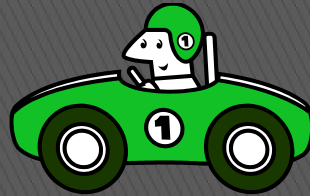


# ILLINOIS FINANCIAL FORECAST FORUM:

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:

2016:	18 MILLION UNITS
2014:	17 MILLION UNITS
2011:	13 MILLION UNITS
2009:	10 MILLION UNITS

USED UNIT SALES

40 MILLION (ESTIMATE)

NUMBER OF DEALERSHIPS

17,000

TOTAL SALES

\$900 BILLION

VEHICLES IN OPERATION

262 MILLION

NUMBER OF EMPLOYEES

1,100,000



# INDIVIDUAL NEW VEHICLE DEALERS

## NATIONAL

ANNUAL DOLLAR SALES	\$ 57 MILLION	
PRE-TAX PROFIT MARGIN	2.2 %	
NEW DOLLAR SALES	\$ 33 MILLION	
USED DOLLAR SALES	\$ 17 MILLION	
PARTS-SERVICE-BODY SALES	\$ 7 MILLION	
UNIT SALES	NEW 900	USED 700
AVERAGE PAYROLL PER DEALERSHIP	\$3.8 MILLION	
AVERAGE NUMBER OF EMPLOYEES	66	

# INDIVIDUAL NEW VEHICLE DEALERS

## STATE

NEW VEHICLE DEALERS	712
NUMBER OF EMPLOYEES	45,000
AVERAGE EARNINGS PER EMPLOYEE	\$53,000
AVERAGE PAYROLL PER DEALERSHIP	\$3 MILLION
DEALERS SALES % TOTAL RETAIL SALES	17 %

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

CHICAGO)

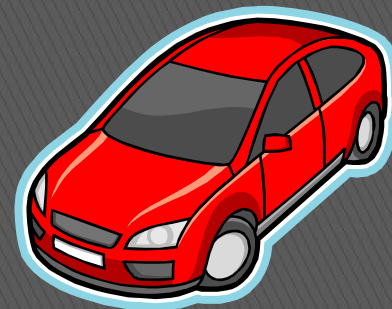
MANUFACTURING (BELVIDERE, BLOOMINGTON,

DEALERS CHANGING OVER TIME

INTERNET

DEALER TRENDS 2010-2016

WHICH DEALERS DOING WELL



SUMMARY:

# CONTACT INFORMATION

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