



ECONOMIC IMPACT STUDY

ECONOMIC IMPACT OF FRANCHISED NEW VEHICLE RETAILERS ON THE NEW JERSEY ECONOMY

Study sponsored by New Jersey Coalition
of Automotive Retailers Confidential 2022
Report Compiled from 2021 Data

JUNE 2022



INTRODUCTION

This report provides a summary of the significant impact that new franchised automobile dealers have on the New Jersey economy. As clearly illustrated, the automotive retailing industry is critically important to the health of the State's economy.

The report includes estimates of direct and indirect employment, personal income, and tax collections during 2021. Indirect impact accounts for the residual contribution resulting from dealership operations (*frequently referred to as the "multiplier effect"*). This report was prepared by Auto Outlook, Inc., an independent automotive market analysis firm, and is sponsored by the New Jersey Coalition of Automotive Retailers.

DEALERSHIP FINANCIAL SUMMARY - 2021

Average dealership sales (\$)	\$81,600,000
Average dealership contributions to charitable causes	\$33,500
Average dealership advertising expenses	\$740,000
Number of vehicles serviced by the average dealership	22,100
Average dealership retail new vehicle sales	1,050 units
Average dealership retail used vehicle sales	740 units

NEW JERSEY FRANCHISED NEW VEHICLE DEALERS WERE VITAL CONTRIBUTORS TO THE STATE'S ECONOMY - 2021

Total jobs in New Jersey attributable to franchised new vehicle dealerships	70,445
Average number of jobs per new vehicle dealership	73
Total earnings for New Jersey residents attributable to dealership operations	\$4.22 billion
Average dealership payroll expense (<i>including fringe benefits</i>)	\$6.114million
Total state and local taxes collected or paid	\$1.97 billion
Total dealership sales (\$)	\$40.8 billion
Total dealership contributions to charitable causes	\$16.8 million

NEW JERSEY AUTOMOTIVE RETAILERS REBOUND FROM PANDEMIC

Change in statewide new and used unit vehicle sales from 2020 to 2021	Up 13.7%
Change in total dealerships sales (\$) from 2020 to 2021	Up 17.8%
Change in dealership payroll expense	Up 9.8%

PRESIDENT'S MESSAGE

2021 saw the auto retail market in New Jersey begin rebounding from the pandemic-depressed numbers of 2020. For much of 2021, businesses were faced with mask mandates and other federal and State requirements to arrest the spread of COVID-19. The auto industry was also confronted with several additional obstacles in 2021, including a computer chip shortage that won't seem to go away, inflation, and supply chain issues that brought vehicle inventory to the lowest levels in decades. Even with those challenges, the industry still managed to have a very positive year in 2021.

New and used vehicle sales hit 482,000, up nearly 14% from 2020 and nearly erasing the 15% decline from 2019 to 2020. Dealership revenue was up nearly 18% in 2021, increasing from \$34.6 billion in 2020 to \$40.8 billion last year. The 2021 revenue is nearly double the \$21.2 billion the industry generated during the great recession in 2009.

Employment bounced back, with New Jersey franchised dealers adding 800 jobs in 2021, directly employing approximately 36,500 individuals and supporting another 33,945 jobs in New Jersey.

State and local tax revenue generated by New Jersey's neighborhood new car and truck dealerships was up 13.7% from \$1.73 billion in 2020 to \$1.97 billion in 2021. This is a dramatic reversal from the 5.4% decline in tax revenue generated by the industry from 2019 to 2020. As always, **the auto retail industry continued to be a primary driver of both the pandemic recovery and overall State economy.**

This report highlights the many positive economic benefits New Jersey's neighborhood new car and truck dealerships bring to the State, as well as the hundreds of cities and towns in which they operate. The numbers are expected to be a bit flat in 2022, mostly due to continued inventory shortages, but once manufacturer supply catches up with pent-up consumer demand, auto sales and dealership revenue will increase again.



JAMES B. APPLETON

President
New Jersey Coalition of
Automotive Retailers



EMPLOYMENT

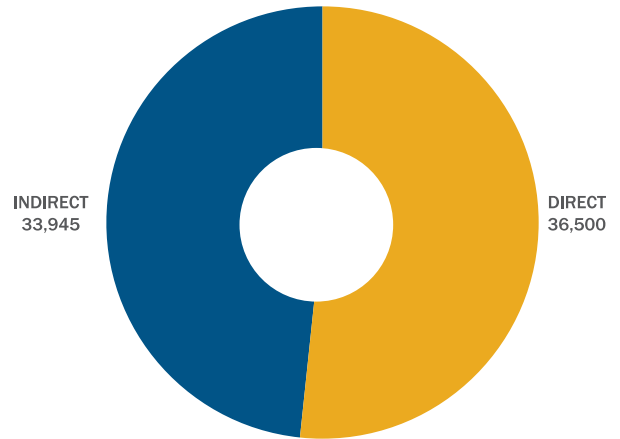
TOTAL EMPLOYMENT AT NEW CAR DEALERS - 2021 36,500

In 2021, New Jersey new vehicle dealerships directly employed a total of 36,500 individuals. An additional 33,945 individuals were employed due to the indirect impact of dealership operations.

