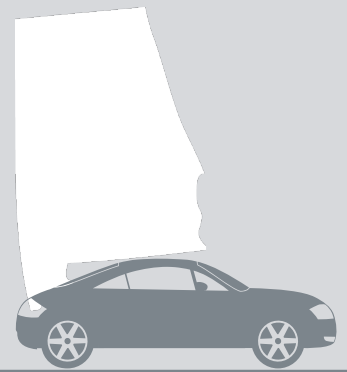


Driving Alabama's Economy

Annual Contribution of Alabama's New-Car Dealers

Numbers reflect annual economic activity during 2016.



270
DEALERSHIPS
(new car)



32,422
TOTAL JOBS
(created by dealerships)
Includes 15,152 direct jobs and
17,270 indirect and induced jobs.



56
EMPLOYEES
(average per
dealership)



\$12.6B
TOTAL SALES

19.3%
Share of Total
Retail Sales in State



\$829M
PAYROLL

\$55,395
Average Annual
Earnings

\$302M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



1.3%
REGISTRATIONS

Alabama's Share of
Total U.S. New-Vehicle
Registrations

13.6 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Alaska's Economy

Annual Contribution of Alaska's New-Car Dealers



Numbers reflect annual economic activity during 2016.



29

DEALERSHIPS
(new car)



6,876

TOTAL JOBS
(created by dealerships)

Includes 3,088 direct jobs and
3,788 indirect and induced jobs.



69

EMPLOYEES
(average per
dealership)



\$1.6B

TOTAL SALES

14.1%

Share of Total
Retail Sales in State



\$133M

PAYROLL

\$60,136

Average Annual
Earnings

\$53M

State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.2%

REGISTRATIONS

Alaska's Share of Total U.S.
New-Vehicle Registrations

13.5 YEARS

**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Arizona's Economy

Annual Contribution of Arizona's New-Car Dealers

Numbers reflect annual economic activity during 2016.



245
DEALERSHIPS
(new car)



49,791
TOTAL JOBS
(created by dealerships)
Includes 24,113 direct jobs and
25,678 indirect and induced jobs.



98
EMPLOYEES
(average per
dealership)



\$22.2B
TOTAL SALES

22.1%
Share of Total
Retail Sales in State



\$1.4B
PAYROLL

\$59,194
Average Annual
Earnings

\$456M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



2.2%
REGISTRATIONS
Arizona's Share of Total U.S.
New-Vehicle Registrations

12.2 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



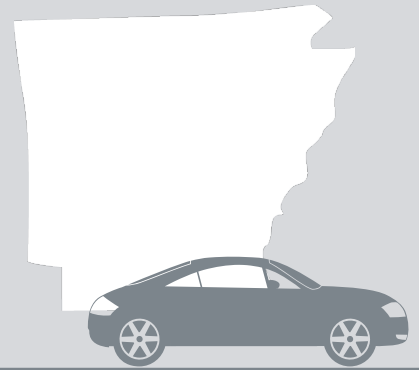
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Driving Arkansas' Economy

Annual Contribution of Arkansas' New-Car Dealers

Numbers reflect annual economic activity during 2016.



211
DEALERSHIPS
(new car)



21,344
TOTAL JOBS
(created by dealerships)
Includes 9,956 direct jobs and
11,388 indirect and induced jobs.



47
EMPLOYEES
(average per
dealership)



\$8.2B
TOTAL SALES

19.1%
Share of Total
Retail Sales in State



\$536M
PAYROLL

\$53,967
Average Annual
Earnings

\$194M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.8%
REGISTRATIONS

Arkansas' Share of
Total U.S. New-Vehicle
Registrations

12.5 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving California's Economy

Annual Contribution of California's New-Car Dealers



Numbers reflect annual economic activity during 2016.



1,330
DEALERSHIPS
(new car)



252,972
TOTAL JOBS
(created by dealerships)
Includes 118,760 direct jobs and
134,212 indirect and induced jobs.



89
EMPLOYEES
(average per
dealership)



\$119.5B
TOTAL SALES

21.8%
Share of Total
Retail Sales in State



\$7.7B
PAYROLL

\$65,200
Average Annual
Earnings

\$2.8B
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



12%
REGISTRATIONS

California's Share of
Total U.S. New-Vehicle
Registrations

11.1 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Colorado's Economy

Annual Contribution of Colorado's New-Car Dealers

Numbers reflect annual economic activity during 2016.



244
DEALERSHIPS
(new car)



43,138
TOTAL JOBS
(created by dealerships)
Includes 19,206 direct jobs and
23,932 indirect and induced jobs.



