



Driving North Dakota's Economy

Annual Contributions of North Dakota's New-Vehicle Dealers*

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

Average sales per dealership	\$23.5 million
Total sales of all new-vehicle dealerships in North Dakota.....	\$2.1 billion
Dealership sales as % of total retail sales in the state.....	13.5%
Estimated number of new-vehicle dealerships	89

Dealers provide thousands of well-paying jobs in North Dakota.

Total number of new-vehicle dealership employees in North Dakota	3,502
Average number of employees per dealership	39
Average annual earnings of new-vehicle dealership employees	\$41,855
Dealership payroll as % of total state retail payroll	12.8%
Annual payroll of new-vehicle dealerships.....	\$147 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*