



# Driving Hawaii's Economy

## Annual Contributions of Hawaii's New-Vehicle Dealers\*

**Hawaii's dealers maintain a multi-BILLION dollar retail industry.**

Average sales per dealership .....	\$26.7 million
Total sales of all new-vehicle dealerships in Hawaii .....	\$1.7 billion
Dealership sales as % of total retail sales in the state .....	11.9%
Estimated number of new-vehicle dealerships .....	63

**Dealers provide thousands of well-paying jobs in Hawaii.**

Total number of new-vehicle dealership employees in Hawaii .....	3,094
Average number of employees per dealership .....	49
Average annual earnings of new-vehicle dealership employees .....	\$52,279
Dealership payroll as % of total state retail payroll .....	11.7%
Annual payroll of new-vehicle dealerships .....	\$162 million
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*