



Driving Delaware's Economy

Annual Contributions of Delaware's New-Vehicle Dealers*

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

Average sales per dealership	\$35.6 million
Total sales of all new-vehicle dealerships in Delaware.....	\$2.0 billion
Dealership sales as % of total retail sales in the state.....	13.6%
Estimated number of new-vehicle dealerships	55

Dealers provide thousands of well-paying jobs in Delaware.

Total number of new-vehicle dealership employees in Delaware.....	3,948
Average number of employees per dealership	72
Average annual earnings of new-vehicle dealership employees	\$47,787
Dealership payroll as % of total state retail payroll	13.6%
Annual payroll of new-vehicle dealerships.....	\$189 million
Average annual payroll per new-vehicle dealership	\$3.43 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*