



Driving Montana's Economy

Annual Contributions of Montana's New-Vehicle Dealers*

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

Average sales per dealership	\$17.5 million
Total sales of all new-vehicle dealerships in Montana.....	\$2.1 billion
Dealership sales as % of total retail sales in the state.....	12.3%
Estimated number of new-vehicle dealerships	118

Dealers provide thousands of well-paying jobs in Montana.

Total number of new-vehicle dealership employees in Montana	3,691
Average number of employees per dealership	31
Average annual earnings of new-vehicle dealership employees	\$39,139
Dealership payroll as % of total state retail payroll	9.9%
Annual payroll of new-vehicle dealerships.....	\$145 million
Average annual payroll per new-vehicle dealership	\$1.23 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*