



Driving Indiana's Economy

Annual Contributions of Indiana's New-Vehicle Dealers*

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

Average sales per dealership	\$23.7 million
Total sales of all new-vehicle dealerships in Indiana	\$10.4 billion
Dealership sales as % of total retail sales in the state	13.1%
Estimated number of new-vehicle dealerships	438

Dealers provide thousands of well-paying jobs in Indiana.

Total number of new-vehicle dealership employees in Indiana	17,649
Average number of employees per dealership	40
Average annual earnings of new-vehicle dealership employees	\$41,024
Dealership payroll as % of total state retail payroll	10.8%
Annual payroll of new-vehicle dealerships	\$725 million
Average annual payroll per new-vehicle dealership	\$1.65 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*