



Driving New Hampshire's Economy

Annual Contributions of New Hampshire's New-Vehicle Dealers*

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

Average sales per dealership	\$27.3 million
Total sales of all new-vehicle dealerships in New Hampshire	\$3.9 billion
Dealership sales as % of total retail sales in the state	13.5%
Estimated number of new-vehicle dealerships	143

Dealers provide thousands of well-paying jobs in New Hampshire.

Total number of new-vehicle dealership employees in New Hampshire.....	6,089
Average number of employees per dealership	43
Average annual earnings of new-vehicle dealership employees	\$51,049
Dealership payroll as % of total state retail payroll	12.2%
Annual payroll of new-vehicle dealerships.....	\$311 million
Average annual payroll per new-vehicle dealership	\$2.18 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 during 2010*