



Driving Ohio's Economy

Annual Contributions of Ohio's New-Vehicle Dealers*

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

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| Average sales per dealership..... | \$22.3 million |
| Total sales of all new-vehicle dealerships in Ohio..... | \$20.1 billion |
| Dealership sales as % of total retail sales in the state | 14.3% |
| Estimated number of new-vehicle dealerships | 901 |

Dealers provide thousands of well-paying jobs in Ohio.

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| Total number of new-vehicle dealership employees in Ohio | 39,141 |
| Average number of employees per dealership..... | 43 |
| Average annual earnings of new-vehicle dealership employees..... | \$43,804 |
| Dealership payroll as % of total state retail payroll..... | 12.9% |
| Annual payroll of new-vehicle dealerships | \$1.80 billion |
| Average annual payroll per new-vehicle dealership | \$2.00 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 2008*