



Driving Louisiana's Economy

Annual Contributions of Louisiana's New-Vehicle Dealers*

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

Average sales per dealership	\$25.9 million
Total sales of all new-vehicle dealerships in Louisiana	\$7.7 billion
Dealership sales as % of total retail sales in the state	15.2%
Estimated number of new-vehicle dealerships	296

Dealers provide thousands of well-paying jobs in Louisiana.

Total number of new-vehicle dealership employees in Louisiana.....	12,714
Average number of employees per dealership	43
Average annual earnings of new-vehicle dealership employees	\$45,183
Dealership payroll as % of total state retail payroll	11.7%
Annual payroll of new-vehicle dealerships.....	\$575 million
Average annual payroll per new-vehicle dealership	\$1.94 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*