CALIFORNIA NEW CAR DEALERS ASSOCIATION

WHO WE ARE

THE CALIFORNIA NEW CAR DEALERS ASSOCIATION is the country’s largest state association of franchised new car and truck dealers representing over 1,100 dealer members. CNCDA members are primarily engaged in the retail sale and lease of new vehicles, and also engage in automotive service, repair and part sales.

CNCDA focuses on protecting and promoting the interests of franchised new car dealers before all state government and regulatory agencies. Working to create a business friendly climate where new car dealers can thrive, provide the best products and services to consumers and maintain high employment rates are all of critical importance to CNCDA and its members.

In the ever changing California legislative and regulatory environment it is crucial that new car dealers statewide are represented before the California Legislature, regulatory agencies and Governor Newsom’s Administration on a number of industry issues, including:

- **Franchise Laws**
- **Employment & Labor Laws**
- **Zero Emission Vehicles**
- **Transportation**
- **Sales Tax & Fees**
- **Autonomous Vehicles**

Last Year California’s Franchised New Car Dealers Sold More Than 2.8 MILLION NEW & USED CARS & TRUCKS, While EMPLOYING MORETHAN 135,000 CALIFORNIANS.

To learn more visit CNCDA.ORG
California's auto industry remains the strongest in the nation, selling over 2 million new vehicles, totaling more than $79 billion in new vehicle sales statewide. In addition to vehicle sales, California's new car dealers are heavily involved in automotive service, repair and parts.

### 2018 Vehicle Sales

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<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong>New Vehicles</strong></td>
<td>2,001,995</td>
<td>891,875</td>
<td>2,893,870</td>
</tr>
<tr>
<td><strong>Used Retail Veh.</strong></td>
<td></td>
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</tbody>
</table>

### Average Dealership

<table>
<thead>
<tr>
<th></th>
<th>Average Dealership</th>
<th>Industry Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Vehicles</td>
<td>$55.8 M</td>
<td>$79.63 B</td>
</tr>
<tr>
<td>Used Vehicles</td>
<td>$18.40 M</td>
<td>$26.26 B</td>
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<tr>
<td>Service</td>
<td>$4.52 M</td>
<td>$6.45 B</td>
</tr>
<tr>
<td>Parts &amp; Accessories</td>
<td>$6.23 M</td>
<td>$8.89 B</td>
</tr>
<tr>
<td>Finance &amp; Insurance</td>
<td>$3.02 M</td>
<td>$4.31 B</td>
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<tr>
<td>Other</td>
<td>$0.71 M</td>
<td>$1.01 B</td>
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<tr>
<td>Total Dealership Sales</td>
<td>$88.68 M</td>
<td>$126.55 B</td>
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To learn more visit [CNCDA.org](http://CNCDA.org)
CALIFORNIA’S AUTO INDUSTRY maintains its strength as a significant state and local economic contributor throughout the Golden State. The economic impacts are felt directly through employees, consumers, families and local communities.

NEW CAR DEALERS PROVIDE STABLE JOBS IN CALIFORNIA

Total Number of New Car Dealership Employees

135,565

NEW CAR DEALERS PLAY AN IMPORTANT ROLE IN THE STATE AS LOCAL BUSINESS & CIVIC LEADERS

Industry Payroll for New Car Dealerships

$9 BILLION

State Sales Tax Collected

$7.36 BILLION

Total Spent for Products & Services From Other California Businesses

$2.88 BILLION

Donations to Charitable & Civic Organizations

$51 MILLION

87% OF CALIFORNIA NEW CAR DEALERS OFFER HEALTHCARE BENEFITS TO THEIR EMPLOYEES

TO LEARN MORE VISIT CNCDA.ORG