

	Average OC Dealership	District Impact
<b>SALES</b>		
New Vehicle Sales	\$34,074,000	\$374,814,000
Used Vehicle Sales	\$12,453,000	\$136,983,000
Service & Parts Dept. Sales	\$8,749,000	\$96,239,000
<b>Total Dollar Sales</b>	<b>\$55,276,000</b>	<b>\$608,036,000</b>
Total New Units	1,085	11,935
Total Used Units	665	7,315
<b>Total Vehicles Sold</b>	<b>1,750</b>	<b>19,250</b>
<b>EMPLOYEES</b>		
Total Full Time Employees	85	935
Total Part Time Employees	5	55
<b>Total Employees</b>	<b>90</b>	<b>990</b>
Total Wages	\$4,584,000	\$50,424,000
% Providing Health for Employee and Dependents	97%	97%
<b>Total Wages/Personnel Benefits</b>	<b>\$4,584,000</b>	<b>\$50,424,000</b>
<b>EXPENSES</b>		
Advertising	\$602,000	\$6,622,000
Other Products and Services from California Business	\$1,480,000	\$16,280,000
<b>Total Expense</b>	<b>\$2,082,000</b>	<b>\$22,902,000</b>
<b>TAXES</b>		
Total State Payroll Taxes	\$108,000	\$1,188,000
Total Federal Payroll Taxes	\$1,125,000	\$12,375,000
<b>Total Employee Taxes</b>	<b>\$1,233,000</b>	<b>\$13,563,000</b>
Sales Tax Collected	\$3,390,000	\$37,290,000
Real Estate Taxes	\$108,000	\$1,188,000
<b>Total Taxes (paid or collected)</b>	<b>\$3,498,000</b>	<b>\$38,478,000</b>
<b>Total Tax Revenue Generated</b>	<b>\$4,731,000</b>	<b>\$52,041,000</b>
<b>Total Tax Revenue to Cities</b>	<b>\$440,700</b>	<b>\$4,847,700</b>
<b>OTHER FEES</b>		
State and Local Business taxes and fees	\$36,000	\$396,000
<b>Charitable Contributions</b>	<b>\$35,000</b>	<b>\$385,000</b>
<b>Total # of Dealerships in District:</b>		<b>11</b>
Allen Cadillac GMC Hyundai	Mercedes-Benz of Laguna Niguel	Weseloh Honda
Capistrano Toyota Scion	Phillips Mazda	Weseloh Kia
Capistrano Volkswagen	Toyota of Carlsbad	Weseloh Nissan
Continental Motors Saab of Oceanside	Tuttle-Click's Capistrano Ford	