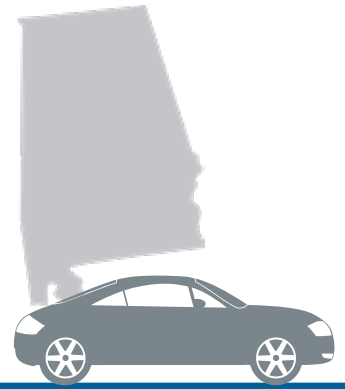


Driving Alabama's Economy

Annual Contribution of Alabama's New-Car Dealers

Numbers reflect annual economic activity during 2017.



270
DEALERSHIPS
(new car)



32,364
TOTAL JOBS
(created by dealerships)
Includes 15,125 direct jobs and
17,239 indirect and induced jobs.



56
EMPLOYEES
(average per
dealership)



\$12.6B
TOTAL SALES
(all dealerships)



\$835M
PAYROLL

\$55,189

Average Annual
Earnings

\$299M

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

13.2 YEARS
**AVERAGE
VEHICLE AGE**

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



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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