79
EMPLOYEES
(average per
dealership)



\$15.9B
TOTAL SALES

19%
Share of Total
Retail Sales in State



\$1.1B
PAYROLL

\$59,407
Average Annual
Earnings

\$445M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



1.6%
REGISTRATIONS

Colorado's Share of
Total U.S. New-Vehicle
Registrations

12.6 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Connecticut's Economy

Annual Contribution of Connecticut's New-Car Dealers

Numbers reflect annual economic activity during 2016.



253
DEALERSHIPS
(new car)



29,144
TOTAL JOBS
(created by dealerships)
Includes 14,397 direct jobs and
14,747 indirect and induced jobs.



57
EMPLOYEES
(average per
dealership)



\$10.3B
TOTAL SALES

17.7%
Share of Total
Retail Sales in State



\$880M
PAYROLL

\$62,889
Average Annual
Earnings

\$327M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



1%
REGISTRATIONS

Connecticut's Share of
Total U.S. New-Vehicle
Registrations

10.8 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Delaware's Economy

Annual Contribution of Delaware's New-Car Dealers

Numbers reflect annual economic activity during 2016.



53

DEALERSHIPS
(new car)



6,499

TOTAL JOBS
(created by dealerships)

Includes 4,576 direct jobs and
1,923 indirect and induced jobs.



86

EMPLOYEES
(average per
dealership)



\$3B

TOTAL SALES

17.3%

Share of Total
Retail Sales in State



\$251M

PAYROLL

\$56,380

Average Annual
Earnings

\$61M

State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.3%

REGISTRATIONS

Delaware's Share of
Total U.S. New-Vehicle
Registrations

10.6 YEARS

**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Florida's Economy

Annual Contribution of Florida's New-Car Dealers

Numbers reflect annual economic activity during 2016.



860

DEALERSHIPS
(new car)



164,819

TOTAL JOBS
(created by dealerships)

Includes 79,152 direct jobs and
85,667 indirect and induced jobs.



92

EMPLOYEES
(average per
dealership)



\$77.4B
TOTAL SALES

24.5%
Share of Total
Retail Sales in State



\$4.7B
PAYROLL

\$60,057
Average Annual
Earnings

\$1.3B
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



7.8%
REGISTRATIONS

Florida's Share of Total U.S.
New-Vehicle Registrations

10.5 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis,
U.S. Bureau of Labor Statistics.



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Driving Georgia's Economy

Annual Contribution of Georgia's New-Car Dealers

Numbers reflect annual economic activity during 2016.



488
DEALERSHIPS
(new car)



75,084
TOTAL JOBS
(created by dealerships)
Includes 34,149 direct jobs and
40,935 indirect and induced jobs.



70
EMPLOYEES
(average per
dealership)



\$30.3B
TOTAL SALES

21.2%
Share of Total
Retail Sales in State



\$1.9B
PAYROLL

\$58,765
Average Annual
Earnings

\$802M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



3%
REGISTRATIONS
Georgia's Share of Total U.S.
New-Vehicle Registrations

11.9 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Hawaii's Economy

Annual Contribution of Hawaii's New-Car Dealers

Numbers reflect annual economic activity during 2016.



68

DEALERSHIPS
(new car)



7,287

TOTAL JOBS
(created by dealerships)

Includes 4,450 direct jobs and
2,837 indirect and induced jobs.



65

EMPLOYEES
(average per
dealership)



\$5.1B

TOTAL SALES

31.4%

Share of Total
Retail Sales in State



\$272M

PAYROLL

\$62,717

Average Annual
Earnings

\$88M

State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.5%

REGISTRATIONS

Hawaii's Share of Total U.S.
New-Vehicle Registrations

11 YEARS

**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Idaho's Economy

Annual Contribution of Idaho's New-Car Dealers



Numbers reflect annual economic activity during 2016.



95

DEALERSHIPS
(new car)



11,016

TOTAL JOBS
(created by dealerships)

Includes 5,610 direct jobs and
5,406 indirect and induced jobs.



59

EMPLOYEES
(average per
dealership)



\$3.5B

TOTAL SALES

15.4%

Share of Total
Retail Sales in State



\$296M

PAYROLL

\$52,155

Average Annual
Earnings

\$94M

State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.4%

REGISTRATIONS

Idaho's Share of Total U.S.
New-Vehicle Registrations

14.4 YEARS

**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Illinois' Economy

Annual Contribution of Illinois' New-Car Dealers



Numbers reflect annual economic activity during 2016.



714
DEALERSHIPS
(new car)



104,158
TOTAL JOBS
(created by dealerships)
Includes 47,304 direct jobs and
56,854 indirect and induced jobs.



