

	Average OC Dealership	District Impact
<b>SALES</b>		
New Vehicle Sales	\$34,074,000	\$1,362,960,000
Used Vehicle Sales	\$12,453,000	\$498,120,000
Service & Parts Dept. Sales	\$8,749,000	\$349,960,000
<b>Total Dollar Sales</b>	<b>\$55,276,000</b>	<b>\$2,211,040,000</b>
Total New Units	1,085	43,400
Total Used Units	665	26,600
<b>Total Vehicles Sold</b>	<b>1,750</b>	<b>70,000</b>
<b>EMPLOYEES</b>		
Total Full Time Employees	85	3,400
Total Part Time Employees	5	200
<b>Total Employees</b>	<b>90</b>	<b>3,600</b>
Total Wages	\$4,584,000	\$183,360,000
% Providing Health for Employee and Dependents	97%	97%
<b>Total Wages/Personnel Benefits</b>	<b>\$4,584,000</b>	<b>\$183,360,000</b>
<b>EXPENSES</b>		
Advertising	\$602,000	\$24,080,000
Other Products and Services from California Business	\$1,480,000	\$59,200,000
<b>Total Expense</b>	<b>\$2,082,000</b>	<b>\$83,280,000</b>
<b>TAXES</b>		
Total State Payroll Taxes	\$108,000	\$4,320,000
Total Federal Payroll Taxes	\$1,125,000	\$45,000,000
<b>Total Employee Taxes</b>	<b>\$1,233,000</b>	<b>\$49,320,000</b>
Sales Tax Collected	\$3,390,000	<b>\$135,600,000</b>
Real Estate Taxes	\$108,000	\$4,320,000
<b>Total Taxes (paid or collected)</b>	<b>\$3,498,000</b>	<b>\$139,920,000</b>
<b>Total Tax Revenue Generated</b>	<b>\$4,731,000</b>	<b>\$189,240,000</b>
<b>Total Tax Revenue to Cities</b>	<b>\$440,700</b>	<b>\$17,628,000</b>
<b>OTHER FEES</b>		
State and Local Business taxes and fees	\$36,000	\$1,440,000
<b>Charitable Contributions</b>	<b>\$35,000</b>	<b>\$1,400,000</b>
<b>Total # of Dealerships in District:</b>		<b>40</b>
Acura of Escondido	Hoehn Audi	North County Buick Cadillac GMC
Audi Escondido	Hoehn Buick Cadillac	North County Ford
BMW Encinitas	Hoehn Honda	North County Hyundai
BMW of Escondido	Hoehn Infiniti	North County Kia
Bob Baker Chrysler Jeep	Hoehn Porsche	Quality Chevrolet
Bob Baker Mazda	Infiniti Escondido	Toyota of Carlsbad
Capistrano Toyota	Jack Powell Chrysler	Toyota of Escondido
Capistrano Volkswagen	Ken Grody Ford	Weseloh Chevrolet Carlsbad
Carlsbad Volvo	Lexus Carlsbad	Weseloh Honda
Continental Motors Saab of Oceanside	Lexus of Escondido	Weseloh Kia
Encinitas Ford	Mazda of Escondido	Weseloh Nissan
Heller Ford Hyundai	Mercedes-Benz of Escondido	Worthington Mitsubishi
Herman Cook Volkswagen	Mossy Nissan Escondido	
Hoehn Acura	Mossy Nissan Oceanside	