



Driving Alabama's Economy

Annual Contributions of Alabama's New-Vehicle Dealers*

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

Average sales per dealership	\$25.3 million
Total sales of all new-vehicle dealerships in Alabama.....	\$7.7 billion
Dealership sales as % of total retail sales in the state.....	14.3%
Estimated number of new-vehicle dealerships	304

Dealers provide thousands of well-paying jobs in Alabama.

Total number of new-vehicle dealership employees in Alabama	12,925
Average number of employees per dealership	43
Average annual earnings of new-vehicle dealership employees	\$43,422
Dealership payroll as % of total state retail payroll	10.0%
Annual payroll of new-vehicle dealerships.....	\$562 million
Average annual payroll per new-vehicle dealership	\$1.85 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*