

Driving the United States' Economy

Annual Contribution of the United States' New-Car Dealers



Numbers reflect annual economic activity during 2020.



16,623
DEALERSHIPS
(new car)



2,282,801
TOTAL JOBS
(created by dealerships)
Includes 1,077,900 direct jobs and
1,204,901 indirect and induced jobs.



64
EMPLOYEES
(average per
dealership)



\$980.2B
TOTAL SALES
(all dealerships)



\$68.1B
PAYROLL



\$86B
**STATE SALES
TAX PAID**

\$64,220

Average Annual
Earnings

\$17.5B

State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.

Source: Center for Automotive
Research, IHS Markit, NADA,
Taxfoundation.org, U.S. Bureau of
Labor Statistics, U.S. Census Bureau



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

NADA Industry Analysis | 8484 Westpark Drive, Suite 500, Tysons, VA 22102 | 800.557.6232 | economics@nada.org
NADA Legislative Affairs | 412 First St. SE | Washington, DC 20003 | 800.563.5500 | legislative@nada.org

Driving Idaho's Economy

Annual Contribution of Idaho's New-Car Dealers

Numbers reflect annual economic activity during 2019.



98
DEALERSHIPS
(new car)



12,596
TOTAL JOBS
(created by dealerships)
Includes 6,415 direct jobs and
6,182 indirect and induced jobs.



65
EMPLOYEES
(average per
dealership)



\$3.8B
TOTAL SALES
(all dealerships)



\$345M
PAYROLL

\$53,859 Average Annual Earnings	\$757M State and Federal Income Taxes Paid
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Includes income taxes paid for direct,
indirect and induced jobs.



0.4%
REGISTRATIONS
Idaho's Share of Total U.S.
New-Vehicle Registrations

\$230M
**STATE SALES
TAX PAID**

Sources: Center for Automotive
Research, IHS Markit, NADA,
Taxfoundation.org, U.S. Bureau
of Labor Statistics.



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Annual Contribution of Idaho's New-Car Dealers

Numbers reflect annual economic activity during 2020.



97
DEALERSHIPS
(new car)



11,867
TOTAL JOBS
(created by dealerships)
Includes 6,043 direct jobs and
5,824 indirect and induced jobs.



62
EMPLOYEES
(average per
dealership)



\$4B
TOTAL SALES
(all dealerships)



\$363M
PAYROLL

\$60,255

Average Annual
Earnings

\$89M

State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.4%
REGISTRATIONS

Idaho's Share of Total
U.S. New-Vehicle Registrations

\$240M
**STATE SALES
TAX PAID**

Source: Center for Automotive
Research, IHS Markit, NADA,
Taxfoundation.org, U.S. Bureau of
Labor Statistics, U.S. Census Bureau



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Driving Idaho's Economy

Annual Contribution of Idaho's Class 4-8 New-Truck Dealers

Numbers reflect annual economic activity during 2020.



Class 4
14,001 to 16,000 lbs.



Class 5
16,001 to 19,500 lbs.



Class 6
19,501 to 26,000 lbs.



Class 7
26,001 to 33,000 lbs.



Class 8
33,001+ lbs.

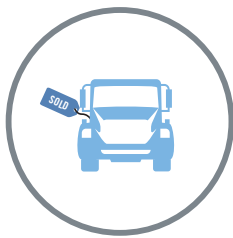
23

TOTAL NEW-TRUCK
DEALERSHIPS



DEALERSHIP
EMPLOYEES

1,270



\$823M

TOTAL SALES



\$73M

PAYROLL



2,715

ANNUAL
REGISTRATIONS
(Class 4-8 new trucks)