Automobile dealership operations accounted for more than 16% percent of total retail employment in the state. *(This included both direct and indirect employment.)*

Employment in the industry rebounded from the pandemic lows of 2020. 800 more individuals were employed at New Jersey dealerships in 2021 than in 2020.

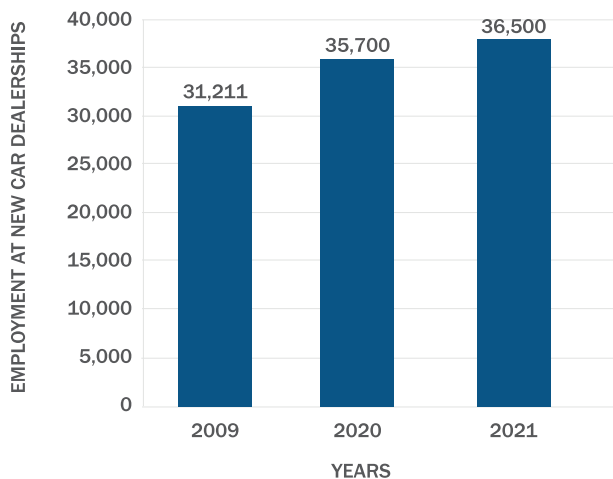
EMPLOYMENT TOTAL FOR NEW VEHICLE RETAILING INDUSTRY - 2021



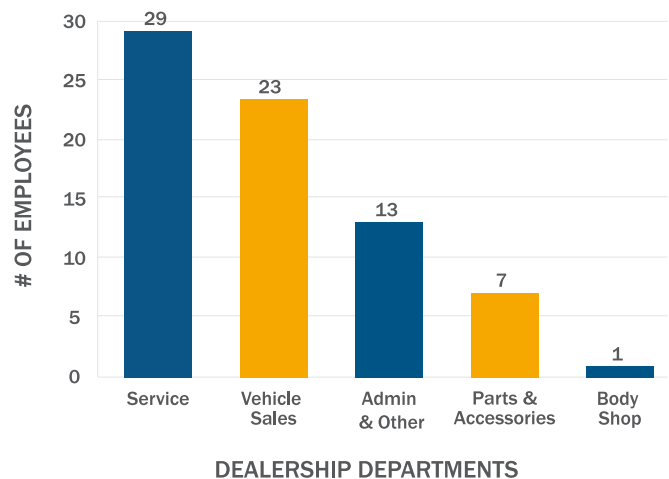
DEALERSHIP CONTRIBUTION TO STATEWIDE RETAIL EMPLOYMENT 2009, 2020 AND 2021

	2009	2020	2021	% change '20 to '21
Total Employment Resulting from New Vehicle Dealerships	48,065	69,258	70,445	1.7%
Total Retail Employment in the State	436,100	406,600	429,000	5.5
DEALERSHIP % OF RETAIL STATEWIDE TOTAL	11.0%	17.0%	16.4%	

DIRECT EMPLOYMENT AT NEW JERSEY FRANCHISED NEW VEHICLE DEALERSHIPS 2009, 2020, AND 2021



AVERAGE NUMBER OF DEALERSHIP EMPLOYEES BY DEPARTMENT - 2021



PAYROLL

EMPLOYEE COMPENSATION DUE TO NEW VEHICLE RETAILING INDUSTRY – 2021 \$3.07 BILLION

In 2021, the average New Jersey dealership paid \$6.114 million to its employees (*including fringe benefits*). Including both direct and indirect sources, the new vehicle retailing industry resulted in more than \$4.2 billion of total compensation to New Jersey residents!

Dealership compensation increased by 12% from 2020 to 2021. Dealerships anticipate that payroll costs will increase by another 7% in 2022.

New car dealerships continue to provide high-paying jobs to New Jersey residents. Average salary per employee approached \$80,000 in 2021.

