

**OCADA 2019 Economic Impact Report
City of Irvine**

	Average OC Dealership	City Impact
SALES		
New Vehicle Sales	\$66,893,200	\$802,718,400
Used Vehicle Sales	\$22,399,650	\$268,795,800
Service & Parts Dept. Sales	\$11,980,600	\$143,767,200
Other Departments	\$4,255,500	\$51,066,000
Total Dollar Sales	\$105,528,950	\$1,266,347,400
Total New Units	1,664	19,968
Total Used Units	758	9,096
Total Vehicles Sold	2,422	29,064
EMPLOYEES		
Total Full Time Employees	101	1,212
Total Part Time Employees	4	48
Total Employees	105	1,260
Total Wages	\$6,608,040	\$79,296,480
% Providing Health for Employee and Dependents	91%	91%
Total Wages/Personnel Benefits	\$6,608,040	\$79,296,480
EXPENSES		
Advertising	\$1,055,700	\$12,668,400
Products and Services From California Businesses	\$1,956,480	\$23,477,760
Total Expense	\$3,012,180	\$36,146,160
TAXES		
Total State Payroll Taxes	\$390,000	\$4,680,000
Total Federal Payroll Taxes	\$1,755,770	\$21,069,240
Total Employee Taxes	\$2,145,770	\$25,749,240
Sales Tax Collected	\$6,219,932	\$74,639,184
Property Taxes	\$158,620	\$1,903,440
Total Taxes (paid or collected)	\$6,378,552	\$76,542,624
Total Tax Revenue Generated by Dealerships in Irvine		\$102,291,864
Total Tax Revenue to City		\$9,630,863
OTHER FEES		
State and Local Business taxes and fees	\$64,512	\$774,144
Charitable Contributions	\$56,210	\$674,520
Total # of Dealerships in City:		12

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