

## 2007 Orange County Auto Dealers Economic Impact Report

	Average California Dealership	Orange County Totals
<b>SALES</b>		
New Vehicle Sales	\$36,416,756	\$5,171,179,352
Used Vehicle Sales	\$12,000,595	\$1,704,084,490
Service & Parts Dept. Sales	\$8,174,026	\$1,160,711,692
<b>Total Dollar Sales</b>	<b>\$60,443,327</b>	<b>\$8,582,952,434</b>
Total New Units	1,174	166,708
Total Used Units	865	122,830
<b>Total Vehicles Sold</b>	<b>2,039</b>	<b>289,538</b>
<b>EMPLOYEES</b>		
Total Full Time Employees	91	12,922
Total Part Time Employees	5	710
<b>Total Employees</b>	<b>96</b>	<b>13,632</b>
Total Wages	\$11,171,047	\$1,586,288,674
Total Personnel Benefits	\$701,994	\$99,683,148
<b>Total Wages/Personnel Benefits</b>	<b>\$11,873,041</b>	<b>\$1,685,971,822</b>
<b>EXPENSES</b>		
Advertising	\$730,137	\$103,679,454
Floor Plan	\$259,906	\$36,906,652
Rent & Rent Equivalent	\$652,788	\$92,695,896
Heat, Light & Power	\$125,456	\$17,814,752
<b>Total Expense</b>	<b>\$1,768,287</b>	<b>\$251,096,754</b>
<b>TAXES</b>		
Total State Payroll Taxes	\$100,307	\$14,243,594
Total Federal Payroll Taxes	\$17,210	\$2,443,820
Total Social Security Taxes	\$723,391	\$102,721,522
<b>Total Employee Taxes</b>	<b>\$840,908</b>	<b>\$119,408,936</b>
Sales Tax Collected	\$3,673,927	\$521,697,634
Total Property Taxes	\$32,556	\$4,622,952
Real Estate Taxes	\$170,171	\$24,164,282
Special Taxes Paid	\$24,004	\$3,408,568
<b>Total Taxes (paid or collected)</b>	<b>\$5,023,385</b>	<b>\$713,320,670</b>
<b>Total Tax Revenue to Orange County</b>		<b>\$67,820,692</b>
<b>OTHER FEES</b>		
Government Fees Paid	\$29,741	\$4,223,222
Environmental Fees Paid	\$13,747	\$1,952,074
<b>Charitable Contributions</b>	<b>\$84,194</b>	<b>\$11,955,548</b>
<b>Total # of Dealerships by City:</b>		<b>142</b>
Anaheim - 16	Irvine - 12	Newport Beach - 5
Buena Park - 8	La Habra - 2	Orange - 5
Costa Mesa - 15	Laguna Hills - 1	Placentia - 2
Foothill Ranch - 2	Laguna Niguel - 2	Rancho Santa Margarita - 4
Fullerton - 5	Lake Forest - 1	San Juan Capistrano - 8
Garden Grove - 7	Midway City - 1	Santa Ana - 11
Huntington Beach - 11	Mission Viejo - 6	Tustin - 13
		Westminster - 5