

**OCADA 2020 Economic Impact Report  
City of Tustin**

	<b>City Impact</b>
<b>SALES</b>	
New Vehicle Sales	\$735,825,200
Used Vehicle Sales	\$246,396,150
Service & Parts Dept. Sales	\$131,786,600
Other Departments	\$46,810,500
<b>Total Dollar Sales</b>	<b>\$1,160,818,450</b>
Total New Units	18,304
Total Used Units	8,338
<b>Total Vehicles Sold</b>	<b>26,642</b>
<b>EMPLOYEES</b>	
Total Full Time Employees	1,111
Total Part Time Employees	44
<b>Total Employees</b>	<b>1,155</b>
Total Wages	\$72,688,440
% Providing Health for Employee and Dependents	91%
<b>Total Wages/Personnel Benefits</b>	<b>\$72,688,440</b>
<b>EXPENSES</b>	
Advertising	\$11,612,700
Products and Services From California Businesses	\$21,521,280
<b>Total Expense</b>	<b>\$33,133,980</b>
<b>TAXES</b>	
Total State Payroll Taxes	\$4,290,000
Total Federal Payroll Taxes	\$19,313,470
<b>Total Employee Taxes</b>	<b>\$23,603,470</b>
<b>Sales Tax Collected</b>	<b>\$68,419,252</b>
Property Taxes	\$1,744,820
<b>Total Taxes (paid or collected)</b>	<b>\$70,164,072</b>
<b>Total Tax Revenue Generated by Dealerships</b>	<b>\$93,767,542</b>
<b>Total Tax Revenue to City</b>	<b>\$8,828,291</b>
<b>OTHER FEES</b>	
State and Local Business taxes and fees	\$709,632
<b>Charitable Contributions</b>	<b>\$618,310</b>
<b>Total # of Dealerships in City:</b>	<b>11</b>

This Economic Impact Report was developed utilizing statistics from the National Automobile Dealers Association and California New Car Dealers Association and is based on the average dealership in Orange County and not specifically the dealers in a city or district