66
EMPLOYEES
(average per
dealership)



\$38.6B
TOTAL SALES

18.9%
Share of Total
Retail Sales in State



\$2.5B
PAYROLL

\$54,596
Average Annual
Earnings

\$908M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



3.9%
REGISTRATIONS
Illinois' Share of Total U.S.
New-Vehicle Registrations

10.7 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Indiana's Economy

Annual Contribution of Indiana's New-Car Dealers

Numbers reflect annual economic activity during 2016.



391

DEALERSHIPS
(new car)



50,177

TOTAL JOBS
(created by dealerships)

Includes 22,937 direct jobs and
27,240 indirect and induced jobs.



59

EMPLOYEES
(average per
dealership)



\$14.4B
TOTAL SALES

15.5%
Share of Total
Retail Sales in State



\$1.2B
PAYROLL

\$51,414
Average Annual
Earnings

\$387M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



1.4%
REGISTRATIONS

Indiana's Share of Total U.S.
New-Vehicle Registrations

12.2 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis,
U.S. Bureau of Labor Statistics.



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Driving Iowa's Economy

Annual Contribution of Iowa's New-Car Dealers

Numbers reflect annual economic activity during 2016.



292
DEALERSHIPS
(new car)



27,017
TOTAL JOBS
(created by dealerships)
Includes 13,194 direct jobs and
13,823 indirect and induced jobs.



45
EMPLOYEES
(average per
dealership)



\$7.8B
TOTAL SALES

14.2%
Share of Total
Retail Sales in State



\$670M
PAYROLL

\$52,232
Average Annual
Earnings

\$240M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.8%
REGISTRATIONS
Iowa's Share of Total U.S.
New-Vehicle Registrations

12.6 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



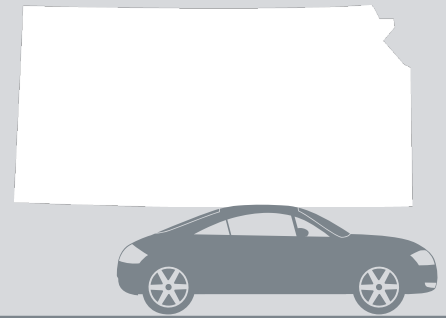
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Driving Kansas' Economy

Annual Contribution of Kansas' New-Car Dealers

Numbers reflect annual economic activity during 2016.



213
DEALERSHIPS
(new car)



22,390
TOTAL JOBS
(created by dealerships)
Includes 10,733 direct jobs and
11,657 indirect and induced jobs.



50
EMPLOYEES
(average per
dealership)



\$6.3B
TOTAL SALES

15.1%
Share of Total
Retail Sales in State



\$538M
PAYROLL

\$51,244
Average Annual
Earnings

\$170M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.6%
REGISTRATIONS

Kansas' Share of Total U.S.
New-Vehicle Registrations

13.2 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Kentucky's Economy

Annual Contribution of Kentucky's New-Car Dealers

Numbers reflect annual economic activity during 2016.



240
DEALERSHIPS
(new car)



30,130
TOTAL JOBS
(created by dealerships)
Includes 13,738 direct jobs and
16,392 indirect and induced jobs.



57
EMPLOYEES
(average per
dealership)



\$8.9B
TOTAL SALES

15.3%
Share of Total
Retail Sales in State



\$716M
PAYROLL

\$52,943
Average Annual
Earnings

\$273M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.9%
REGISTRATIONS

Kentucky's Share of
Total U.S. New-Vehicle
Registrations

12.7 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Louisiana's Economy

Annual Contribution of Louisiana's New-Car Dealers

Numbers reflect annual economic activity during 2016.



272
DEALERSHIPS
(new car)



37,422
TOTAL JOBS
(created by dealerships)
Includes 17,188 direct jobs and
20,234 indirect and induced jobs.



63
EMPLOYEES
(average per
dealership)



\$12.8B
TOTAL SALES

21.4%
Share of Total
Retail Sales in State



\$910M
PAYROLL

\$54,597
Average Annual
Earnings

\$324M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



1.3%
REGISTRATIONS

Louisiana's Share of
Total U.S. New-Vehicle
Registrations

11 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving **Maine's** Economy

Annual Contribution of Maine's New-Car Dealers

Numbers reflect annual economic activity during 2016.



108
DEALERSHIPS
(new car)



12,178
TOTAL JOBS
(created by dealerships)
Includes 5,605 direct jobs and
6,573 indirect and induced jobs.



