


ILLINOIS FINANCIAL FORECAST FORUM:

PRIVATE SECTOR VIEWS THAT WILL IMPACT THE PUBLIC SECTOR

AUTOMOTIVE PERSPECTIVE




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AUTOMOTIVE-RETAIL NATIONAL

AUTOMOTIVE RETAIL:
 NEW VEHICLE DEALERS
 USED VEHICLE DEALERS
 INDEPENDENT PARTS AND SERVICE OPERATIONS

NATIONWIDE:

NEW UNIT SALES:	2011:	13 MILLION UNITS
	2009:	10 MILLION UNITS
	2007:	16 MILLION UNITS
USED UNIT SALES		40 MILLION (ESTIMATE)
NUMBER OF DEALERSHIPS		18,000
TOTAL SALES		\$552 BILLION
PERCENTAGE OF NATIONAL SALES		14 %
DEALERSHIP PAYROLL % TOTAL PAYROLL		10 %
VEHICLES IN OPERATION		248 MILLION
CHARITY (BY DEALERS)		\$40 MILLION
NUMBER OF EMPLOYEES		900,000



INDIVIDUAL NEW VEHICLE DEALERS

NATIONAL

ANNUAL DOLLAR SALES	\$ 35 MILLION
PRE-TAX PROFIT MARGIN	1.7 %
NEW DOLLAR SALES	\$ 19 MILLION
USED DOLLAR SALES	\$ 12 MILLION
PARTS-SERVICE-BODY SALES	\$ 4 MILLION
UNIT SALES	NEW 550 USED 600
AVERAGE PAYROLL PER DEALERSHIP	\$2.4 MILLION
AVERAGE NUMBER OF EMPLOYEES	50

INDIVIDUAL NEW VEHICLE DEALERS


STATE

NEW VEHICLE DEALERS	774	
NUMBER OF EMPLOYEES	38,000	
AVERAGE EARNINGS PER EMPLOYEE	\$47,000	
AVERAGE PAYROLL PER DEALERSHIP	\$1.8 MILLION	
DEALERS SALES % TOTAL RETAIL SALES	13 %	
SALES TAX:	6.25 %	TOTAL
	5.00 %	STATE
	1.00 %	LOCAL MUNICIPALITY
	0.25 %	COUNTY
CORPORATE INCOME TAXES		
PAYROLL TAXES		
PROPERTY TAXES		
CHARITY		

INDIVIDUAL NEW VEHICLE DEALERS

FUTURE: INDUSTRY

- MANUFACTURING (BELVIDERE, BLOOMINGTON, CHICAGO)
- DEALERS CHANGING OVER TIME
- INTERNET
- FRANCHISES: SATURN, OLDSMOBILE, PONTIAC, MERCURY
- TERMINATED DEALERSHIPS
- DEALER TRENDS 2007-2011
- WHICH DEALERS DOING WELL



SUMMARY:

CONTACT INFORMATION

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