



Idaho Automobile Dealers Association

Driving Idaho's Economy

Annual Contributions of Idaho's New-Vehicle Dealers

Idaho's dealers maintain a multi-BILLION dollar retail industry.

Average sales per dealership	\$26.2 million
Total sales of all new-vehicle dealerships in Idaho	\$3.2 billion
Dealership sales as % of total retail sales in the state	18.3%
Estimated number of new-vehicle dealerships.....	123

Dealers provide thousands of well-paying jobs in Idaho.

Total number of new-vehicle dealership employees in Idaho	5,842
Average number of employees per dealership	47
Average annual earnings of new-vehicle dealership employees	\$42,982
Dealership payroll as % of total state retail payroll	12.6%
Annual payroll of new-vehicle dealerships	\$223 million
Average annual payroll per new-vehicle dealership.....	\$1.85 million

Dealers generate hundreds of millions of dollars of tax revenue for state and local government through:

- **Sales Tax Revenue**
- **Corporate Tax Revenue**
- **Payroll Tax Revenue**

*Numbers reflect annual economic activity through **September 2008***