52
EMPLOYEES
(average per
dealership)



\$3.7B
TOTAL SALES

12.5%
Share of Total
Retail Sales in State



\$290M
PAYROLL

\$52,536
Average Annual
Earnings

\$106M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.4%
REGISTRATIONS

Maine's Share of Total U.S.
New-Vehicle Registrations

11 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Maryland's Economy

Annual Contribution of Maryland's New-Car Dealers

Numbers reflect annual economic activity during 2016.



294
DEALERSHIPS
(new car)



48,578
TOTAL JOBS
(created by dealerships)
Includes 24,429 direct jobs and
24,149 indirect and induced jobs.



83
EMPLOYEES
(average per
dealership)



\$19.7B
TOTAL SALES

23.8%
Share of Total
Retail Sales in State



\$1.4B
PAYROLL

\$58,687
Average Annual
Earnings

\$483M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



2%
REGISTRATIONS

Maryland's Share of
Total U.S. New-Vehicle
Registrations

10.7 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Massachusetts' Economy

Annual Contribution of Massachusetts' New-Car Dealers

Numbers reflect annual economic activity during 2016.



389

DEALERSHIPS
(new car)



50,379

TOTAL JOBS
(created by dealerships)

Includes 24,115 direct jobs and
26,264 indirect and induced jobs.



62

EMPLOYEES
(average per
dealership)



\$21.1B
TOTAL SALES

18.2%

Share of Total
Retail Sales in State



\$1.6B
PAYROLL

\$66,634

Average Annual
Earnings

\$634M

State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



2.1%

REGISTRATIONS

Massachusetts' Share of
Total U.S. New-Vehicle
Registrations

9.6 YEARS

**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Michigan's Economy

Annual Contribution of Michigan's New-Car Dealers



Numbers reflect annual economic activity during 2016.



611
DEALERSHIPS
(new car)



76,322
TOTAL JOBS
(created by dealerships)
Includes 36,677 direct jobs and
39,645 indirect and induced jobs.



60
EMPLOYEES
(average per
dealership)



\$36.9B
TOTAL SALES

29.9%
Share of Total
Retail Sales in State



\$2.1B
PAYROLL

\$58,299
Average Annual
Earnings

\$756M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



3.7%
REGISTRATIONS

Michigan's Share of
Total U.S. New-Vehicle
Registrations

10.6 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Minnesota's Economy

Annual Contribution of Minnesota's New-Car Dealers

Numbers reflect annual economic activity during 2016.



332
DEALERSHIPS
(new car)



43,412
TOTAL JOBS
(created by dealerships)
Includes 20,471 direct jobs and
22,941 indirect and induced jobs.



62
EMPLOYEES
(average per
dealership)



\$14.9B
TOTAL SALES

18.2%
Share of Total
Retail Sales in State



\$1B
PAYROLL

\$51,649
Average Annual
Earnings

\$367M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



1.5%
REGISTRATIONS

Minnesota's Share of
Total U.S. New-Vehicle
Registrations

11.9 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Mississippi's Economy

Annual Contribution of Mississippi's New-Car Dealers



Numbers reflect annual economic activity during 2016.



174
DEALERSHIPS
(new car)



18,329
TOTAL JOBS
(created by dealerships)
Includes 8,259 direct jobs and
10,070 indirect and induced jobs.



47
EMPLOYEES
(average per
dealership)



\$6.1B
TOTAL SALES

16.2%
Share of Total
Retail Sales in State



\$433M
PAYROLL

\$53,651
Average Annual
Earnings

\$164M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.6%
REGISTRATIONS

Mississippi's Share of
Total U.S. New-Vehicle
Registrations

13.3 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Missouri's Economy

Annual Contribution of Missouri's New-Car Dealers

Numbers reflect annual economic activity during 2016.



377
DEALERSHIPS
(new car)



48,252
TOTAL JOBS
(created by dealerships)
Includes 22,905 direct jobs and
25,347 indirect and induced jobs.



61
EMPLOYEES
(average per
dealership)



\$17.7B
TOTAL SALES

18.4%
Share of Total
Retail Sales in State



\$1.2B
PAYROLL

\$53,541
Average Annual
Earnings

\$428M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



1.8%
REGISTRATIONS

Missouri's Share of
Total U.S. New-Vehicle
Registrations

12.1 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Montana's Economy

Annual Contribution of Montana's New-Car Dealers

Numbers reflect annual economic activity during 2016.



100
DEALERSHIPS
(new car)



9,036
TOTAL JOBS
(created by dealerships)
Includes 4,050 direct jobs and
4,986 indirect and induced jobs.



