



# Driving Maryland's Economy

## Annual Contributions of Maryland's New-Vehicle Dealers\*

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

Average sales per dealership .....	\$38.8 million
Total sales of all new-vehicle dealerships in Maryland.....	\$11.7 billion
Dealership sales as % of total retail sales in the state.....	15.1%
Estimated number of new-vehicle dealerships .....	302

**Dealers provide thousands of well-paying jobs in Maryland.**

Total number of new-vehicle dealership employees in Maryland .....	20,262
Average number of employees per dealership .....	67
Average annual earnings of new-vehicle dealership employees .....	\$49,265
Dealership payroll as % of total state retail payroll .....	12.8%
Annual payroll of new-vehicle dealerships.....	\$999 million
Average annual payroll per new-vehicle dealership .....	\$3.31 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*