NEW FRANCHISED DEALERSHIP COMPENSATION TO EMPLOYEES 2009, 2020 AND 2021

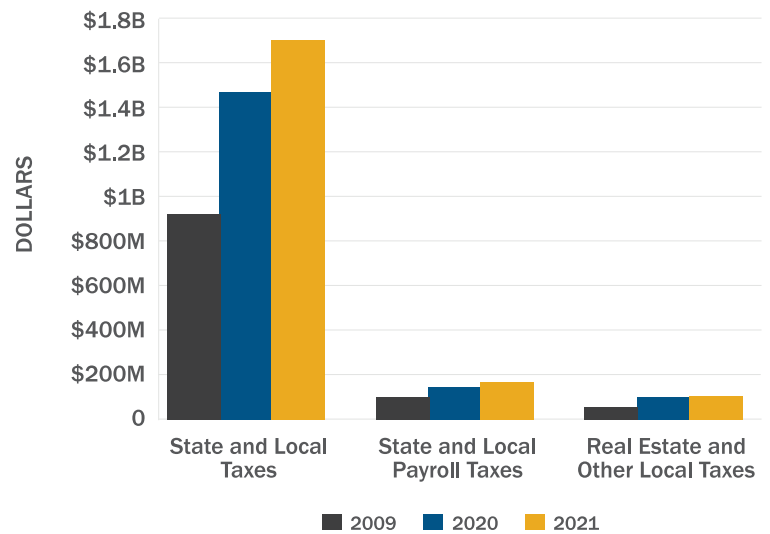
	2009	2020	2021	% change '20 to '21
Total Payroll (<i>including fringe benefits</i>) for Average Franchised New Vehicle Dealership in New Jersey	\$3,120,000	\$5,485,000	\$6,144,000	12.0%
TIMES				
Total Number of Franchised New Vehicle Dealerships in New Jersey	529	510	500	-2.0%
EQUALS				
TOTAL EMPLOYEE COMPENSATION AT FRANCHISED NEW VEHICLE DEALERSHIPS	\$1,650,480,000	\$2,797,350,000	\$3,072,000,000	9.8%
PLUS				
Additional Indirect Employee Compensation Resulting from Franchised New Vehicle Dealership Operations	\$478,639,200	\$1,040,614,200	\$1,148,928,000	10.4%
EQUALS				
TOTAL COMPENSATION TO EMPLOYEES OF NEW JERSEY'S NEW VEHICLE RETAILING INDUSTRY	\$2,129,119,200	\$3,837,964,200	\$4,220,928,000	10.0%

TAXES

TOTAL STATE AND LOCAL TAXES COLLECTED OR PAID BY NEW CAR DEALERSHIPS – 2021 \$1.97 BILLION

In 2021, new franchised automobile dealerships in New Jersey collected or paid nearly \$2 billion in state and local taxes, an average of \$3,935,000 per dealership. Federal payroll taxes for the industry exceeded \$887 million.

STATE AND LOCAL TAXES COLLECTED AND/OR PAID BY FRANCHISED NEW VEHICLE DEALERSHIPS – 2009, 2020 AND 2021



STATE AND LOCAL TAXES COLLECTED AND/OR PAID BY FRANCHISED NEW VEHICLE DEALERSHIPS – 2009, 2020 AND 2021

	2009	2020	2021	% change '20 to '21
State Sales Tax	\$925,750,000	\$1,473,900,000	\$1,695,000,000	15.0%
State and Local Payroll Taxes	\$99,981,000	\$155,550,000	\$169,000,000	8.6%
Real Estate and Other Local Taxes	\$55,016,000	\$101,490,000	\$103,500,000	2.0%
TOTAL DEALERSHIP STATE AND LOCAL TAX REVENUE	\$1,080,747,000	\$1,730,940,000	\$1,967,500,000	13.7%

FEDERAL TAX SUMMARY FOR ALL FRANCHISED NEW VEHICLE DEALERSHIPS - 2009, 2020 AND 2021

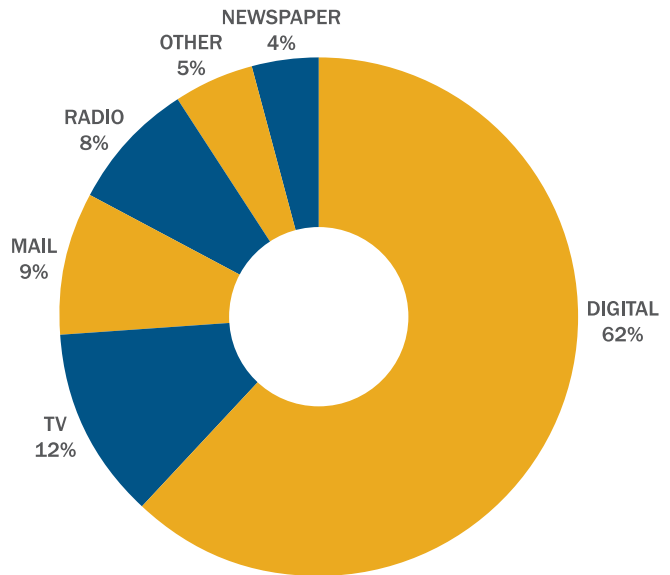
	2009	2020	2021	% change '20 to '21
Federal Payroll Taxes	\$471,868,000	\$767,550,000	\$827,500,000	7.8%
Federal Business Income Taxes	\$38,617,000	\$58,650,000	\$60,000,000	2.3%
TOTAL	\$510,485,000	\$826,200,000	\$877,500,000	7.4%

DEALERSHIP ADVERTISING AND MARKET SUMMARY

TOTAL DEALERSHIP ADVERTISING EXPENSES – 2021 \$370 MILLION

Average dealership advertising expenses in 2021 were \$740,000. Total for the industry exceeded \$370 million. The majority of expenditures were devoted toward digital media.

