

**OCADA 2023 Economic Impact Report  
City of Tustin**

	<b>City Impact</b>
<b>SALES</b>	
New Vehicle Sales	\$787,889,850
Used Vehicle Sales	\$333,575,770
Service & Parts Dept. Sales	\$155,493,745
Other Departments	\$56,945,174
<b>Total Dollar Sales</b>	<b>\$1,333,904,539</b>
Total New Units	16,093
Total Used Units	7,876
<b>Total Vehicles Sold</b>	<b>23,969</b>
<b>EMPLOYEES</b>	
Total Full Time Employees	1,045
Total Part Time Employees	33
<b>Total Employees</b>	<b>1,078</b>
Total Wages	\$103,807,440
% Providing Health for Employee and Dependents	97%
<b>Total Wages/Personnel Benefits</b>	<b>\$103,807,440</b>
<b>EXPENSES</b>	
Advertising	\$11,171,765
Products and Services From California Businesses	\$25,225,332
<b>Total Expense</b>	<b>\$36,397,097</b>
<b>TAXES</b>	
Total State Payroll Taxes	\$6,193,407
Total Federal Payroll Taxes	\$27,041,355
<b>Total Employee Taxes</b>	<b>\$33,234,762</b>
<b>Sales Tax Collected</b>	<b>\$76,344,972</b>
Property Taxes	\$1,925,550
<b>Total Taxes (paid or collected)</b>	<b>\$78,270,522</b>
<b>Total Tax Revenue Generated by Dealerships</b>	<b>\$111,505,284</b>
<b>Total Tax Revenue to City</b>	<b>\$9,850,964</b>
<b>OTHER FEES</b>	
State and Local Business taxes and fees	\$738,276
<b>Charitable Contributions</b>	<b>\$698,885</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