

# Driving the United States' Economy

Annual Contribution of the United States' New-Car Dealers



Numbers reflect annual economic activity during 2021.



**16,676**  
**DEALERSHIPS**  
(new car)



**2,235,150**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 1,055,400 direct jobs and  
1,179,750 indirect and induced jobs.



**63**  
**EMPLOYEES**  
(average per  
dealership)



**\$1.18T**  
**TOTAL SALES**

(all dealerships)



**\$83.2B**  
**PAYROLL**

**\$78,702**

Average Annual  
Earnings

**\$23.9B**

State and Federal  
Income Taxes Paid

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



**\$104.1B**  
**STATE SALES  
TAX PAID**

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



**NATIONAL AUTOMOBILE DEALERS ASSOCIATION**

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# Driving Idaho's Economy

## Annual Contribution of Idaho's New-Car Dealers

Numbers reflect annual economic activity during 2021.



**98**  
**DEALERSHIPS**  
(new car)



**12,044**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 6,133 direct jobs and  
5,911 indirect and induced jobs.



**63**  
**EMPLOYEES**  
(average per  
dealership)



**\$5.7B**  
**TOTAL SALES**  
(all dealerships)



**\$462M**  
**PAYROLL**

<b>\$75,140</b> Average Annual Earnings	<b>\$132M</b> State and Federal Income Taxes Paid
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Includes income taxes paid for direct,  
indirect and induced jobs.



**0.5%**  
**REGISTRATIONS**  
Idaho's Share of Total U.S.  
New-Vehicle Registrations

**\$330M**  
**STATE SALES  
TAX PAID**

Source: Center for Automotive Research,  
NADA Industry Analysis, IHS Markit,  
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 2021.



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.

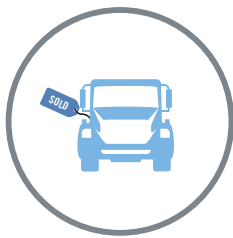
# 23

TOTAL NEW-TRUCK  
DEALERSHIPS



DEALERSHIP  
EMPLOYEES

# 1,292



## \$1.1B

TOTAL SALES



## \$76M

PAYROLL



## 2,989

ANNUAL  
REGISTRATIONS  
(Class 4-8 new trucks)



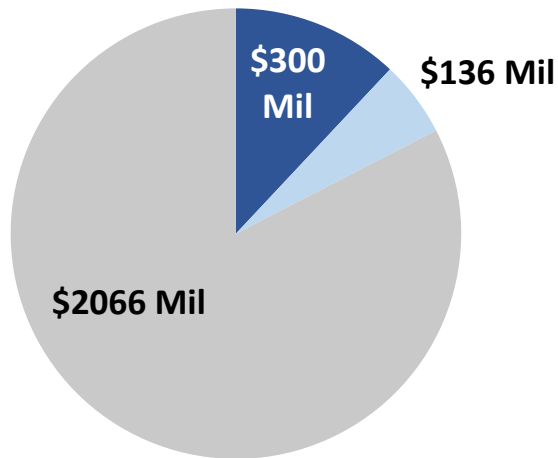
AMERICAN TRUCK DEALERS

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Source: IHA Markit, NADA

### Auto Dealer Sales Tax Receipts as a Percent of Net Sales Tax Revenue FY2021



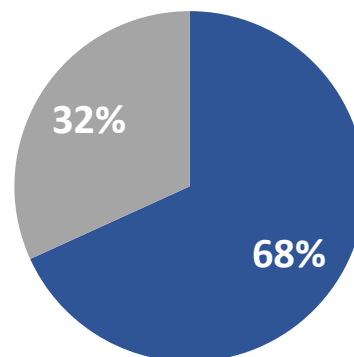
**6%**

Franchised Dealer's Percent of Total Gross State Product

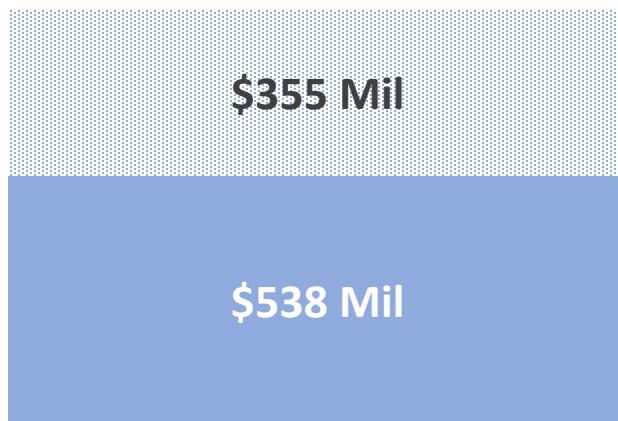
- New Franchised Auto and Truck Dealer Sales Taxes
- Online Sales Tax Collections
- Sales Tax Less Franchised Auto and Truck Dealers and Online Collections