PERCENTAGE OF FRANCHISED NEW VEHICLE DEALERSHIP ADVERTISING EXPENSE BY MEDIA – 2020



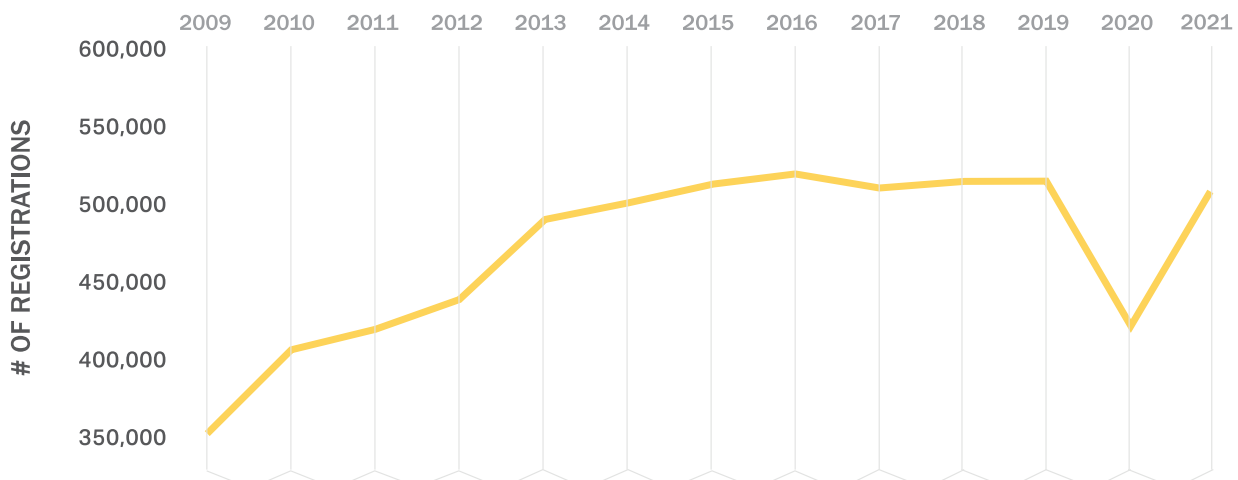
NEW VEHICLE MARKET

TOTAL VEHICLE REGISTRATIONS – 2021 482,062

As shown on the graph, combined new retail car and light truck registrations in the state improved from 2009 thru 2019, following a sharp decline from 2007 to 2009. Registrations declined 19.6% in 2020 due to the pandemic, and recovered in 2021. Registrations are expected to remain roughly flat in 2022 as vehicle production is hindered by the global microchip shortage.

Source: AutoCount data from Experian

NEW RETAIL LIGHT VEHICLE REGISTRATIONS IN NEW JERSEY
2009 – 2021



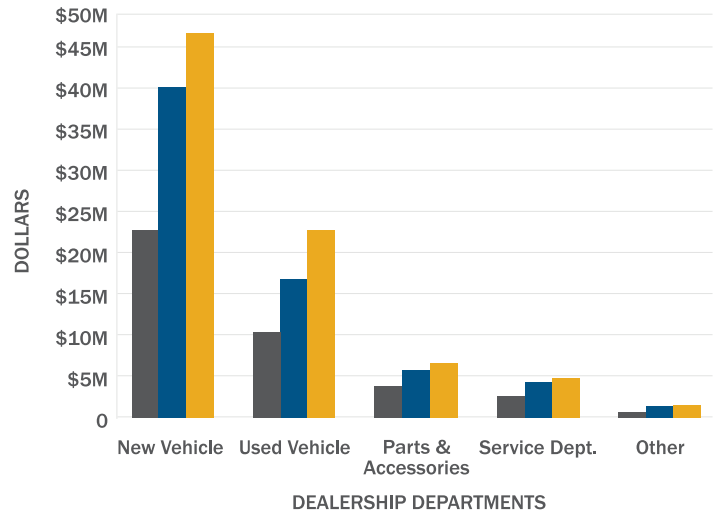
DEALERSHIP SALES

DEPARTMENTAL SALES (\$) – 2021 \$40.8 BILLION

Total sales for franchised new vehicle dealerships in New Jersey during 2021 exceeded \$40 billion. Average dealership sales were \$81.6 million, with nearly \$47 million resulting from new vehicle sales.

