



## 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:



Last Year California's Franchised  
New Car Dealers Sold More Than

# 2.8 MILLION

NEW & USED CARS & TRUCKS,

While EMPLOYING

# MORE THAN 135,000

CALIFORNIANS.



### FRANCHISE LAWS



### EMPLOYMENT & LABOR LAWS



### ZERO EMISSION VEHICLES



### SALES TAX & FEES

### TRANSPORTATION



### AUTONOMOUS VEHICLES



# CALIFORNIA OUTSELLING THE NATION

**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



NEW VEHICLES  
SOLD

**2,001,995**



USED RETAIL  
VEHICLES SOLD

**891,875**

TOTAL NEW &  
USED VEHICLES  
**SOLD**



**2,893,870**

AVERAGE DEALERSHIP

INDUSTRY TOTAL

NEW VEHICLES	<b>\$55.8M</b>	<b>\$79.63 B</b>
USED VEHICLES	<b>\$18.40M</b>	<b>\$26.26 B</b>
SERVICE	<b>\$4.52M</b>	<b>\$6.45 B</b>
PARTS & ACCESSORIES	<b>\$6.23M</b>	<b>\$8.89 B</b>
FINANCE & INSURANCE	<b>\$3.02M</b>	<b>\$4.31 B</b>
OTHER	<b>\$.71M</b>	<b>\$1.01 B</b>
<b>TOTAL DEALERSHIP SALES</b>	<b>\$88.68M</b>	<b>\$126.55 B</b>

**2018**  
DEALERSHIP SALES





# DRIVING CALIFORNIA'S ECONOMY

**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**



**\$9  
BILLION**

Industry Payroll for  
New Car Dealerships



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



**\$7.36  
BILLION**

State Sales Tax  
Collected



**\$2.88  
BILLION**

Total Spent for Products  
& Services From Other  
California Businesses



**\$51  
MILLION**

Donations to  
Charitable & Civic  
Organizations



**87%**

OF CALIFORNIA NEW CAR DEALERS OFFER  
**HEALTHCARE BENEFITS  
TO THEIR EMPLOYEES**