41
EMPLOYEES
(average per
dealership)



\$4B
TOTAL SALES

17.8%
Share of Total
Retail Sales in State



\$206M
PAYROLL

\$51,808
Average Annual
Earnings

\$78M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.4%
REGISTRATIONS

Montana's Share of
Total U.S. New-Vehicle
Registrations

15.4 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Nebraska's Economy

Annual Contribution of Nebraska's New-Car Dealers

Numbers reflect annual economic activity during 2016.



160
DEALERSHIPS
(new car)



16,640
TOTAL JOBS
(created by dealerships)
Includes 7,942 direct jobs and
8,698 indirect and induced jobs.



50
EMPLOYEES
(average per
dealership)



\$5.2B
TOTAL SALES

14.3%
Share of Total
Retail Sales in State



\$410M
PAYROLL

\$52,634
Average Annual
Earnings

\$135M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.5%
REGISTRATIONS

Nebraska's Share of
Total U.S. New-Vehicle
Registrations

13.3 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Nevada's Economy

Annual Contribution of Nevada's New-Car Dealers

Numbers reflect annual economic activity during 2016.



97

DEALERSHIPS
(new car)



11,764

TOTAL JOBS
(created by dealerships)
Includes 9,007 direct jobs and
2,757 indirect and induced jobs.



69

EMPLOYEES
(average per
dealership)



\$8.4B

TOTAL SALES

23.9%

Share of Total
Retail Sales in State



\$587M

PAYROLL

\$65,900

Average Annual
Earnings

\$107M

State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.8%

REGISTRATIONS

Nevada's Share of Total U.S.
New-Vehicle Registrations

11.6 YEARS

**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving New Hampshire's Economy

Annual Contribution of New Hampshire's New-Car Dealers

Numbers reflect annual economic activity during 2016.



134
DEALERSHIPS
(new car)



11,947
TOTAL JOBS
(created by dealerships)
Includes 6,982 direct jobs and
4,965 indirect and induced jobs.



52
EMPLOYEES
(average per
dealership)



\$5.6B
TOTAL SALES

16.4%
Share of Total
Retail Sales in State



\$444M
PAYROLL

\$64,841
Average Annual
Earnings

\$141M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.6%
REGISTRATIONS

New Hampshire's Share
of Total U.S. New-Vehicle
Registrations

9.9 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving New Jersey's Economy

Annual Contribution of New Jersey's New-Car Dealers



Numbers reflect annual economic activity during 2016.



450
DEALERSHIPS
(new car)



70,884
TOTAL JOBS
(created by dealerships)
Includes 33,499 direct jobs and
37,385 indirect and induced jobs.



74
EMPLOYEES
(average per
dealership)



\$34.7B
TOTAL SALES

24.8%
Share of Total
Retail Sales in State



\$2.2B
PAYROLL

\$67,402
Average Annual
Earnings

\$769M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



3.5%
REGISTRATIONS

New Jersey's Share of
Total U.S. New-Vehicle
Registrations

12.7 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving New Mexico's Economy

Annual Contribution of New Mexico's New-Car Dealers

Numbers reflect annual economic activity during 2016.



112
DEALERSHIPS
(new car)



15,628
TOTAL JOBS
(created by dealerships)
Includes 7,151 direct jobs and
8,477 indirect and induced jobs.



64
EMPLOYEES
(average per
dealership)



\$5.4B
TOTAL SALES

21.2%
Share of Total
Retail Sales in State



\$379M
PAYROLL

\$54,398
Average Annual
Earnings

\$134M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.5%
REGISTRATIONS

New Mexico's Share of
Total U.S. New-Vehicle
Registrations

10.1 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving New York's Economy

Annual Contribution of New York's New-Car Dealers

Numbers reflect annual economic activity during 2016.



853
DEALERSHIPS
(new car)



121,654
TOTAL JOBS
(created by dealerships)
Includes 52,177 direct jobs and
69,477 indirect and induced jobs.



61
EMPLOYEES
(average per
dealership)



\$60B
TOTAL SALES

19.1%
Share of Total
Retail Sales in State



\$3.2B
PAYROLL

\$63,025
Average Annual
Earnings

\$1.4B
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



6%
REGISTRATIONS

New York's Share of
Total U.S. New-Vehicle
Registrations

12.7 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving North Carolina's Economy

Annual Contribution of North Carolina's New-Car Dealers

Numbers reflect annual economic activity during 2016.



578
DEALERSHIPS
(new car)



74,788
TOTAL JOBS
(created by dealerships)
Includes 35,931 direct jobs and
38,857 indirect and induced jobs.