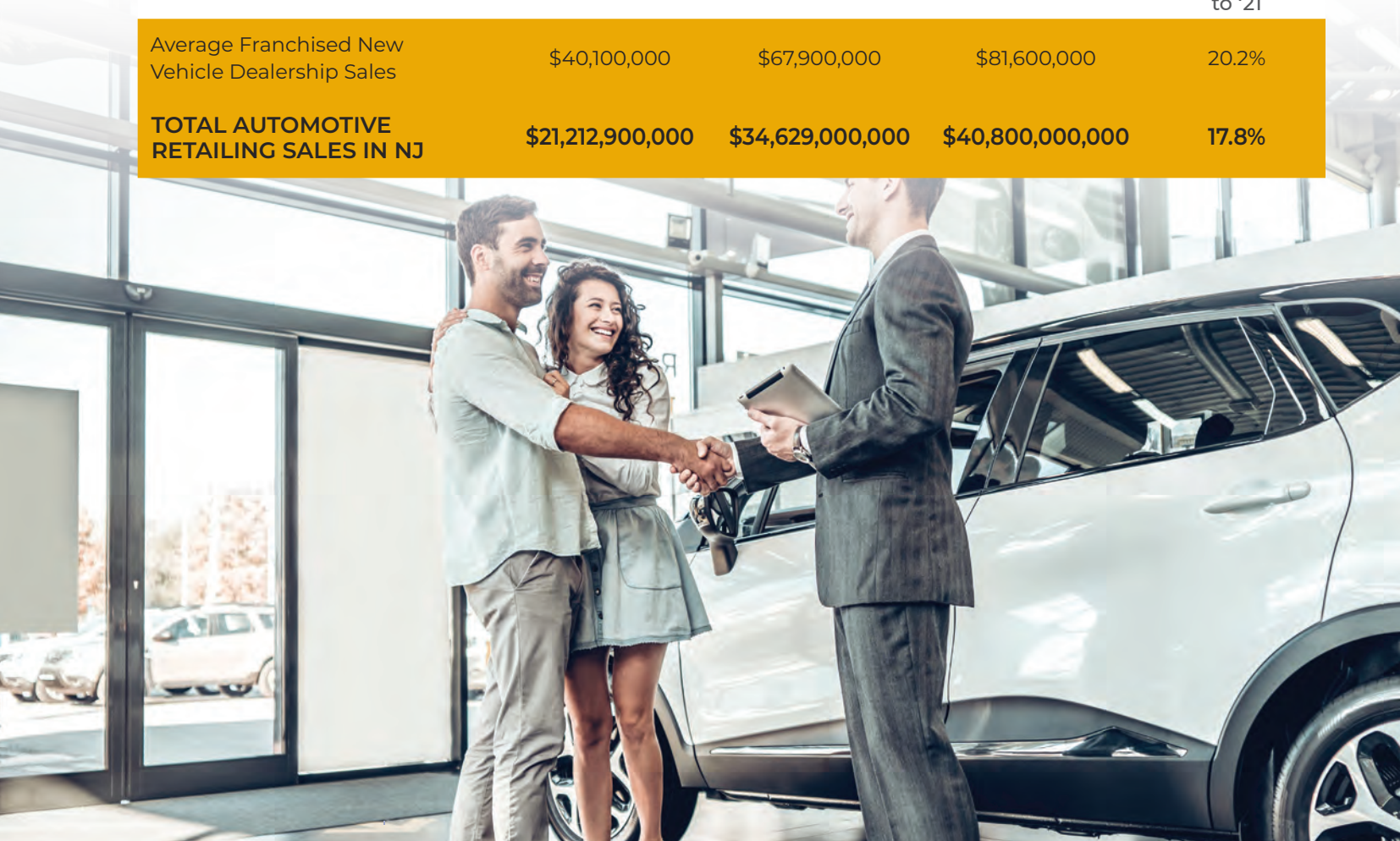
Total dealership sales increased 17.8% from 2020 to 2021 as the industry rebounded from the pandemic lows of 2020.

AVERAGE FRANCHISED NEW VEHICLE DEALERSHIP SALES BY DEPARTMENT [2009, 2020 AND 2021]



FRANCHISED NEW VEHICLE DEALERSHIP SALES SUMMARY 2009, 2020 AND 2021

	2009	2020	2021	% change '20 to '21
Average Franchised New Vehicle Dealership Sales	\$40,100,000	\$67,900,000	\$81,600,000	20.2%
TOTAL AUTOMOTIVE RETAILING SALES IN NJ	\$21,212,900,000	\$34,629,000,000	\$40,800,000,000	17.8%



ELECTRIC VEHICLES

**NEW JERSEY FRANCHISED NEW VEHICLE DEALERSHIPS:
POWERING THE WAY TO AN ELECTRIC FUTURE.**

**DEALERSHIPS ARE COMMITTED TO SELLING ELECTRIC VEHICLES AND
ARE PREPARING FOR SIGNIFICANTLY HIGHER SALES IN 2022**

	2021	2022
Average dealership expenses incurred in preparing to sell and service electric vehicles	\$28,800	\$63,500
EV sales as a percentage of new vehicle sales for franchised dealerships	1.1%	3.9%



NJ CAR MEMBER LIST

DISTRICT 1

Action Hyundai of Millville
Avalon Honda
Burke Motors, Inc.
Gentilini Chevrolet
Gentilini Ford, Inc.
Kindle Ford Lincoln
Lilliston Chrysler Dodge Jeep
Lilliston Ford, Inc.
RK Chevrolet Subaru Kia
Rossi Honda
Team Nissan
Toyota of Vineland
Vann Dodge Chrysler Jeep

DISTRICT 2

Atlantic Chrysler Jeep
Volkswagen
Bennett Chevrolet
Chapman Ford Lincoln Mazda
Ciocca Chevrolet Buick GMC
Ciocca Subaru of Pleasantville
Lexus of Atlantic City
Matt Blatt Kia-Egg Harbor Twp.
Matt Blatt Nissan
Mercedes-Benz of Atlantic City
Shore Toyota
Sport Hyundai

DISTRICT 3

Bayshore Ford of Pennsville, Inc.
Bentley Truck Services Logan
Twp.
Bridgeton Chrysler Dodge Jeep
Ram
Freightliner of Bridgeport
Liberty Kenworth of South
Jersey
Matt Blatt Glassboro Imports
Mitsubishi
Pellegrino Chrysler Jeep
Pointe Buick GMC LLC
Spirit Chrysler Dodge Jeep
Volkswagen of Salem County

DISTRICT 4

Acura Turnersville
Audi Turnersville
BMW of Turnersville
Holman Ford Lincoln
Turnersville
Honda of Turnersville
Nissan of Turnersville
Pellegrino Buick GMC
Prestige Volkswagen Subaru
Toyota of Turnersville
Turnersville Auto Mall
Turnersville Chrysler Jeep
Turnersville Kia
Turnersville Mazda

DISTRICT 5

Ace Ford
Barlow Buick GMC-Woodbury
Mount Ephraim Chrysler
Dodge RAM
Pellegrino Chevrolet
Performance Dodge Ram
Toyota of Runnemede
Woodbury Nissan, Inc.

