

	Average OC Dealership	Tustin Totals
SALES		
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
Total Dollar Sales	\$55,276,000	\$608,036,000
Total New Units	1,085	11,935
Total Used Units	665	7,315
Total Vehicles Sold	1,750	19,250
EMPLOYEES		
Total Full Time Employees	85	935
Total Part Time Employees	5	55
Total Employees	90	990
Total Wages	\$4,584,000	\$50,424,000
EXPENSES - Local and Statewide		
Advertising	\$602,000	\$6,622,000
Other Products and Services from California Business	\$1,480,000	\$16,280,000
Total Local and Statewide Expenses	\$2,082,000	\$22,902,000
TAXES		
Total State Payroll Taxes	\$108,000	\$1,188,000
Total Federal Payroll Taxes	\$1,125,000	\$12,375,000
Total Employee Taxes	\$1,233,000	\$13,563,000
Sales Tax Collected	\$3,390,000	\$37,290,000
Real Estate Taxes	\$108,000	\$1,188,000
Total Taxes (paid or collected)	\$3,498,000	\$38,478,000
Total Tax Revenue Generated by Dealerships in Tustin	\$4,731,000	\$52,041,000
Total Tax Revenue to Tustin	\$440,700	\$4,847,700
OTHER FEES		
State and Local Business taxes and fees	\$36,000	\$396,000
Charitable Contributions	\$35,000	\$385,000
Total # of Dealerships in District:		11

DCH Tustin Acura

Infiniti Tustin

Power Ford Tustin

Tustin Buick Pontiac GMC Hummer

Tustin Cadillac

Tustin Hyundai

Tustin Lexus

Tustin Mazda

Tustin Nissan

Tustin Toyota

Tuttle-Click Tustin Chrysler Dodge and Jeep