	\$
Consignment	\$
Delivery	\$
Warranty	\$
Freight	\$
Outside Labor	\$
Total Sales & Income	\$
Cost Of Goods Sold	
New Whole Goods	\$
Used Whole Goods	\$
Parts & Accessories	\$
Service	\$
Rental	\$
Other	\$
Total Cost of Goods Sold	\$
Gross Profit	\$
Other Income	\$
Volume Discounts	\$
Cash Discounts	\$
Gain/Loss	\$
Interest Income	\$
Finance Charges	\$
Cash Over/Short	\$
Other Discounts	\$
Other Misc. Income	\$
Sales Planning	\$
Total Other Income	\$

Expense	
Officer'e & Owners Salaries	\$
Sales Salaries	\$
Part Salaries	\$
Service Adminstrative Salaries	\$
Office Salaries	\$
Other Salaries	\$
Manager Salaries	\$
Bonuses Paid	\$
Total Salary Expense	\$
Other Expneses	
Advertising & Demos	\$
After Cost Of sales	\$
Amoritzation	\$
Bad Debts	\$
Bank Charges	\$
Cash Discount	\$
Cleaning	\$
Collection Expense	\$
Comeback & Redo	\$
Computer Expense	\$
Contract janitorial	\$
Credit & Collections	\$
Credit Card Discounts/Fees	\$
Current Income Taxes	\$
Deferred Income Taxes	\$
Delivery Truck	\$
Depreciation	\$
Director Fees	\$
Donations	\$
Dues & Subscriptions	\$
Employee Health Insurance	\$
Employee Retirement	\$
Expendalbe Tools	\$

YEAR-END FINANCIAL INFORMATION

Farm Plan & Visa Discounts	\$
Fines & Penalties	\$
Floor Plan Interest	\$
Forklift & Assy Equip	\$
Franchise Tax	\$
Freight	\$
Fuel	\$
Insurance	\$
Interest Expense	\$
Labor Policy Adjustment	\$
Lost Warranty	\$
Lot Upkeep & Repaid	\$
Management Fees	\$
Meals & Entertainment	\$
Memberships	\$
Misc. Expense	\$
Other Taxes & Licenses	\$
Office Supplies	\$
Other Service Quality Expense	\$
Outside Services	\$
Parts Discounts	\$
Parts Freight	\$
Payroll Taxes	\$
Policy Adjustment	\$
Professional Expense	\$
Real Estate Taxes	\$
Rent & Lease	\$
Repairs & Maintenance	\$
Repossession Expense	\$
Sales Car & Truck	\$
Sales Promotions	\$
Service Shop Warranty	\$
Shop & Service Supplies	\$
Set Up & Delivery	\$
Shipping & Postage	\$
Supplies & Tools	\$
Tax & Licenses	\$

Telephone	\$
Travel & Training	\$
Uniform & Laundry	\$
Utilities	\$
Vehicle Gas & Oil	\$
Warranty	\$
Warranty Adjustments	\$
Warranty Parts	\$
Warranty Used	\$
Total Other Expenses	\$
Total Profit from Operations	\$

When completed, send the transmittal form and financials to:

Ohio-Michigan Equipment Dealers Association

by fax:

614.889.0463

by mail:

OMEDA
Confidential CODB Study
PO Box 68
Dublin OH 43017