

| | Average OC Dealership | San Juan Capistrano Totals |
|---|-----------------------|----------------------------|
| SALES | | |
| New Vehicle Sales | \$34,074,000 | \$204,444,000 |
| Used Vehicle Sales | \$12,453,000 | \$74,718,000 |
| Service & Parts Dept. Sales | \$8,749,000 | \$52,494,000 |
| Total Dollar Sales | \$55,276,000 | \$331,656,000 |
| Total New Units | 1,085 | 6,510 |
| Total Used Units | 665 | 3,990 |
| Total Vehicles Sold | 1,750 | 10,500 |
| EMPLOYEES | | |
| Total Full Time Employees | 85 | 510 |
| Total Part Time Employees | 5 | 30 |
| Total Employees | 90 | 540 |
| Total Wages | \$4,584,000 | \$27,504,000 |
| EXPENSES - Local and Statewide | | |
| Advertising | \$602,000 | \$3,612,000 |
| Other Products and Services from California Business | \$1,480,000 | \$8,880,000 |
| Total Local and Statewide Expenses | \$2,082,000 | \$12,492,000 |
| TAXES | | |
| Total State Payroll Taxes | \$108,000 | \$648,000 |
| Total Federal Payroll Taxes | \$1,125,000 | \$6,750,000 |
| Total Employee Taxes | \$1,233,000 | \$7,398,000 |
| Sales Tax Collected | \$3,390,000 | \$20,340,000 |
| Real Estate Taxes | \$108,000 | \$648,000 |
| Total Taxes (paid or collected) | \$3,498,000 | \$20,988,000 |
| Total Tax Revenue Generated by Dealerships in San Juan Cap | \$4,731,000 | \$28,386,000 |
| Total Tax Revenue to San Juan Capistrano | \$440,700 | \$2,644,200 |
| OTHER FEES | | |
| State and Local Business taxes and fees | \$36,000 | \$216,000 |
| Charitable Contributions | \$35,000 | \$210,000 |
| Total # of Dealerships in District: | | 6 |

Capistrano Chrysler Jeep Dodge
 Capistrano Volkswagen
 Tuttle Click Ford
 Weseloh Honda
 Weseloh Kia
 Weseloh Nissan