

Driving Illinois' Economy

Annual Contribution of Illinois' New-Car Dealers

Numbers reflect annual economic activity during 2021.



704
DEALERSHIPS
(new car)



90,925
TOTAL JOBS
(created by dealerships)
Includes 41,294 direct jobs and
49,631 indirect and induced jobs.



59
EMPLOYEES
(average per
dealership)



\$41B
TOTAL SALES
(all dealerships)



\$3B
PAYROLL

\$71,630 Average Annual Earnings	\$951M State and Federal Income Taxes Paid
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Includes income taxes paid for direct,
indirect and induced jobs.



3.5%
REGISTRATIONS
Illinois' Share of Total U.S.
New-Vehicle Registrations

\$2.6B
**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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