DISTRICT 6

Alfa Romeo & Fiat of Maple
Shade
Bergey's Truck Center
Pennsauken
Cherry Hill Dodge Chrysler
Jeep
Cherry Hill Imports
Cherry Hill Kia

Cherry Hill Mitsubishi
Cherry Hill Nissan
Cherry Hill Volvo Cars
Echelon Ford, Inc.
Holman Ford Lincoln-Maple
Shade
Holman Infiniti
Jaguar Land Rover Cherry Hill
Mall Chevrolet, Inc.
Maple Shade Mazda
Mercedes-Benz of Cherry Hill
Mercedes-Benz Van Center -
Maple Shade
Subaru of Cherry Hill
Winner Ford

DISTRICT 7

Barlow Chevrolet
BMW of Mount Laurel
Burlington Chevrolet, Inc.
Burlington Kia
Burlington Volkswagen
Davis Honda
Dodge Chrysler City
F.C. Kerbeck & Sons
Holman Cadillac
Holman Toyota
Lexus of Cherry Hill
Liberty Toyota
Lucas Ford
Mini of Mount Laurel

DISTRICT 8

Arena Buick GMC
Burns Buick GMC Hyundai
Burns Honda
Elkins Chevrolet
Hainesport Auto & Truck
Center
Lucas Chevrolet
Lucas Chrysler Jeep Dodge
Medford Ford
Miller Ford Lincoln Subaru
Mount Holly Nissan

DISTRICT 9

Barlow Buick GMC
Manahawkin
Causeway Ford Lincoln
Causeway Honda
Causeway Nissan
Manahawkin Chrysler Dodge
Manahawkin Kia

DISTRICT 10

Downs Ford
Gateway Toyota
Honda of Toms River
Lester Glenn Buick GMC
Lester Glenn Chevrolet
Lester Glenn Chrysler Jeep
Dodge Ram
Lester Glenn Hyundai-Toms
River
Lester Glenn Mazda
Lester Glenn Subaru
Matt Blatt Kia Toms River
Pine Belt Nissan of Toms River
Toms River Mitsubishi Motors
Toms River Volkswagen

DISTRICT 11

Acura of Ocean
Audi Eatontown
Audi Freehold
Causeway Hyundai
Circle BMW
Circle Chevrolet Company
Circle Infiniti
Coast Cities Truck Sales, Inc.

DCH BMW of Freehold
DCH Ford of Eatontown
DCH Freehold Toyota
DCH Kay Honda
Freehold Buick GMC
Freehold Chrysler Jeep
Freehold Dodge, Inc.
Freehold Ford
Freehold Hyundai
Freehold Nissan
Freehold Subaru
Galaxy Toyota
George Wall Ford Lincoln
Gold Coast Cadillac
Honda of Freehold
Irwin Lincoln Mazda
Jaguar Land Rover Monmouth
Lester Glenn Ford
Maserati & Alfa Romeo of
Monmouth
Maurice Schwartz & Sons, Inc.
Nissan City of Red Bank
Pine Belt of Keyport
Platinum Mitsubishi
Porsche Monmouth
Raceway Kia of Freehold
Ray Catena Lexus of Freehold
Ray Catena Lexus of
Monmouth
Ray Catena Mercedes-Benz
Freehold
Red Bank Volvo, Inc.
Sansone Jr's 66 Auto Mall
Sea Coast Chevrolet
Sea View Auto Corp.
Shrewsbury Motors
Volkswagen of Freehold
World Volkswagen

DISTRICT 12

All American Ford Subaru of
Old Bridge
DCH Academy Honda
Hunter Jersey Peterbilt
Clarksburg
Quality Chevrolet

DISTRICT 13

All American Chevrolet, Inc.
Buhler Chrysler Jeep Dodge
Contemporary Motor Cars, Inc.
Ray Catena Motors of Marlboro
Tom's Ford

DISTRICT 14

Bergey's Truck Center
Hamilton
Cranbury Buick GMC
Haldeman Ford of Hightstown
Hamilton Honda
Hamilton Mazda Volkswagen
Princeton BMW
Route 130 Chrysler Dodge Jeep
Ram
Route 33 Nissan
Windsor Nissan

DISTRICT 15

Ciocca Chevrolet of Princeton
Coleman Buick GMC Cadillac
Haldeman Ford
Haldeman Lexus of Princeton
Hyundai of Trenton
J & S Mitsubishi
Lawrenceville Ford Lincoln
Mercedes-Benz of Princeton
Porsche of Princeton
Precision Acura
Route 1 Chrysler Dodge Jeep
Ram

