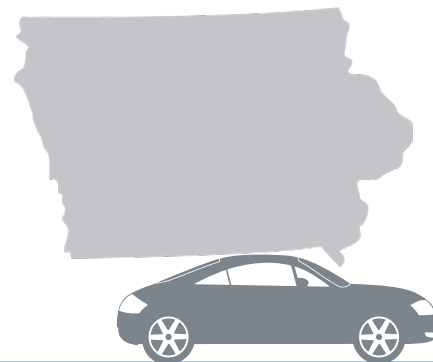


# Driving Iowa's Economy

## Annual Contribution of Iowa's New-Car Dealers

Numbers reflect annual economic activity during 2021.



**271**  
**DEALERSHIPS**  
(new car)



**24,837**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 12,129 direct jobs and  
12,708 indirect and induced jobs.



**45**  
**EMPLOYEES**  
(average per  
dealership)



**\$9.6B**  
**TOTAL SALES**  
(all dealerships)



**\$849M**  
**PAYROLL**

|   |   |
|---|---|
| <b>\$70,018</b><br>Average Annual<br>Earnings | <b>\$260M</b><br>State and Federal<br>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

**\$501M**  
**STATE SALES  
TAX PAID**

Source: Center for Automotive Research,  
NADA Industry Analysis, IHS Markit,  
Taxfoundation.org, U.S. Bureau of Labor  
Statistics, U.S. Census Bureau



### NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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