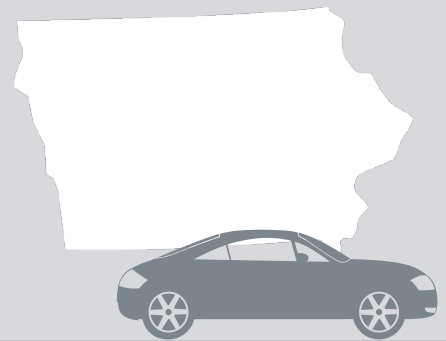


Driving Iowa's Economy

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.



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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