### New Franchised Auto and Truck Dealer Sales as a Percent of Retail Trade GSP Category

- New Franchised Auto and Truck Dealer Sales
- Retail Trade GSP Minus New Franchised Auto and Truck Dealer Sales

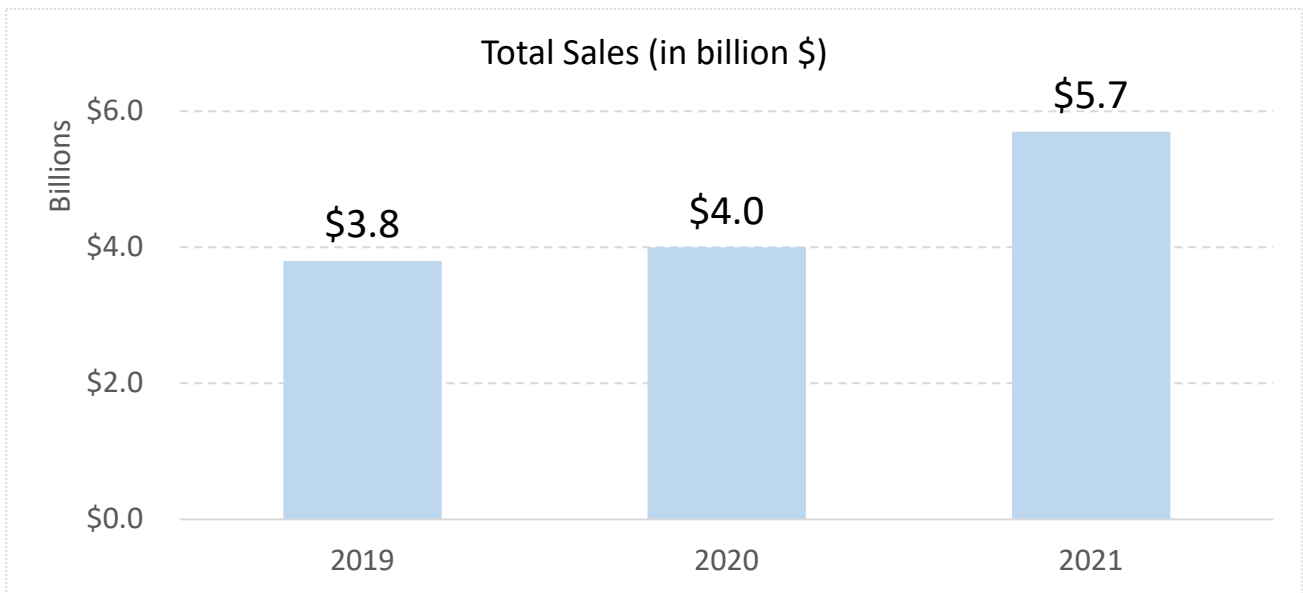
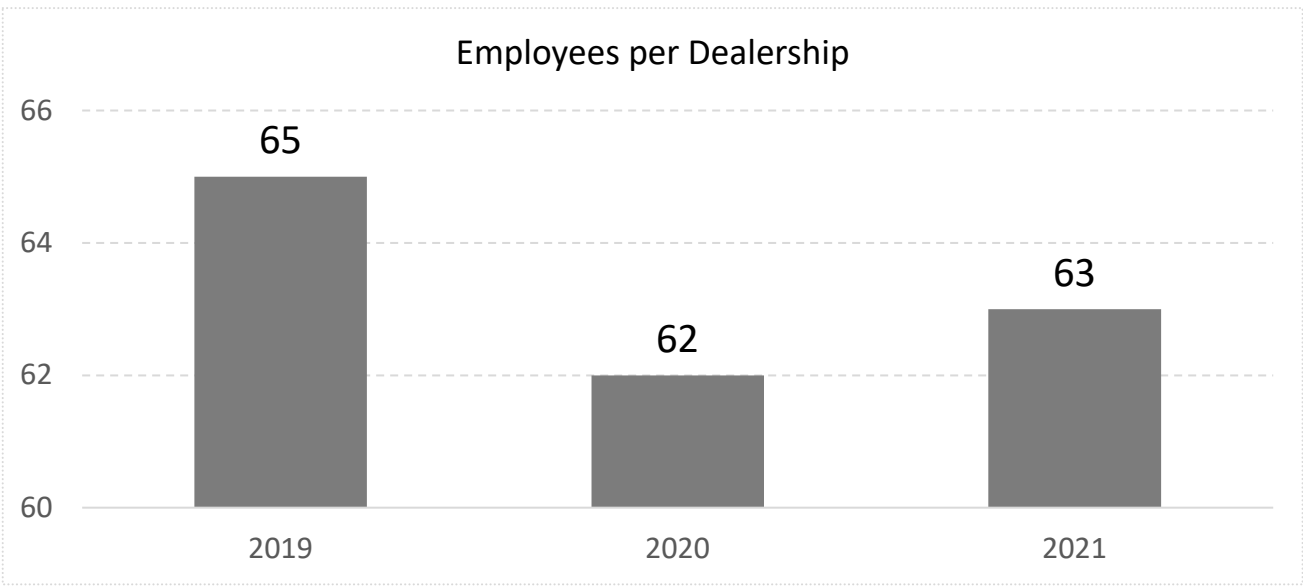
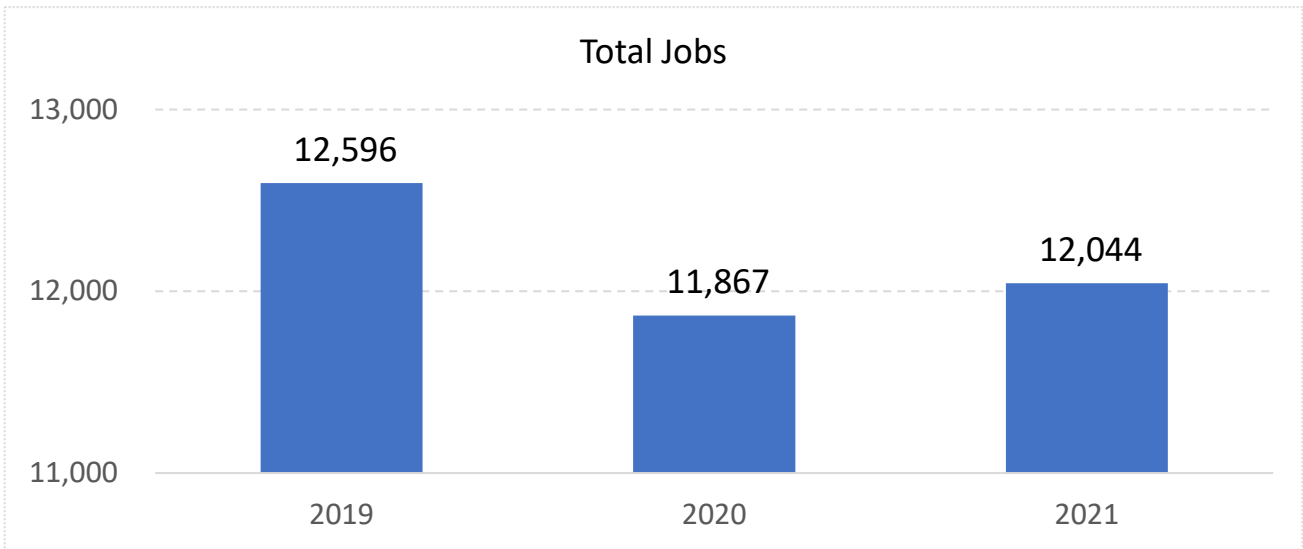