62
EMPLOYEES
(average per
dealership)



\$26.1B
TOTAL SALES

19.3%
Share of Total
Retail Sales in State



\$1.9B
PAYROLL

\$53,942
Average Annual
Earnings

\$673M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



2.6%
REGISTRATIONS

North Carolina's Share
of Total U.S. New-Vehicle
Registrations

12 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving North Dakota's Economy

Annual Contribution of North Dakota's New-Car Dealers

Numbers reflect annual economic activity during 2016.



79
DEALERSHIPS
(new car)



13,071
TOTAL JOBS
(created by dealerships)
Includes 4,070 direct jobs and
9,001 indirect and induced jobs.



52
EMPLOYEES
(average per
dealership)



\$2.1B
TOTAL SALES

9.6%
Share of Total
Retail Sales in State



\$203M
PAYROLL

\$52,716
Average Annual
Earnings

\$89M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.2%
REGISTRATIONS

North Dakota's Share of
Total U.S. New-Vehicle
Registrations

12 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



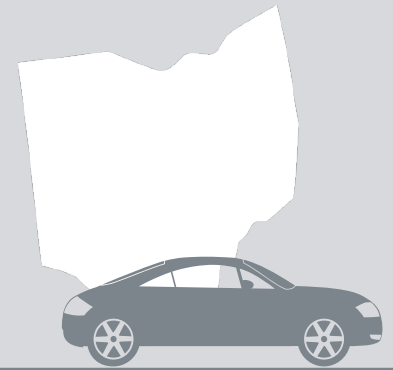
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Driving Ohio's Economy

Annual Contribution of Ohio's New-Car Dealers

Numbers reflect annual economic activity during 2016.



712
DEALERSHIPS
(new car)



92,431
TOTAL JOBS
(created by dealerships)
Includes 44,268 direct jobs and
48,163 indirect and induced jobs.



62
EMPLOYEES
(average per
dealership)



\$35.8B
TOTAL SALES

19.7%
Share of Total
Retail Sales in State



\$2.3B
PAYROLL

\$52,366
Average Annual
Earnings

\$698M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



3.6%
REGISTRATIONS
Ohio's Share of Total U.S.
New-Vehicle Registrations

11.3 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Oklahoma's* Economy

Annual Contribution of Oklahoma's New-Car Dealers

Numbers reflect annual economic activity during 2016.



258
DEALERSHIPS
(new car)



28,783
TOTAL JOBS
(created by dealerships)
Includes 14,902 direct jobs and
13,881 indirect and induced jobs.



58
EMPLOYEES
(average per
dealership)



\$44.6B
TOTAL SALES

41.5%
Share of Total
Retail Sales in State



\$763M
PAYROLL

\$52,648
Average Annual
Earnings

\$243M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



4.5%
REGISTRATIONS

Oklahoma's Share of
Total U.S. New-Vehicle
Registrations

9.8 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.

*Oklahoma sales and share of retail sales numbers are based on a high volume of fleet registrations.

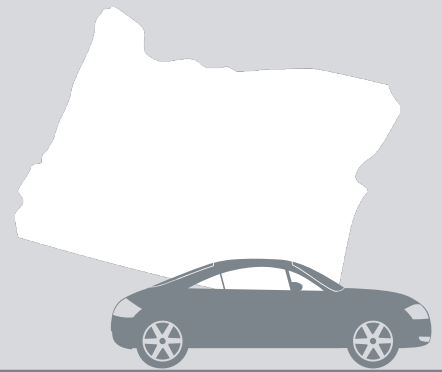


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Driving Oregon's Economy

Annual Contribution of Oregon's New-Car Dealers



Numbers reflect annual economic activity during 2016.



218
DEALERSHIPS
(new car)



27,045
TOTAL JOBS
(created by dealerships)
Includes 12,987 direct jobs and
14,058 indirect and induced jobs.



60
EMPLOYEES
(average per
dealership)



\$10.6B
TOTAL SALES

17.9%
Share of Total
Retail Sales in State



\$716M
PAYROLL

\$55,800
Average Annual
Earnings

\$305M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



1.1%
REGISTRATIONS

Oregon's Share of Total U.S.
New-Vehicle Registrations

13.7 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Pennsylvania's Economy

Annual Contribution of Pennsylvania's New-Car Dealers

Numbers reflect annual economic activity during 2016.



867
DEALERSHIPS
(new car)



105,004
TOTAL JOBS
(created by dealerships)
Includes 51,453 direct jobs and
53,551 indirect and induced jobs.



59
EMPLOYEES
(average per
dealership)



\$38.8B
TOTAL SALES

19.9%
Share of Total
Retail Sales in State



\$2.7B
PAYROLL

\$52,609
Average Annual
Earnings

\$827M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



3.9%
REGISTRATIONS

Pennsylvania's Share of
Total U.S. New-Vehicle
Registrations

11.4 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Rhode Island's Economy

Annual Contribution of Rhode Island's New-Car Dealers

Numbers reflect annual economic activity during 2016.



