

IOWA-NEBRASKA EQUIPMENT DEALERS ASSOCIATION (INEDA) COST OF DOING BUSINESS SURVEY

Our goal with the Cost of Doing Business project is to provide high quality, meaningful comparative data with the least amount of work for members. As a result, we have designed a very simple format for you to submit data for the report:

1. Please submit your year-end balance sheet and income statement. While we assure respondents complete confidentiality, you may submit your data anonymously by marking out your dealership name. If you send data anonymously, please tear off the bottom of this page and return it under separate cover or email inea@ineda.com when you send your data. **Financials received after July 14, 2019 will NOT be included in the report.**

2. If you have multiple locations, we 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 possible "head count" representing your staff. 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 employee

- _____ PSR/CSR (outside sales parts/service)

- _____ Precision Ag (GPS)/Information
Technology employee

- _____ Service manager
- _____ Service assistant/writer
- _____ Service technician
- _____ Lot helper
- _____ Truck driver
- _____ Other service employee

- _____ Office manager/accountant
- _____ Clerical & administrative

4. Dealership type (majority of equipment sold): Ag _____ OPE _____ Construction/Industrial _____ Other _____

5. Major manufacturer represented: _____

6. Circle state where dealership is located: IA NE Other _____

Mail to: Iowa-Nebraska Equipment Dealers Association | 8330 NW 54th Ave. | Johnston, IA 50131-2841
Cost of Doing Business

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

Dealership Name: _____