Scott Harvey Auto Group
Team Toyota of Princeton
Volvo Cars Princeton

DISTRICT 16

Acme Nissan
Audi Princeton
Bridgewater Nissan
Chrysler Dodge Jeep Ram of
Princeton
Dayton Toyota
Flemington BMW
Fred Beans Hyundai of
Flemington
Fred Beans Nissan of
Flemington
Fred Beans Toyota of
Flemington
Fullerton Alfa Romeo Maserati
Fullerton Automotive Corp.
Fullerton Ford
Gabielli Kenworth of NJ
Honda of Princeton
Hyundai of South Brunswick
Jaguar Land Rover Princeton
Mercedes-Benz of Flemington
Volkswagen Princeton
Volvo Cars Bridgewater

DISTRICT 17

DCH Brunswick Toyota
Gateway Kia of North
Brunswick
Malouf Buick-GMC, Inc.
Malouf Chevrolet-Cadillac, Inc.
Malouf Ford-Lincoln, Inc.
Victory Subaru

DISTRICT 18

Bell Audi
Bentley Edison
Cambria Mack
Campbell Freightliner
Edison Nissan
Ferrari Maserati of Central NJ
Lexus of Edison
Open Road Acura of East
Brunswick
Open Road BMW of Edison
Open Road Honda
Open Road Mazda of East
Brunswick
Open Road Mini of Edison
Open Road Volvo Cars Edison
Ray Catena Infiniti
Ray Catena Jaguar of Edison
Ray Catena Motor Car
Reydel Volkswagen, Inc.
Route 18 Chrysler Jeep Dodge
Ram

DISTRICT 19

McGuire Cadillac
Miller Buick GMC Corp.
Richard Lucas Chevrolet
Route 1 Mazda-Woodbridge
Route 1 Toyota
Sansone Chrysler Jeep Dodge
Sansone Hyundai, Inc.
Sansone Kia
Sansone Nissan
Woodbridge Ford

DISTRICT 20

Maplecrest of Union
Maxon Buick GMC
Maxon Hyundai Mazda
Open Road Chevrolet
Open Road Subaru
Planet Honda

Ray Catena of Union
Reydel Volkswagen of Linden
Route 22 Honda
Route 22 Nissan
Route 22 Toyota
Volkswagen of Union

DISTRICT 21

Autoland Chrysler Jeep Dodge
Ram
Autoland Toyota
BMW of Springfield
Crown Cadillac, Inc.
Douglas Infiniti
Douglas Volkswagen
HFI Truck Center
Liccardi Ford, Inc.
Nissan World of Springfield
Salerno-Duane, Inc.
Smythe Volvo, Inc.
Springfield Acura
Team Welsh Jeep Chrysler
Volkswagen World of Newton

DISTRICT 22

Bell Mitsubishi
Crystal Motors
Global Auto Mall
Green Brook Buick GMC
Liccardi Chrysler Dodge
Liccardi Mitsubishi
Nissan of North Plainfield
VIP Honda

DISTRICT 23

Audi Bridgewater
Bill Vince's Bridgewater Acura
BMW of Bridgewater
Bridgewater Chevrolet
Bridgewater Kia
Clinton Acura
Honda of Bridgewater
Honda of Hackettstown
Johnson Buick GMC Cadillac,
Inc.
Johnson Dodge Chrysler
Lexus of Bridgewater
Motion Kia
Open Road of Bridgewater
Open Road Volkswagen of
Bridgewater
Phillipsburg Easton Honda, Inc.
Ray Catena Infiniti of
Bridgewater
Rossi Chevrolet Buick GMC
Smith Motor Company, Inc.
Subaru World of Hackettstown
Toyota World of Clinton

DISTRICT 24

Franklin Sussex Auto Mall, Inc.
Franklin Sussex Hyundai
Hoover Truck Center
Major Kia of Sussex
McGuire Chevrolet
Mercedes-Benz of Newton
Motion Chevrolet
Nielsen Ford
Nielsen Nissan
Open Road of Newton
Royal Buick GMC, Inc.
Subaru World of Newton
Sussex Honda
Toyota World of Newton

DISTRICT 25

Acura of Denville
Beyer Chrysler Jeep Dodge
Ram
Beyer Ford
Dover Dodge Chrysler Jeep

Family Ford, Inc.
Gateway Kia of Denville
H & H Mack Sales
Joyce Honda
Maplecrest Ford, Inc.
Mercedes-Benz of Morristown
Nielsen Chevrolet
Nielsen Mitsubishi
Open Road BMW of
Morristown
Open Road BMW of Roxbury
Open Road Mazda of
Morristown
Open Road Mini of Morristown
Paul Miller Volkswagen of
Bernardsville
Performance Ford Lincoln
Performance Maserati Alfa
Romeo
Rossi Chrysler Dodge Jeep
Ram
Route 10 Nissan
Salerno Duane Infiniti
Sawyer Lyons Buick GMC of
Randolph
Schumacher Chevrolet Buick
of Boonton
Schumacher Chevrolet of
Denville
Subaru of Morristown
Towne Hyundai
Towne Toyota
Toyota of Morristown, Inc.
Trend Motors

DISTRICT 26

Bentley Parsippany
DCH Montclair Acura
DeCozen Chrysler Jeep Dodge
Jaguar Land Rover Parsippany
Mercedes-Benz of Caldwell
Paul Miller Audi
Paul Miller Chevrolet
Paul Miller Honda of West
Caldwell
Paul Miller Porsche
Paul Miller Subaru
Paul Miller Toyota of West
Caldwell
Precision Chrysler Jeep Dodge
Ram
Route 23 Auto Mall
Route 23 Nissan
Verner-Cadby, Inc.

