

NADA Employment and Payroll

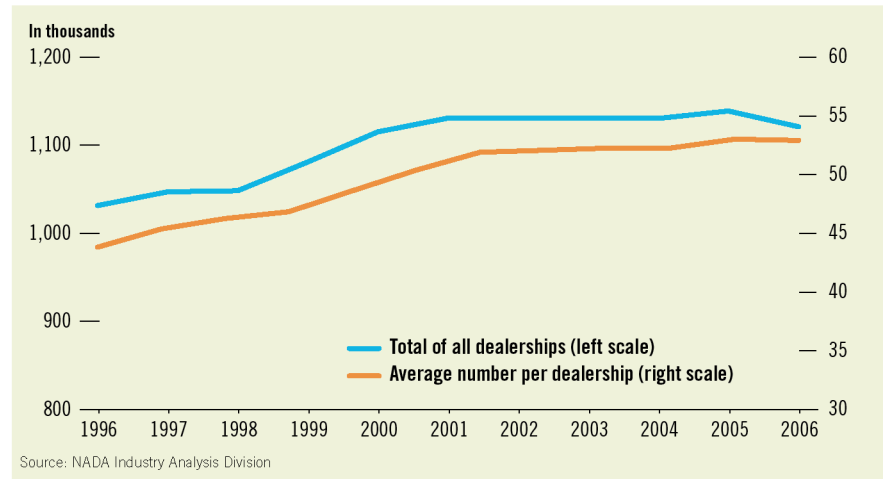
FRANCHISED DEALERS are major employers, as well as significant contributors to their communities' economies, tax bases, and civic and charitable organizations. In the past seven years, total dealership employment has remained consistent and currently stands at 1,120,100.

The number and types of employees vary significantly among dealerships, depending on store characteristics such as size, location, makes handled, and distribution of sales among departments. Total dealership employment count in 2006 was estimated as follows:

New- and used-vehicle salespeople	230,700
Technicians	254,700
Service and parts workers (other than technicians)	339,100
Supervisors, general office workers, and others	295,700
Total	1,120,100

The average dealership in 2006 employed 53 persons and had an annual payroll of \$2,493,000. The payroll for all dealerships was \$52.9 billion and represented almost 14 percent of the nation's total retail trade payroll.

Estimated number of employees of new-car dealerships

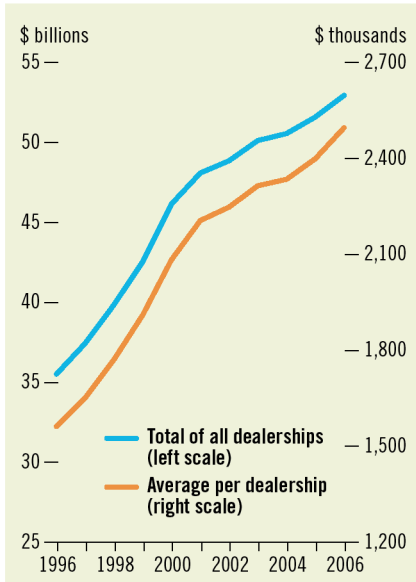


Estimated number of new-car dealership employees in 2006, by state

State	Total number all dealers	Average number per dealership	State	Total number all dealers	Average number per dealership
Alabama	15,937	45	Montana	3,862	29
Alaska	2,359	59	Nebraska	7,258	34
Arizona	25,199	99	Nevada	9,937	87
Arkansas	8,933	32	New Hampshire	7,259	42
California	130,254	80	New Jersey	32,302	55
Colorado	17,738	64	New Mexico	7,370	53
Connecticut	15,213	47	New York	51,276	45
Delaware	4,344	67	North Carolina	33,024	47
D.C.	73	37	North Dakota	3,328	33
Florida	77,314	81	Ohio	45,525	46
Georgia	33,549	54	Oklahoma	13,009	44
Hawaii	4,464	68	Oregon	13,901	50
Idaho	5,455	44	Pennsylvania	53,016	44
Illinois	46,877	49	Rhode Island	3,529	52
Indiana	23,321	44	South Carolina	15,011	45
Iowa	12,720	33	South Dakota	3,510	29
Kansas	10,343	39	Tennessee	22,767	53
Kentucky	13,248	43	Texas	85,912	63
Louisiana	16,125	48	Utah	8,233	53
Maine	5,706	39	Vermont	3,016	31
Maryland	25,020	68	Virginia	33,569	61
Massachusetts	24,746	48	Washington	22,326	57
Michigan	38,150	50	West Virginia	6,431	37
Minnesota	20,336	45	Wisconsin	24,079	39
Mississippi	8,385	34	Wyoming	2,225	32
Missouri	22,618	45	Total U.S.	1,120,100	53

