

Driving Idaho's Economy

Annual Contribution of Idaho's New-Car Dealers

Numbers reflect annual economic activity during 2023.



104
DEALERSHIPS
(new car)



12,934
TOTAL JOBS
(created by dealerships)
Includes 6,587 direct jobs and
6,348 indirect and induced jobs.



63
EMPLOYEES
(average per
dealership)



\$5.7B
TOTAL SALES
(all dealerships)



\$513M
PAYROLL

\$77,896 Average Annual Earnings	\$137M 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

\$344M
**STATE SALES
TAX PAID**

Source: Bureau of Labor Statistics,
Center for Automotive Research,
NADA, S&P Global, Taxfoundation.org,
U.S. Census Bureau



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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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 2023.



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.

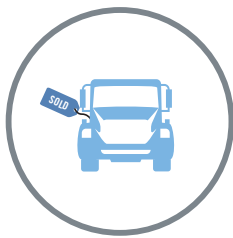
40

TOTAL NEW-TRUCK
DEALERSHIPS



DEALERSHIP
EMPLOYEES

2,509



\$2.4B

TOTAL SALES



\$174M

PAYROLL



3,014

ANNUAL
REGISTRATIONS
(Class 4-8 new trucks)



AMERICAN TRUCK DEALERS

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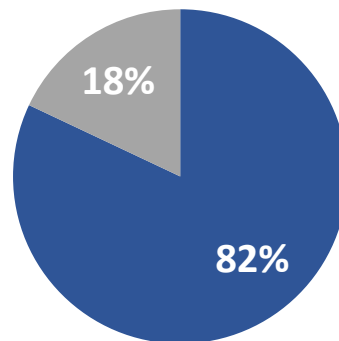
Source: NADA, S&P Global

**Franchise Dealers
Gross Sales
\$8.1 bn
In total sales for 2023**

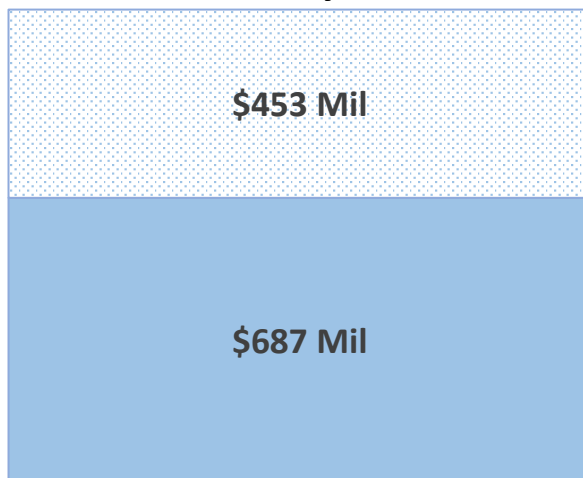
Franchise Dealers Sales account
for
**6.7% of Gross
State Product**

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



Total Auto Dealer Payroll with the Multiplier Effect is \$1.14 Bil



- Total Payroll
- Multiplier Effect (1.66x)

The total payroll for Auto Dealers in 2023 was \$687 million. Using the multiplier calculated by EMSI, the total payroll multiplier effect is \$1.14 Billion, with \$453 million added by the multiplier.

