

TABLE 1

**Palm Springs Mazda
Projected Incremental Sales***

Year	New Units (Incremental)	Incremental Value of New Car Sales (\$)	Used Units (Incremental)	Incremental Value of Used Car Sales (\$)	Incremental Value of Parts & Accessory Sales (\$)	Total Sales
Year 1	540	16,200,000	360	7,920,000	1,000,000	25,120,000
Year 2	545	16,516,500	364	8,088,100	1,010,000	25,614,600
Year 3	551	16,862,300	367	8,236,200	1,020,100	26,118,600
Year 4	556	17,185,400	371	8,409,457	1,030,300	26,625,157
Year 5	562	17,544,500	375	8,584,900	1,040,600	27,170,000
Year 6	568	17,909,000	378	8,740,116	1,051,000	27,700,116
Year 7	573	18,247,200	382	8,920,846	1,061,500	28,229,546
		120,464,900		58,899,619	7,213,500	186,578,019

Totals

\$932,890 at 50% share of
projected incremental tax

*1 percent annual increases in volume and pricing