

Driving Tennessee's Economy

Annual Contribution of Tennessee's New-Car Dealers



Numbers reflect annual economic activity during 2021.



334
DEALERSHIPS
(new car)



49,864
TOTAL JOBS
(created by dealerships)
Includes 21,434 direct jobs and
28,429 indirect and induced jobs.



64
EMPLOYEES
(average per
dealership)



\$20.9B
TOTAL SALES

(all dealerships)



\$1.7B
PAYROLL

\$79,053

Average Annual
Earnings

\$415M

State and Federal
Income Taxes Paid

Includes income taxes paid for direct,
indirect and induced jobs.



1.8%
REGISTRATIONS

Tennessee's Share of Total U.S.
New-Vehicle Registrations

\$1.4B
**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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