



Driving Michigan's Economy

Annual Contributions of Michigan's New-Vehicle Dealers*

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

Average sales per dealership	\$18.8 million
Total sales of all new-vehicle dealerships in Michigan	\$12.3 billion
Dealership sales as % of total retail sales in the state	11.9%
Estimated number of new-vehicle dealerships	656

Dealers provide thousands of well-paying jobs in Michigan.

Total number of new-vehicle dealership employees in Michigan.....	28,095
Average number of employees per dealership	43
Average annual earnings of new-vehicle dealership employees	\$47,863
Dealership payroll as % of total state retail payroll	12.9%
Annual payroll of new-vehicle dealerships.....	\$1.35 billion
Average annual payroll per new-vehicle dealership	\$2.05 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*