### Auto Dealer Payroll and Multiplier Effect

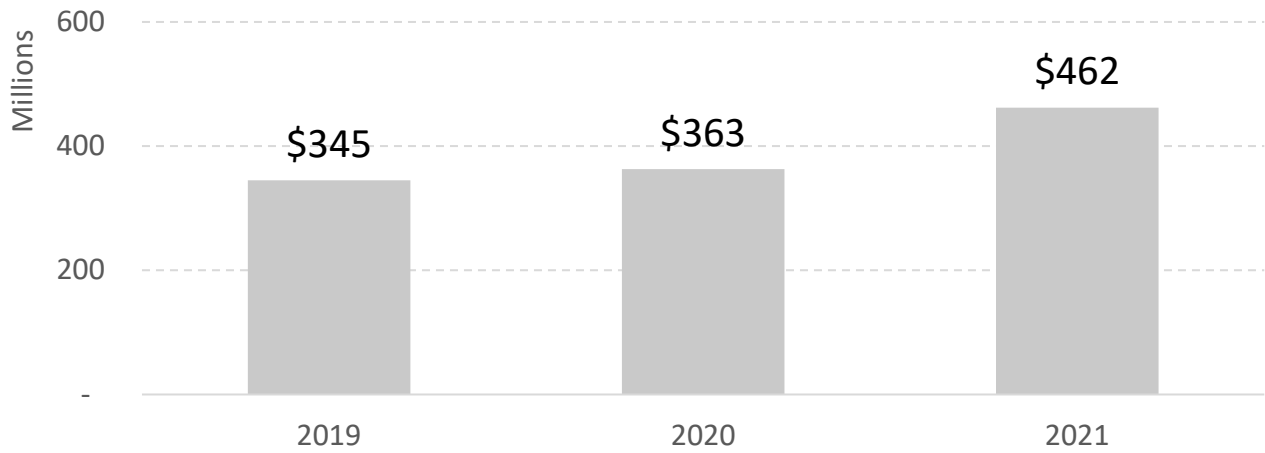


- Total Payroll
- Multiplier Effect (1.66x)

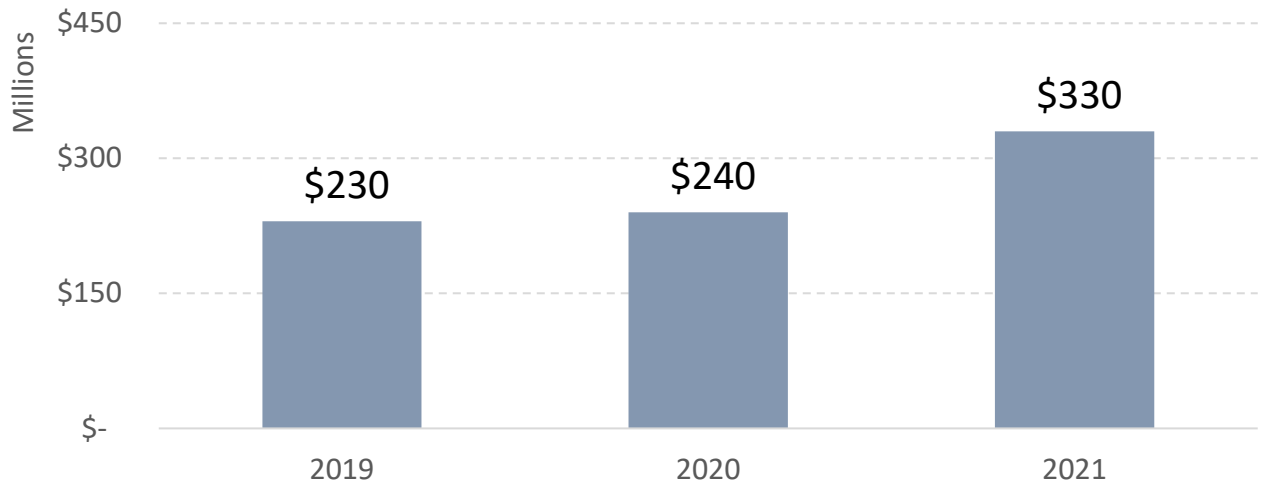
The total payroll for Auto Dealers in 2021 was \$538 million. Using the multiplier calculated by EMSI for 2020, the total payroll multiplier effect is \$893 million, with \$355 million added by the multiplier.



Total Payroll



State Sales Tax Paid



Total New Car Sales as a Percent of Total Retail Sales GSP Category

