



CALIFORNIA'S NEW CAR DEALERS ARE DRIVING THE CALIFORNIA ECONOMY



ANNUAL CONTRIBUTIONS OF CALIFORNIA NEW CAR DEALERS

Total sales	\$128.83 billion
Average sales per dealership	\$90.78 million
Percent of total statewide sales tax collected	13%
Number of new car dealerships	1,419

DEALERS PROVIDE JOBS IN CALIFORNIA

Total payroll for all new car dealerships	\$9.27 billion
Total number of new car dealership employees	144,738

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

Total taxes collected or paid	\$10.62 billion
Total spent for products and services from other California businesses	\$2.85 billion
Donations to charitable and civic organizations	\$48.53 million

2019 VEHICLE SALES

New vehicles sold*	1,892,672
Used retail vehicles sold	1,539,615
Total new and used vehicles sold	3,432,287

* 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.

ECONOMIC REPORT IMPACT 2020



The Contributions of California's Franchised New Car Dealers

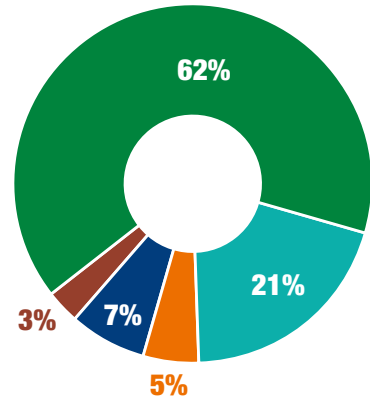


CALIFORNIA NEW CAR DEALERS ASSOCIATION

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2019 DEALERSHIP SALES



	AVERAGE DEALERSHIP	INDUSTRY TOTAL
New Vehicle Department	\$56.60 million	\$80.32 billion
Used Vehicle Department	\$19.30 million	\$27.39 billion
Service Department	\$4.62 million	\$6.56 billion
Parts and Accessories Department	\$6.41 million	\$9.09 billion
Finance and Insurance Department	\$3.14 million	\$4.46 billion
Other	\$.71 million	\$1.01 billion
Total Dealership Sales	\$90.78 million	\$128.83 billion

Average sales tax and VLF generated on the sale of a new vehicle in Los Angeles: **\$4,563.18**

TAXES

	AVERAGE DEALERSHIP	INDUSTRY TOTAL
State Sales Tax	\$5.23 million	\$7.42 billion
Federal Payroll Taxes	\$1.62 million	\$2.30 billion
State Payroll Taxes	\$372,000	\$527.87 million
Real Estate Taxes	\$158,000	\$224.20 million
Other State and Local Taxes	\$105,000	\$148.99 million
Total Taxes Collected or Paid	\$7.48 million	\$10.62 billion

VEHICLE SALES

(SUMMARY FOR AVERAGE DEALERSHIP)

	UNITS SOLD	\$ PER UNIT	TOTAL
New Vehicles	1,444	\$39,197	\$56.60 million
Used Vehicles	1,085	\$17,788	\$19.30 million

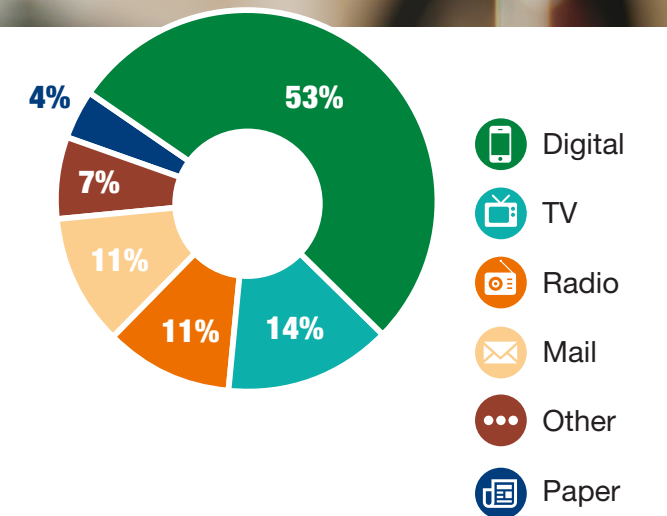
EMPLOYMENT & PAYROLL

	AVERAGE DEALERSHIP	INDUSTRY TOTAL
Full time employees	96	136,224
Part time employees	6	8,514
Total Employees	102	144,738
Annual Payroll	\$6.530 million	\$9.27 billion
Percentage of dealerships that provide access to health insurance for employees	92%	92%
Workers' compensation premiums per employee	\$1,550	\$1,550
Workers' compensation premiums paid	\$148,800	\$211.15 million

Total spent for products and services from other California businesses \$2.04 million \$2.85 billion

CHARITABLE GIVING

In 2019, California new car dealers made over **\$48 million** in donations to charitable and civic organizations, including:



ADVERTISING

In 2019, California new car dealers collectively spent over **\$1.34 billion** on advertising.