53

DEALERSHIPS
(new car)



6,493

TOTAL JOBS
(created by dealerships)

Includes 3,592 direct jobs and
2,901 indirect and induced jobs.



68

EMPLOYEES
(average per
dealership)



\$3B

TOTAL SALES

21%

Share of Total
Retail Sales in State



\$186M

PAYROLL

\$53,635

Average Annual
Earnings

\$53M

State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.3%

REGISTRATIONS

Rhode Island's Share of
Total U.S. New-Vehicle
Registrations

10.8 YEARS

**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving South Carolina's Economy

Annual Contribution of South Carolina's New-Car Dealers

Numbers reflect annual economic activity during 2016.



251
DEALERSHIPS
(new car)



33,782
TOTAL JOBS
(created by dealerships)
Includes 15,614 direct jobs and
18,168 indirect and induced jobs.



62
EMPLOYEES
(average per
dealership)



\$13.2B
TOTAL SALES

19.8%
Share of Total
Retail Sales in State



\$856M
PAYROLL

\$55,259
Average Annual
Earnings

\$323M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



1.3%
REGISTRATIONS

South Carolina's Share
of Total U.S. New-Vehicle
Registrations

12.7 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving South Dakota's Economy

Annual Contribution of South Dakota's New-Car Dealers

Numbers reflect annual economic activity during 2016.



88

DEALERSHIPS
(new car)



8,892

TOTAL JOBS
(created by dealerships)

Includes 4,374 direct jobs and
4,518 indirect and induced jobs.



50

EMPLOYEES
(average per
dealership)



\$2.1B

TOTAL SALES

11.9%

Share of Total
Retail Sales in State



\$232M

PAYROLL

\$54,248

Average Annual
Earnings

\$58M

State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.2%

REGISTRATIONS

South Dakota's Share of
Total U.S. New-Vehicle
Registrations

13.3 YEARS

**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Tennessee's Economy

Annual Contribution of Tennessee's New-Car Dealers

Numbers reflect annual economic activity during 2016.



331
DEALERSHIPS
(new car)



51,177
TOTAL JOBS
(created by dealerships)
Includes 21,999 direct jobs and
29,178 indirect and induced jobs.



66
EMPLOYEES
(average per
dealership)



\$16.8B
TOTAL SALES

20%
Share of Total
Retail Sales in State



\$1.3B
PAYROLL

\$59,890
Average Annual
Earnings

\$579M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



1.7%
REGISTRATIONS

Tennessee's Share of
Total U.S. New-Vehicle
Registrations

12.5 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Texas' Economy

Annual Contribution of Texas' New-Car Dealers



Numbers reflect annual economic activity during 2016.



1,171
DEALERSHIPS
(new car)



219,551
TOTAL JOBS
(created by dealerships)
Includes 100,551 direct jobs and
119,000 indirect and induced jobs.



86
EMPLOYEES
(average per
dealership)



\$88.9B
TOTAL SALES

20.6%
Share of Total
Retail Sales in State



\$6.4B
PAYROLL

\$63,800
Average Annual
Earnings

\$1.9B
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



8.9%
REGISTRATIONS
Texas' Share of Total U.S.
New-Vehicle Registrations

10 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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Driving Utah's Economy

Annual Contribution of Utah's New-Car Dealers

Numbers reflect annual economic activity during 2016.



136
DEALERSHIPS
(new car)



22,925
TOTAL JOBS
(created by dealerships)
Includes 9,599 direct jobs and
13,326 indirect and induced jobs.



71
EMPLOYEES
(average per
dealership)



\$8B
TOTAL SALES

17.7%
Share of Total
Retail Sales in State



\$522M
PAYROLL

\$54,253
Average Annual
Earnings

\$206M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.8%
REGISTRATIONS

Utah's Share of Total U.S.
New-Vehicle Registrations

12 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Vermont's Economy

Annual Contribution of Vermont's New-Car Dealers



Numbers reflect annual economic activity during 2016.



82

DEALERSHIPS
(new car)



10,261

TOTAL JOBS
(created by dealerships)

Includes 3,187 direct jobs and
7,074 indirect and induced jobs.



