



Driving Pennsylvania's Economy

Annual Contributions of Pennsylvania's New-Vehicle Dealers*

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

Average sales per dealership	\$24.7 million
Total sales of all new-vehicle dealerships in Pennsylvania	\$23.6 billion
Dealership sales as % of total retail sales in the state	13.5%
Estimated number of new-vehicle dealerships	956

Dealers provide thousands of well-paying jobs in Pennsylvania.

Total number of new-vehicle dealership employees in Pennsylvania.....	41,476
Average number of employees per dealership	43
Average annual earnings of new-vehicle dealership employees	\$44,000
Dealership payroll as % of total state retail payroll	11.9%
Annual payroll of new-vehicle dealerships.....	\$1.83 billion
Average annual payroll per new-vehicle dealership	\$1.91 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*