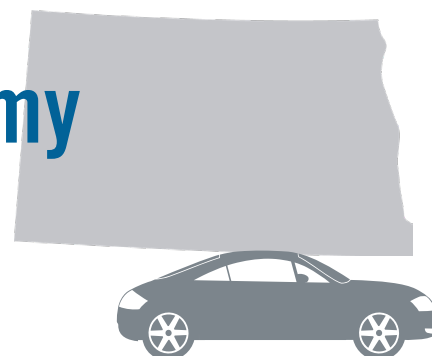


# Driving North Dakota's Economy

## Annual Contribution of North Dakota's New-Car Dealers

Numbers reflect annual economic activity during 2021.



**73**  
**DEALERSHIPS**  
(new car)



**12,294**  
**TOTAL JOBS**  
(created by dealerships)  
Includes 3,828 direct jobs and  
8,466 indirect and induced jobs.



**52**  
**EMPLOYEES**  
(average per  
dealership)



**\$2.7B**  
**TOTAL SALES**  
(all dealerships)



**\$245M**  
**PAYROLL**

<b>\$63,960</b> Average Annual Earnings	<b>\$77M</b> State and Federal Income Taxes Paid
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Includes income taxes paid for direct,  
indirect and induced jobs.



**0.2%**  
**REGISTRATIONS**  
North Dakota's Share of Total  
U.S. New-Vehicle Registrations

**\$134M**  
**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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