

STATISTICAL INFORMATION

DISCLAIMER: Statistical information was obtained from the NADA's annual publication entitled "NADA Data" a compilation of its yearlong analysis of the U.S. car and truck industry. No claim is made as to accuracy. This information is being supplied as a general resource only.

Indiana new-vehicle franchised dealers are a major source and generator of tax revenue, and a principal contributor of both time and money to local charities. We expect this statewide economic and civic support to continue. The details of Indiana dealership operations and their effect on the economy are documented below.

- 2011 -

INDIANA

429 Franchised Dealerships

\$11.8 Billion in Sales / \$27.6 Million per dealership

2.2% of IN Retail Establishments is in Franchised Dealerships

6.4% of IN Retail Employment is in Franchised Dealerships
(19,653 Dealership employees / 46 per dealership)

13.5% of IN Retail Sales come from Franchised Dealerships

11.7% of Indiana's Total Retail Payroll is paid by Franchised Dealers
(\$0.84 Billion / \$1.95 Million per Dealership)

\$821 per Week is the Average Wage for Employees of IN Franchised Dealerships

203,275 New Vehicles were Registered in Indiana and New Car Sales Generated **\$11.8 Billion**

UNITED STATES

17,540 Franchised Dealerships

\$609 Billion in sales / \$34.7 Million per dealership

2.0% of All Retail Establishments are Franchised Dealers

6.4% of US Retail Employment is in Franchised Dealerships
(933,500 dealership employees / 53 per dealership)

14.5% of All Retail Sales come from Franchised Dealerships

11.7% of the U.S. Total Retail Payroll is paid by Franchised Dealers
(\$45.8 Billion / \$2.6 Million per Dealership)

\$943 per Week is the Average Wage for Employees of All Franchised Dealerships

12.7 Million New Vehicles were Sold in the U.S. Generating \$609 Billion