

Driving **Kansas'** Economy

Annual Contribution of Kansas' New-Car Dealers

Numbers reflect annual economic activity during 2021.



206
DEALERSHIPS
(new car)



19,710
TOTAL JOBS
(created by dealerships)
Includes 9,448 direct jobs and
10,262 indirect and induced jobs.



46
EMPLOYEES
(average per
dealership)



\$7.4B
TOTAL SALES

(all dealerships)



\$630M
PAYROLL

\$66,638

Average Annual
Earnings

\$175M

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

\$540M
**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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