



Driving South Dakota's Economy

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

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

Average sales per dealership	\$19.9 million
Total sales of all new-vehicle dealerships in South Dakota	\$2.0 billion
Dealership sales as % of total retail sales in the state	13.9%
Estimated number of new-vehicle dealerships	100

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

Total number of new-vehicle dealership employees in South Dakota	3,311
Average number of employees per dealership	33
Average annual earnings of new-vehicle dealership employees	\$42,645
Dealership payroll as % of total state retail payroll	12.6%
Annual payroll of new-vehicle dealerships	\$141 million
Average annual payroll per new-vehicle dealership	\$1.41 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*