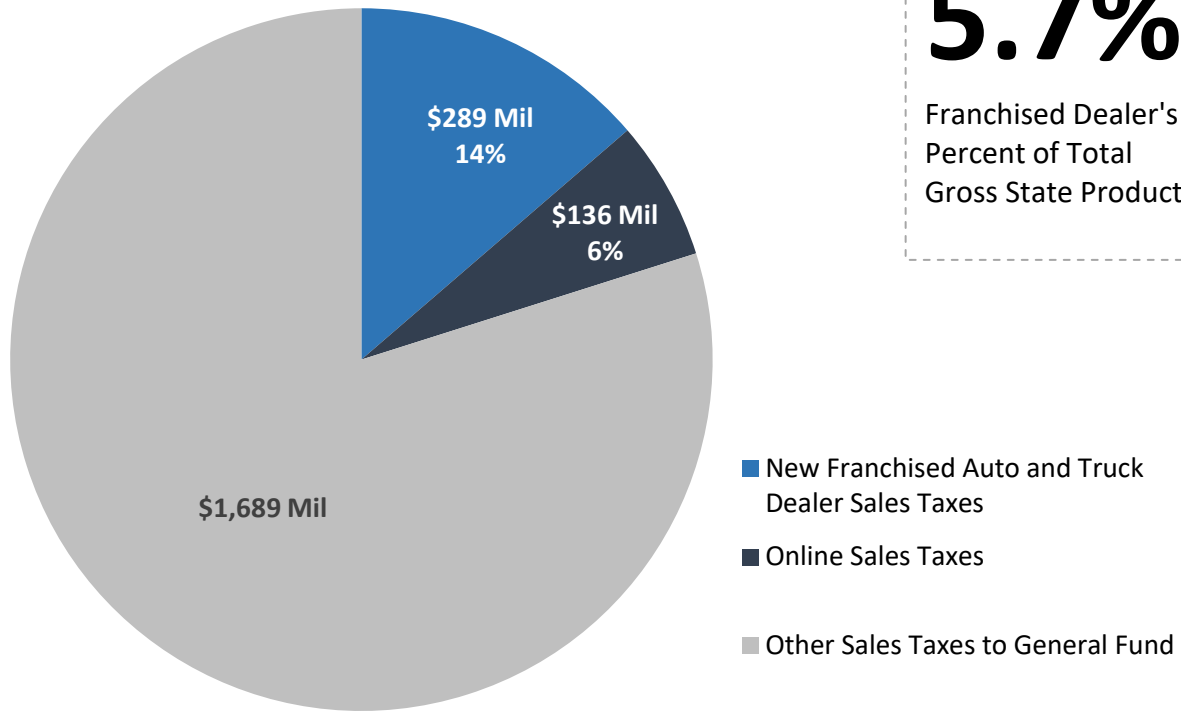
AMERICAN TRUCK DEALERS

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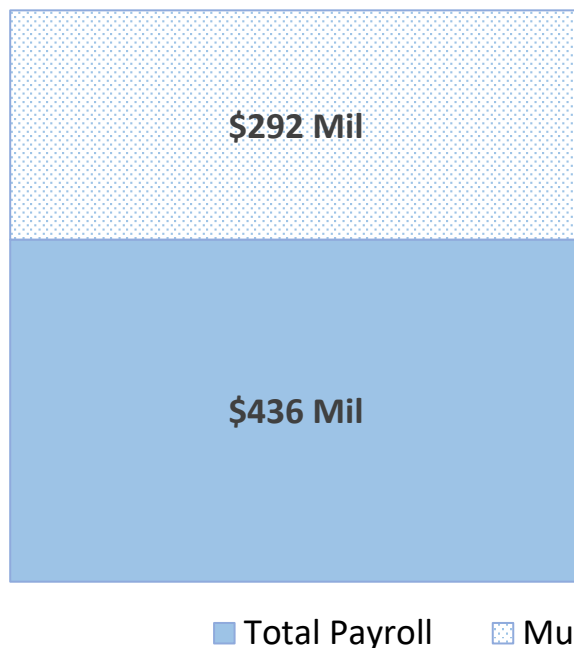
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Source: IHA Markit, NADA

Auto Dealer Sales Tax Receipts as a Percent of General Fund Sales Tax Revenue 2020



Auto Dealer Payroll and Multiplier Effect



The total payroll for Auto Dealers in 2020 was \$436 million. Using the multiplier calculated by EMSI, the total payroll multiplier effect is \$728 million, with \$292 million added by the multiplier.