



Driving New York's Economy

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

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

Average sales per dealership	\$37.9 million
Total sales of all new-vehicle dealerships in New York	\$34.8 billion
Dealership sales as % of total retail sales in the state	12.3%
Estimated number of new-vehicle dealerships	918

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

Total number of new-vehicle dealership employees in New York.....	44,246
Average number of employees per dealership	48
Average annual earnings of new-vehicle dealership employees	\$53,290
Dealership payroll as % of total state retail payroll	8.8%
Annual payroll of new-vehicle dealerships.....	\$2.36 billion
Average annual payroll per new-vehicle dealership	\$2.57 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*