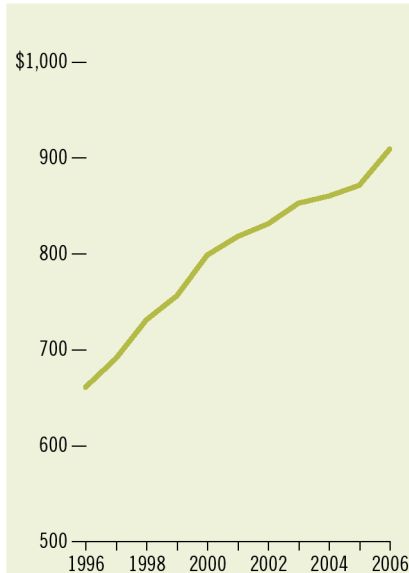
Source: NADA Industry Analysis Division

Annual payroll of new-car dealerships



Source: NADA Industry Analysis Division

Average weekly earnings of dealership employees



Source: NADA Industry Analysis Division

2006 annual payroll of new-car dealerships, by state

State	Total all dealerships (billions)	Average per dealership (millions)
Alabama	\$ 0.67	\$1.91
Alaska	0.12	2.90
Arizona	1.26	4.92
Arkansas	0.35	1.27
California	7.02	4.33
Colorado	0.89	3.18
Connecticut	0.81	2.50
Delaware	0.20	3.05
D.C.	0.00	1.67
Florida	3.81	4.00
Georgia	1.59	2.59
Hawaii	0.22	3.32
Idaho	0.23	1.85
Illinois	2.24	2.32
Indiana	0.99	1.87
Iowa	0.50	1.29
Kansas	0.43	1.62
Kentucky	0.53	1.74
Louisiana	0.68	2.01
Maine	0.23	1.57
Maryland	1.20	3.24
Massachusetts	1.25	2.41
Michigan	1.94	2.52
Minnesota	0.89	1.95
Mississippi	0.35	1.43
Missouri	1.01	2.02
Montana	0.14	1.07
Nebraska	0.29	1.37
Nevada	0.56	4.94
New Hampshire	0.35	2.03
New Jersey	1.79	3.05
New Mexico	0.31	2.23
New York	2.53	2.20
North Carolina	1.49	2.13
North Dakota	0.12	1.20
Ohio	1.92	1.96
Oklahoma	0.52	1.75
Oregon	0.64	2.31
Pennsylvania	2.21	1.83
Rhode Island	0.16	2.42
South Carolina	0.65	1.96
South Dakota	0.14	1.16
Tennessee	1.05	2.46
Texas	4.19	3.10
Utah	0.36	2.29
Vermont	0.12	1.28
Virginia	1.54	2.78
Washington	1.08	2.77
West Virginia	0.22	1.31
Wisconsin	0.93	1.53
Wyoming	0.09	1.25
Total U.S.	\$52.86	\$2.49

Source: NADA Industry Analysis Division

Average weekly earnings of new-car dealership employees in 2006, by state

Alabama	\$ 817	Montana	\$ 710
Alaska	949	Nebraska	781
Arizona	963	Nevada	1,094
Arkansas	758	New Hampshire	942
California	1,042	New Jersey	1,072
Colorado	966	New Mexico	814
Connecticut	1,032	New York	954
Delaware	883	North Carolina	869
D.C.	880	North Dakota	708
Florida	953	Ohio	816
Georgia	917	Oklahoma	773
Hawaii	948	Oregon	889
Idaho	807	Pennsylvania	806
Illinois	924	Rhode Island	900
Indiana	824	South Carolina	832
Iowa	761	South Dakota	761
Kansas	809	Tennessee	894
Kentucky	777	Texas	943
Louisiana	814	Utah	834
Maine	788	Vermont	796
Maryland	927	Virginia	886
Massachusetts	979	Washington	939
Michigan	983	West Virginia	675
Minnesota	846	Wisconsin	748
Mississippi	803	Wyoming	760
Missouri	867	Total U.S.	\$908

Source: NADA Industry Analysis Division