



# Driving Missouri's Economy

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

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

Average sales per dealership .....	\$26.0 million
Total sales of all new-vehicle dealerships in Missouri .....	\$10.8 billion
Dealership sales as % of total retail sales in the state .....	13.4%
Estimated number of new-vehicle dealerships .....	417

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

Total number of new-vehicle dealership employees in Missouri.....	17,955
Average number of employees per dealership .....	43
Average annual earnings of new-vehicle dealership employees .....	\$45,177
Dealership payroll as % of total state retail payroll .....	11.4%
Annual payroll of new-vehicle dealerships.....	\$812 million
Average annual payroll per new-vehicle dealership .....	\$1.95 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*