

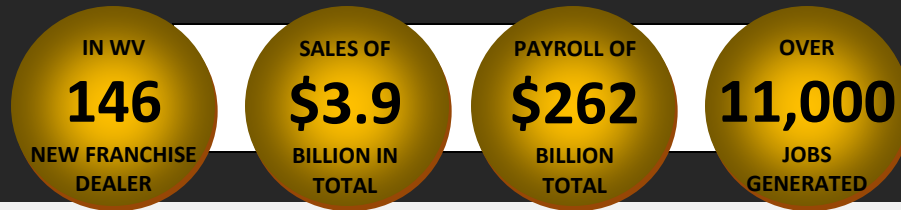
West Virginia Automobile & Truck Dealers Association



POST OFFICE BOX 2028
CHARLESTON, WEST VIRGINIA 25327
TELEPHONE 304 343-4158
800 888-4158
Fax Number 343-8474
RUTH LEMMON
President

Driving West Virginia Economy

The Annual Contribution of West Virginia's Franchise New Car and Truck Dealers



West Virginia Dealers

- Maintain a multi-billion dollar retail industry
- Are independent businesses, not manufacturer-owned stores
- Are mostly local, family-owned business that have been in their communities for generations
- Personally invest millions of dollars in West Virginia; their employees, land, facilities, parts and service equipment and inventory

Employment - 11,416 jobs generated by the WV Franchise Dealers

- Employs over 5,883 employees
- Employs an average of 41 employees per dealership
- Industry creates an additional 5,532 indirect jobs (*suppliers, vendors, etc*) + induced jobs (*from businesses directly affected by the dealership, such as restaurants, gas stations, etc*)

Wages - Annual \$262 million payroll is paid by WV Franchise Dealers

- Employee average weekly salary is \$856.00
- Employee average yearly earning is \$44,528.00
- Annual payroll is \$262,000,000 per year
- Average annual payroll per dealership is \$1,830,000 per year
- Payroll generates \$66 million in taxes

Revenue – \$3.9 billion in total sales revenue is generated by WV Franchise Dealers

- Total sales is \$3.9 billion
- Average total sales per dealership is \$27,193,000
- Does 15% of total retail sales

Taxes – Hundreds of millions of dollars is generated in tax revenues for state and local government by WV Franchise Dealer

- Employees pays \$66 million in taxes
- Generate millions in consumer sales taxes
- Pays millions in local property and B&O taxes

Charity – WV Franchise Dealers are one of the largest donors to local charity

- Are the first to help local charities, such as schools, sport teams, hospitals, universities, technical colleges and United Way
- Strong supporters of WVCAR Political Action