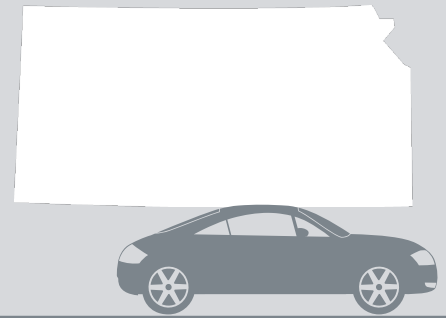


Driving Kansas' Economy

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.



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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