

	Average OC Dealership	District Impact
<b>SALES</b>		
New Vehicle Sales	\$65,100,000	\$911,400,000
Used Vehicle Sales	\$19,224,000	\$269,136,000
Service & Parts Dept. Sales	\$11,110,000	\$155,540,000
Other Departments	\$3,511,000	\$49,154,000
<b>Total Dollar Sales</b>	<b>\$98,945,000</b>	<b>\$1,385,230,000</b>
Total New Units	1,770	24,780
Total Used Units	655	9,170
<b>Total Vehicles Sold</b>	<b>2,425</b>	<b>33,950</b>
<b>EMPLOYEES</b>		
Total Full Time Employees	94	1,316
Total Part Time Employees	6	84
<b>Total Employees</b>	<b>100</b>	<b>1,400</b>
Total Wages	\$5,499,000	\$76,986,000
% Providing Health for Employee and Dependents	94%	87%
<b>Total Wages/Personnel Benefits</b>	<b>\$5,499,000</b>	<b>\$76,986,000</b>
<b>EXPENSES</b>		
Advertising	\$1,030,000	\$14,420,000
Products and Services From California Businesses	\$1,850,000	\$25,900,000
<b>Total Expense</b>	<b>\$2,880,000</b>	<b>\$40,320,000</b>
<b>TAXES</b>		
Total State Payroll Taxes	\$330,000	\$4,620,000
Total Federal Payroll Taxes	\$1,485,000	\$20,790,000
<b>Total Employee Taxes</b>	<b>\$1,815,000</b>	<b>\$25,410,000</b>
Sales Tax Collected	\$5,937,000	<b>\$83,118,000</b>
Property Taxes	\$150,000	\$2,100,000
<b>Total Taxes (paid or collected)</b>	<b>\$6,087,000</b>	<b>\$85,218,000</b>
<b>Total Tax Revenue Generated by OC Dealerships in CD-39</b>		<b>\$110,628,000</b>
<b>Total Tax Revenue to Cities</b>		<b>\$10,389,750</b>
<b>OTHER FEES</b>		
State and Local Business taxes and fees	\$55,000	\$770,000
<b>Charitable Contributions</b>	<b>\$59,000</b>	<b>\$826,000</b>
<b>Total # of Orange County Dealerships in District:</b>		<b>14</b>