



Driving Illinois' Economy

Annual Contributions of Illinois' New-Vehicle Dealers*

Illinois' dealers maintain a multi-BILLION dollar retail industry.

Average sales per dealership	\$30.2 million
Total sales of all new-vehicle dealerships in Illinois.....	\$23.4 billion
Dealership sales as % of total retail sales in the state.....	13.2%
Estimated number of new-vehicle dealerships	774

Dealers provide thousands of well-paying jobs in Illinois.

Total number of new-vehicle dealership employees in Illinois	38,366
Average number of employees per dealership	50
Average annual earnings of new-vehicle dealership employees	\$47,535
Dealership payroll as % of total state retail payroll	11.8%
Annual payroll of new-vehicle dealerships.....	\$1.83 billion
Average annual payroll per new-vehicle dealership	\$2.36 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*