

# 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.



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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