

	Average OC Dealership	Fullerton Totals
<b>SALES</b>		
New Vehicle Sales	\$34,074,000	\$102,222,000
Used Vehicle Sales	\$12,453,000	\$37,359,000
Service & Parts Dept. Sales	\$8,749,000	\$26,247,000
<b>Total Dollar Sales</b>	<b>\$55,276,000</b>	<b>\$165,828,000</b>
Total New Units	1,085	3,255
Total Used Units	665	1,995
<b>Total Vehicles Sold</b>	<b>1,750</b>	<b>5,250</b>
<b>EMPLOYEES</b>		
Total Full Time Employees	85	255
Total Part Time Employees	5	15
<b>Total Employees</b>	<b>90</b>	<b>270</b>
<b>Total Wages</b>	<b>\$4,584,000</b>	<b>\$13,752,000</b>
<b>EXPENSES - Local and Statewide</b>		
Advertising	\$602,000	\$1,806,000
Other Products and Services from California Business	\$1,480,000	\$4,440,000
<b>Total Local and Statewide Expenses</b>	<b>\$2,082,000</b>	<b>\$6,246,000</b>
<b>TAXES</b>		
Total State Payroll Taxes	\$108,000	\$324,000
Total Federal Payroll Taxes	\$1,125,000	\$3,375,000
<b>Total Employee Taxes</b>	<b>\$1,233,000</b>	<b>\$3,699,000</b>
Sales Tax Collected	\$3,390,000	<b>\$10,170,000</b>
Real Estate Taxes	\$108,000	\$324,000
<b>Total Taxes (paid or collected)</b>	<b>\$3,498,000</b>	<b>\$10,494,000</b>
<b>Total Tax Revenue Generated by Dealerships in Fullerton</b>	<b>\$4,731,000</b>	<b>\$14,193,000</b>
<b>Total Tax Revenue to Fullerton</b>	<b>\$440,700</b>	<b>\$1,322,100</b>
<b>OTHER FEES</b>		
State and Local Business taxes and fees	\$36,000	\$108,000
<b>Charitable Contributions</b>	<b>\$35,000</b>	<b>\$105,000</b>
<b>Total # of Dealerships in District:</b>		<b>3</b>
McCoy and Mills Ford		
Mullahey Kia		
Renick Cadillac Subaru		