



Driving Kansas' Economy

Annual Contributions of Kansas' New-Vehicle Dealers*

Kansas' dealers maintain a multi-BILLION dollar retail industry.

Average sales per dealership	\$21.0 million
Total sales of all new-vehicle dealerships in Kansas.....	\$5.0 billion
Dealership sales as % of total retail sales in the state.....	13.2%
Estimated number of new-vehicle dealerships	236

Dealers provide thousands of well-paying jobs in Kansas.

Total number of new-vehicle dealership employees in Kansas	8,580
Average number of employees per dealership	36
Average annual earnings of new-vehicle dealership employees	\$43,386
Dealership payroll as % of total state retail payroll	11.6%
Annual payroll of new-vehicle dealerships.....	\$373 million
Average annual payroll per new-vehicle dealership	\$1.58 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*