

Driving Illinois' Economy

Annual Contribution of Illinois' New-Car Dealers

Numbers reflect annual economic activity during 2019.



708
DEALERSHIPS
(new car)



99,347
TOTAL JOBS
(created by dealerships)
Includes 45,119 direct jobs and
54,228 indirect and induced jobs.



64
EMPLOYEES
(average per
dealership)



\$39.1B
TOTAL SALES
(all dealerships)



\$2.5B
PAYROLL

\$56,472 Average Annual Earnings	\$717M State and Federal Income Taxes Paid
---	---

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



3.8%
REGISTRATIONS
Illinois' Share of Total U.S.
New-Vehicle Registrations

\$2.4B
**STATE SALES
TAX PAID**

Sources: Center for Automotive
Research, IHS Markit, NADA,
Taxfoundation.org, U.S. Bureau
of Labor Statistics.



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

NADA Industry Analysis | 8484 Westpark Drive, Suite 500, Tysons, VA 22102 | 800.557.6232 | economics@nada.org
NADA Legislative Affairs | 412 First St. SE | Washington, DC 20003 | 800.563.5500 | legislative@nada.org