

**Subject:** *2025 Ford & Lincoln Dealer Financial Statement Enhancements*

**Field Summary:** This announcement details the 2025 updates to the Ford and Lincoln Dealer financial statement.

**Target Division(s):**

SalesOps

**Originator Information:**

**Originator Name:** Lemke, Justin (J.)  
**Originator CDSID:** jlemke6  
**Phone:**  
**Division:** SalesOps  
**Department:** CONSUMER EXPERIENCE  
**SalesOps Channel:** Retail Network

**Dealer Communication:** Yes

This Field Communication also contains the following Dealer Communication:

**Dealer Summary :** This announcement details the 2025 updates to the Ford and Lincoln Dealer financial statement.

**Concurring Manager:** Hofmann, Kimberly; Field Operations

**Publish Date:** January 20, 2025      Due Date (If Applicable):

**Information:** *2025 Ford and Lincoln Dealer Financial Statement Enhancements*

**Target Dealer Group:** All Ford & Lincoln Dealers

**Target Audience:** Dealer Principals, Sales Managers, 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 2025 Dealer Financial Statement Enhancements, the attached 2025 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:

- New Vehicles
- Mobile Service

#### **2025 FINANCIAL STATEMENT CHANGES IN DETAIL**

##### **Page 3SUV – Update Vehicle Lines**

- **Delete** – EcoSport Vehicle Line
- **Revise** – Nautilus Hybrid Vehicle Line (Previously TBD Lincoln Alternative Energy SUV #1)

##### **Page 3TRUCK – Update Vehicle Lines**

- **Add** – TBD Ford Alternative Energy Truck #3

##### **Page 3CAR – Update Vehicle Lines**

- **Add** – Mustang GTD
- **Add** – TBD Ford Car #1
- **Add** – TBD Lincoln Car #1

##### **Page 5 – Mobile Service Updates**

- **Add** – Salaries Other Parts Account
- **Add** – Salaries Other Service Account
- **Add** – Commission & Incentives Other Parts Account
- **Add** – Commission & Incentives Other Service Account
  - All new Mobile Service accounts will total on Page 5 Lines 47 & 48

##### **Page 10 – Mobile Service Updates**

- **Add** – Salaries Other Parts Account
- **Add** – Salaries Other Service Account
- **Add** – Commission & Incentives Other Parts Account
- **Add** – Commission & Incentives Other Service Account
  - All new Mobile Service accounts will memo on Page 10 Lines 50 & 52

Please reference 2025 Chart of Accounts for current account numbers.

## FUTURE COMMUNICATIONS

Starting on or around January 20, 2025, all DMS software updates and installations must be complete and operational for dealerships. Beginning on February 1, 2025, January Financial Statements will be accepted by Ford via the FBMI business application. Once FBMI is switched over to accepting 2025 Financial Statements, the system can no longer accept 2024 statements, no exceptions.

*Please Note: 2024 December Financial Statements are due to Ford via FBMI submission on January 23, 2025 (extended deadline). Fiscal (13<sup>th</sup> month) financial statements are not required, so please do not delay in submitting your December financial statement!*

## ATTACHMENTS

- [2025 Ford and Lincoln Dealer Financial Statement \(PDF\)](#)
- [2025 Ford and Lincoln Dealer Chart of Accounts \(PDF\)](#)
- [2025 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](mailto:fordbmisupport@urbanscience.com)