

Publish Date: January 15, 2024 Due Date (if Applicable): February 14, 2024

Information: *EFC14113 2024 Ford and Lincoln Dealer Financial Statement Enhancements*

Target Dealer Group: All Ford & Lincoln Dealers

Target Audience: Dealer Principals, Sales Managers, Sales Consultants, F&I Managers, Service Managers, Parts Managers

Target Dept(s): New Sales Used Sales Ford Pro Finance Parts Service
 Model e Warranty Training

ACTION REQUESTED

- Please read and review this overview of the 2024 Dealer Financial Statement Enhancements, the attached 2024 Financial Statement, and Chart of Accounts.

SUMMARY

These changes are specifically designed to enable Dealers and Ford Motor Company to better quantify the **value** and **impact** of the following department/businesses:

- Used Vehicles
- Mobile Service
- Model e

2024 FINANCIAL STATEMENT CHANGES IN DETAIL

Page 1 – Used Vehicle Program Name Changes

- FBA Gold/Lincoln/Other Vehicles will now be referred to as FBA Gold/FBA EV/Lincoln CPO
 - Inventory & Notes Payable account names will be updated but account numbers will remain the same
- All EV Charging equipment will now be reflected in a Cost account & Depreciation account. This will be displayed as a memo on Page 3TRUCK Lines 57/58
- All EV Charging equipment includes public and nonpublic facing EV Charging equipment that meets or exceeds current Model e enrollment standards

Page 2 – Income for Public Charging

- Adjustments to Income now includes income that is generated from Public Charging sources such as the Level 3 DC FAST Charging Station

Page 3TRUCK – Updated Memos

- New Model e Vehicles, Model e Assets (charging equipment), and FBA Used Electric Vehicles will now be displayed in a memo section Lines 47-62

Page 4 – Used Vehicle Program Name Changes

- FBA Gold/Lincoln/Other Vehicles will now be referred to as FBA Gold/FBA EV/Lincoln CPO
 - Please reference the attached 2024 Chart of Accounts for updated account numbers

Page 5 – Mobile Service Updates

- Removed Body Shop Accounts for Mobile Service
- Removed Wholesale and Counter Retail Parts Accounts for Mobile Service
- Removed Mobile Service Freight Expense Account
- Removed Mobile Service Inventory Control & Data Processing Expense Account
- New Mobile Service Advisors accounts have been added that will total together on Page 5 and memo to Page 10 Lines 49 & 51
 - Please reference the attached 2024 Chart of accounts for updated account numbers

Page 10 – Mobile Service Updates

- Removed Mobile Service memo references to Body Shop, Wholesale and Counter Retail Parts Accounts
- Removed Mobile Service memo accounts to Freight Expense and Inventory Control & Data Processing Expense Accounts
- Added New Mobile Service Advisor memo accounts on Lines 49 & 51

FUTURE COMMUNICATIONS

Starting on or around January 15, 2024, all DMS software updates and installations must be complete and operational for dealerships. Beginning on February 1, 2024, January Financial Statements will be accepted by Ford via the FBMI business application. Once FBMI is switched over to accepting 2024 Financial Statements, the system can no longer accept 2023 statements, no exceptions.

Please Note: 2023 December Financial Statements are due to Ford via FBMI submission on January 17, 2024.

ATTACHMENTS

- [2024 Ford and Lincoln Dealer Financial Statement \(PDF\)](#)
- [2024 Ford and Lincoln Dealer Chart of Accounts \(PDF\)](#)
- [2024 Financial Statement Submission Calendar \(PDF\)](#)
- [How to Gain Access to FBMI \(PDF\)](#)

QUESTIONS

- **Account Mapping & Transmission Issues:** Contact your Dealership Service Provider (DSP) or Dealership Management System (DMS) Provider
- **Financial Statement Accounting Questions:** Contact FBMI Helpdesk: 1-888-399-3452 – Monday-Friday 8AM-8PM EST
- **Ford Business Management Intelligence Access Questions (FBMI):** Contact fordbmisupport@urbanscience.com