



Date: May 23, 2017
To: INEDA Members
From: Andy Goodman, President/CEO

It's that time of year again – time for the 2017 Cost of Doing Business Study compilation.

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

- Compare your financial performance to that of all dealers (regardless of lines or mfrs. represented);
- Assist in the valuation of your business for estate planning, buy/sell agreements and merger/consolidation purposes;
- Use benchmarks to establish future goals and budgets;
- Identify business trends and glean information that will help improve your financial performance.

Once again, the Western Equipment Dealers Association's Certified Public Accountants will take the information you provide and compile the results into a study that will be a useful tool in the management of your dealership(s).

You have two options for submitting your financial information:

1. Download the [Financial Statement](#)
 - a. Enter the "numbers" from your Financial Statement into TABS 1 & 2 on the "template."
 - b. Complete the "employee info" on TAB 3.
 - c. Email your completed "template" to: inea@ineda.com

- or -

2. Mail a hard copy of your year-end financials with a completed [Dealer Form](#) to:
INEDA | 8330 NW 54th Ave. | Johnston, IA 50131-2841

Please use 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." Remember to enter your info into all 3 TABS on the downloaded template. If you are sending hard copy financials, please include a completed Employee Form. **Financial Statements must be received by June 23rd to be included in the report.**

The completed survey results will be priced as follows:

- I-NEDA members who submit financials – no charge
- Members who do not submit financial information – \$275

Call 800.622.0016 if you have questions or comments. Thank you for your support!

Please note: All dealer information will be held in the strictest confidence. Financial statements received at the Association office after June 23rd will not be included in the 2017 Cost of Doing Business Study Report.