



Driving West Virginia's Economy

Annual Contributions of West Virginia's New-Vehicle Dealers*

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

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| Average sales per dealership | \$22.2 million |
| Total sales of all new-vehicle dealerships in West Virginia..... | \$3.1 billion |
| Dealership sales as % of total retail sales in the state..... | 13.1% |
| Estimated number of new-vehicle dealerships | 141 |

Dealers provide thousands of well-paying jobs in West Virginia.

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| Total number of new-vehicle dealership employees in West Virginia..... | 5,673 |
| Average number of employees per dealership | 40 |
| Average annual earnings of new-vehicle dealership employees | \$37,237 |
| Dealership payroll as % of total state retail payroll | 10.2% |
| Annual payroll of new-vehicle dealerships..... | \$211 million |
| Average annual payroll per new-vehicle dealership | \$1.50 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*