Driving Indiana’s Economy
Annual Contribution of Indiana’s New-Car Dealers

Numbers reflect annual economic activity during 2020.

399 DEALERSHIPS
(new car)

47,990 TOTAL JOBS
(created by dealerships)
Includes 21,937 direct jobs and 26,053 indirect and induced jobs.

55 EMPLOYEES
(average per dealership)

$15.7B TOTAL SALES
(all dealerships)

$1.3B PAYROLL

$57,291 Average Annual Earnings

$312M State and Federal Income Taxes Paid
Includes income taxes paid for direct, indirect and induced jobs.

1.5% REGISTRATIONS
Indiana’s Share of Total U.S. New-Vehicle Registrations

$1.1B STATE SALES TAX PAID