



# Driving Tennessee's Economy

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

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

Average sales per dealership .....	\$29.4 million
Total sales of all new-vehicle dealerships in Tennessee .....	\$10.2 billion
Dealership sales as % of total retail sales in the state .....	13.4%
Estimated number of new-vehicle dealerships .....	348

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

Total number of new-vehicle dealership employees in Tennessee .....	18,759
Average number of employees per dealership .....	54
Average annual earnings of new-vehicle dealership employees .....	\$45,510
Dealership payroll as % of total state retail payroll .....	9.7%
Annual payroll of new-vehicle dealerships .....	\$855 million
Average annual payroll per new-vehicle dealership .....	\$2.46 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*