

California's New Car Dealers Are Driving the California Economy

ANNUAL CONTRIBUTIONS OF CALIFORNIA NEW CAR DEALERS

Total sales	\$123.06 billion
Average sales per dealership	\$90.17 million
Percent of total statewide sales tax collected	13%
Number of new car dealerships	1,366

DEALERS PROVIDE JOBS IN CALIFORNIA

Total payroll for all dealerships	\$8.56 billion
Total number of new car dealership employees in California	140,596

DEALERS PLAY AN IMPORTANT ROLE IN THE STATE AS LOCAL BUSINESS AND CIVIC LEADERS

Total taxes collected or paid	\$9.38 billion
Total spent for products and services from other California businesses	\$2.74 billion
Donations to charitable and civic organizations	\$49.28 million

2017 VEHICLE SALES

New vehicles sold*	2,047,632
Used retail vehicles sold	825,825
Total new and used vehicles sold	2,873,457

* New vehicles sold based on California registrations.

This report provides an in-depth analysis of the economic impact of California new car and truck dealers on the State's economy. It includes estimates of employment, personal income, and tax collections generated by California new car dealers. Also included is a review of dealership financial statistics and operations. This report was prepared by Auto Outlook, Inc., an independent automotive market analysis firm, and was sponsored by the California New Car Dealers Association. The report was compiled based on data collected from new car dealerships throughout the state, as well as government sources.



CALIFORNIA NEW CAR DEALERS ASSOCIATION

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2018 Economic Impact Report



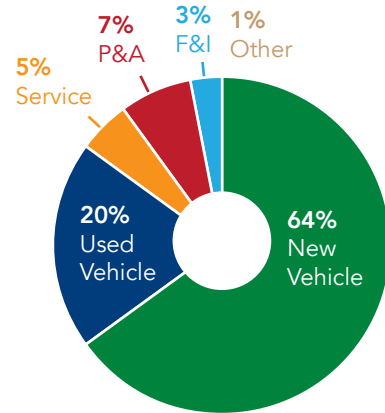
THE CONTRIBUTIONS OF CALIFORNIA'S FRANCHISED NEW CAR DEALERS





2017 DEALERSHIP SALES

	AVERAGE DEALERSHIP	INDUSTRY TOTAL
New Vehicle Department	\$58.10 million	\$79.31 billion
Used Vehicle Department	\$17.95 million	\$24.50 billion
Service Department	\$4.43 million	\$6.04 billion
Parts and Accessories Department	\$6.09 million	\$8.31 billion
Finance and Insurance Department	\$2.93 million	\$3.99 billion
Other	\$.67 million	\$.91 billion
Total Dealership Sales	\$90.17 million	\$123.06 billion



TAXES

	AVERAGE DEALERSHIP	INDUSTRY TOTAL
State Sales Tax	\$5.24 million	\$7.15 billion
Federal Payroll Taxes	\$1.63 million	\$2.22 billion
State Payroll Taxes	\$357,000	\$487.31 million
Real Estate Taxes	\$154,000	\$210.21 million
Other State and Local Taxes	\$98,000	\$133.78 million
Total Taxes Collected or Paid	\$7.48 million	\$10.20 billion

Average sales tax and VLF generated on the sale of a new vehicle in Los Angeles: **\$3,362.23**



CHARITABLE GIVING

In 2017, California new car dealers made over **\$49 million** in donations to charitable and civic organizations.

RETAIL VEHICLE SALES

(SUMMARY FOR AVERAGE DEALERSHIP)

	UNITS SOLD	\$ PER UNIT	TOTAL
New Vehicles	1,582	\$36,726	\$58.10 million
Used Vehicles	605	\$17,310	\$10.47 million



EMPLOYMENT AND PAYROLL

	AVERAGE DEALERSHIP	INDUSTRY TOTAL
Full time employees	97	132,405
Part time employees	6	8,190
Total Employees	103	140,595
Annual Payroll	\$6.270 million	\$8.56 billion
Percentage of dealerships that provide access to health insurance for employees	96%	96%
Workers' compensation premiums per employee	\$1,780	
Workers' compensation premiums paid	\$172,660	\$235.68 million

Total spent for products and services from other California businesses **\$2.01 million** **\$2.74 billion**



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- San Diego Hyundai dealers donate \$50,000 to Rady Children's Hospital
- Harper Motors awards District 26 Little League with \$1,550
- Shingle Springs Subaru supports its local veterans
- Niello Company Drive To Give Holiday Program benefiting the Salvation Army
- Elk Grove Auto Mall awards couple with \$25,000 for the American Hero Wedding



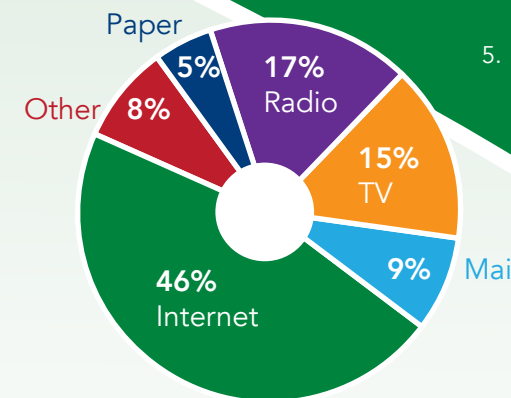
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ADVERTISING

In 2017, franchised new car dealers in California collectively spent over **\$1.2 billion** on advertising.



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