



Driving Ohio's Economy

Annual Contributions of Ohio's New-Vehicle Dealers*

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

Average sales per dealership	\$27.5 million
Total sales of all new-vehicle dealerships in Ohio	\$21.0 billion
Dealership sales as % of total retail sales in the state	13.8%
Estimated number of new-vehicle dealerships	763

Dealers provide thousands of well-paying jobs in Ohio.

Total number of new-vehicle dealership employees in Ohio	36,522
Average number of employees per dealership	48
Average annual earnings of new-vehicle dealership employees	\$41,703
Dealership payroll as % of total state retail payroll	11.1%
Annual payroll of new-vehicle dealerships	\$1.52 billion
Average annual payroll per new-vehicle dealership	\$2.00 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*