39

EMPLOYEES
(average per
dealership)



\$2.4B

TOTAL SALES

19.1%

Share of Total
Retail Sales in State



\$169M

PAYROLL

\$54,247

Average Annual
Earnings

\$85M

State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.2%

REGISTRATIONS

Vermont's Share of
Total U.S. New-Vehicle
Registrations

9.8 YEARS

**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.

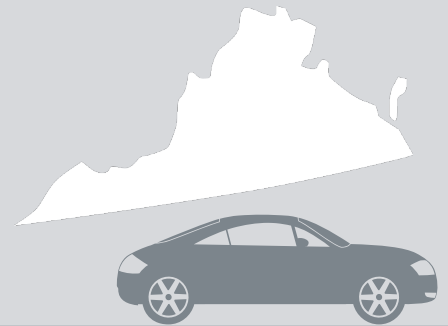


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Driving Virginia's Economy

Annual Contribution of Virginia's New-Car Dealers



Numbers reflect annual economic activity during 2016.



459
DEALERSHIPS
(new car)



65,502
TOTAL JOBS
(created by dealerships)
Includes 32,667 direct jobs and
32,835 indirect and induced jobs.



71
EMPLOYEES
(average per
dealership)



\$23.2B
TOTAL SALES

20.2%
Share of Total
Retail Sales in State



\$1.8B
PAYROLL

\$57,552
Average Annual
Earnings

\$655M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



2.3%
REGISTRATIONS

Virginia's Share of Total U.S.
New-Vehicle Registrations

11.8 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Washington's Economy

Annual Contribution of Washington's New-Car Dealers

Numbers reflect annual economic activity during 2016.



314

DEALERSHIPS
(new car)



42,765

TOTAL JOBS
(created by dealerships)

Includes 21,827 direct jobs and
20,938 indirect and induced jobs.



70

EMPLOYEES
(average per
dealership)



\$17.3B
TOTAL SALES

16.4%
Share of Total
Retail Sales in State



\$1.3B
PAYROLL

\$58,633
Average Annual
Earnings

\$317M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



1.7%
REGISTRATIONS

Washington's Share of
Total U.S. New-Vehicle
Registrations

13.6 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving West Virginia's Economy

Annual Contribution of West Virginia's New-Car Dealers

Numbers reflect annual economic activity during 2016.



135
DEALERSHIPS
(new car)



12,955
TOTAL JOBS
(created by dealerships)
Includes 6,677 direct jobs and
6,278 indirect and induced jobs.



49
EMPLOYEES
(average per
dealership)



\$4.8B
TOTAL SALES

18.1%
Share of Total
Retail Sales in State



\$305M
PAYROLL

\$47,041
Average Annual
Earnings

\$92M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.5%
REGISTRATIONS

West Virginia's Share of
Total U.S. New-Vehicle
Registrations

12.1 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Wisconsin's Economy

Annual Contribution of Wisconsin's New-Car Dealers



Numbers reflect annual economic activity during 2016.



465
DEALERSHIPS
(new car)



50,015
TOTAL JOBS
(created by dealerships)
Includes 24,836 direct jobs and
25,179 indirect and induced jobs.



53
EMPLOYEES
(average per
dealership)



\$14.7B
TOTAL SALES

15.7%
Share of Total
Retail Sales in State



\$1.1B
PAYROLL

\$46,284
Average Annual
Earnings

\$330M
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



1.5%
REGISTRATIONS

Wisconsin's Share of
Total U.S. New-Vehicle
Registrations

11.3 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving Wyoming's Economy

Annual Contribution of Wyoming's New-Car Dealers

Numbers reflect annual economic activity during 2016.



52

DEALERSHIPS
(new car)



6,042

TOTAL JOBS
(created by dealerships)

Includes 2,396 direct jobs and
3,646 indirect and induced jobs.



46

EMPLOYEES
(average per
dealership)



\$1.4B

TOTAL SALES

13%

Share of Total
Retail Sales in State



\$115M

PAYROLL

\$50,248

Average Annual
Earnings

\$35M

State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



0.1%

REGISTRATIONS

Wyoming's Share of
Total U.S. New-Vehicle
Registrations

13.6 YEARS

**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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Driving the United States' Economy

Annual Contribution of United States' New-Car Dealers



Numbers reflect annual economic activity during 2016.



16,708
DEALERSHIPS
(new car)



2,397,163
TOTAL JOBS
(created by dealerships)
Includes 1,131,900 direct jobs and
1,265,263 indirect and induced jobs.



69
EMPLOYEES
(average per
dealership)



\$995.6B
TOTAL SALES

18%
Share of Total
Retail Sales in U.S.



\$64.9B
PAYROLL

\$58,326
Average Annual
Earnings

\$22.3B
State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



11.6 YEARS
**AVERAGE
VEHICLE AGE**

Sources: Alliance of Automobile Manufacturers, Center for Automotive Research, IHS Markit, NADA Industry Analysis, U.S. Bureau of Labor Statistics.



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