

	Average OC Dealership	Newport Beach Totals
<b>SALES</b>		
New Vehicle Sales	\$34,074,000	\$238,518,000
Used Vehicle Sales	\$12,453,000	\$87,171,000
Service & Parts Dept. Sales	\$8,749,000	\$61,243,000
<b>Total Dollar Sales</b>	<b>\$55,276,000</b>	<b>\$386,932,000</b>
Total New Units	1,085	7,595
Total Used Units	665	4,655
<b>Total Vehicles Sold</b>	<b>1,750</b>	<b>12,250</b>
<b>EMPLOYEES</b>		
Total Full Time Employees	85	595
Total Part Time Employees	5	35
<b>Total Employees</b>	<b>90</b>	<b>630</b>
<b>Total Wages</b>	<b>\$4,584,000</b>	<b>\$32,088,000</b>
<b>EXPENSES - Local and Statewide</b>		
Advertising	\$602,000	\$4,214,000
Other Products and Services from California Business	\$1,480,000	\$10,360,000
<b>Total Local and Statewide Expenses</b>	<b>\$2,082,000</b>	<b>\$14,574,000</b>
<b>TAXES</b>		
Total State Payroll Taxes	\$108,000	\$756,000
Total Federal Payroll Taxes	\$1,125,000	\$7,875,000
<b>Total Employee Taxes</b>	<b>\$1,233,000</b>	<b>\$8,631,000</b>
Sales Tax Collected	\$3,390,000	<b>\$23,730,000</b>
Real Estate Taxes	\$108,000	\$756,000
<b>Total Taxes (paid or collected)</b>	<b>\$3,498,000</b>	<b>\$24,486,000</b>
<b>Total Tax Revenue Generated by Dealerships in Newport Beach</b>	<b>\$4,731,000</b>	<b>\$33,117,000</b>
<b>Total Tax Revenue to Newport Beach</b>	<b>\$440,700</b>	<b>\$3,084,900</b>
<b>OTHER FEES</b>		
State and Local Business taxes and fees	\$36,000	\$252,000
<b>Charitable Contributions</b>	<b>\$35,000</b>	<b>\$245,000</b>
<b>Total # of Dealerships in District:</b>		<b>7</b>
Ferrari - Maserati of Newport Beach		
Fletcher Jones Motorcars		
Land Rover Jaguar Newport Beach		
Newport Auto Center		
Newport Lexus		
Rolls Royce Motor Cars		
Sterling BMW		