DISTRICT 27

DCH Millburn Audi
Hilltop Nissan, Inc.
Lexus of Route 10
Madison Honda
Nielsen Chrysler Jeep Dodge
Ram
Open Road Cadillac
Performance Buick GMC LLC
Performance Ford of East
Hanover LLC
Prestige Volvo
Schumacher Chevrolet of
Livingston

DISTRICT 28

DCH BMW of Bloomfield
Lynnes Hyundai
Lynnes Nissan
Lynnes Subaru
Nutley Kia

DISTRICT 30

All American Ford in Point
Pleasant
Colonial Airstream

DiFeo Kia
Honda Universe
Jim Curley Buick GMC
Larson Ford, Inc.
Lester Glenn Honda of Sea Girt
Pine Belt Cadillac of Toms River
Pine Belt Chevrolet of
Lakewood
Pine Belt Chrysler Jeep Dodge
Ram
Pine Belt Mazda
Pine Belt Subaru
Sea Breeze Ford
T & T Coast Buick GMC
Toyota World of Lakewood
Volvo Cars Manasquan

DISTRICT 31

Chevrolet of Jersey City
Hudson Chrysler Jeep Dodge
Hudson Hyundai Subaru
Hudson Nissan
Hudson Subaru
Hudson Toyota
Jersey City Kia
Metro Honda

DISTRICT 32

Audi Meadowlands
Beyer Bros. Corp.
Hudson County Motors
Hudson Honda
McGuire Buick GMC (NB)
United Ford

DISTRICT 34

Fette Ford, Inc.
Fette Infiniti
Garden State Honda-Clifton
Gensinger Motors, Inc.
Schumacher Chevrolet of
Clifton

DISTRICT 35

Brogan Cadillac Company
Nissan 46
Route 46 Mitsubishi

DISTRICT 36

Bellavia Chevrolet Buick
East Coast Toyota
Frank's Truck Center, Inc.
Gabrielli Truck Sales
Garden State Honda-Passaic
Quality Auto Mall
Scheeler Trucks Sales & Service
Teterboro Chrysler Jeep
Three County Volkswagen
Corp.

DISTRICT 37

Alfa Romeo Maserati
Englewood Cliffs
All American Ford, Inc.
Benzel-Busch Motor Car Corp.
BMW of Tenafly
Chrysler Jeep Dodge Ram of
Englewood Cliffs
D & C Honda of Tenafly
DARCARS Lexus of Englewood
Ford of Englewood, Inc.
Infiniti of Englewood
Jaguar Land Rover Englewood
Kia of Englewood
Parkway Toyota
Prestige Lincoln of Englewood
Prestige Volvo Cars Englewood
Quality Chevrolet Buick GMC
Riverside Nissan
Town Motors
Toyota of Hackensack
Trinity Cadillac

DISTRICT 38

All American Ford of Paramus
Chrysler Dodge Jeep of
Paramus
DCH Paramus Honda
Glen Toyota
Hawthorne Chevrolet
Jack Daniels Audi
Jack Daniels Kia
Jaguar Land Rover Paramus
Kundert Volvo Cars of
Hasbrouck Heights
Lamborghini Paramus
Mazda of Lodi
McLaren North Jersey
Mercedes-Benz of Paramus
North Jersey Truck Center
Paramus Chevrolet
Paramus Hyundai
Park Avenue Acura
Park Avenue BMW
Route 17 Nissan

DISTRICT 39

Acura of Ramsey
BMW of Ramsey
Buick GMC of Mahwah
Cadillac of Mahwah
Jack Daniels Audi-Upper
Saddle
Joe Heidt Motors
Liberty Hyundai
Liberty Kia
Liberty Subaru, Inc.
Mahwah Ford Sales & Service
Mahwah Honda
Maserati of Bergen County
Mini of Ramsey
Prestige Lexus of Ramsey
Prestige Toyota of Ramsey
Ramsey Alfa Romeo Fiat
Ramsey Chrysler Jeep Dodge
Ram
Ramsey Infiniti
Ramsey Mazda
Ramsey Nissan
Ramsey Subaru
Route 17 Mitsubishi
Volvo Cars Ramsey

DISTRICT 40

Crestmont Toyota Volkswagen
Kia of Riverdale
Lincoln of Wayne
McGuire Buick GMC (LF)
Open Road Acura of Wayne
Paul Miller BMW
Route 23 Honda
Route 46 Chrysler Jeep Dodge
Schumacher Chevrolet of Little
Falls
Toyota Universe
Tri-County Lexus
Wayne Ford
Wayne Mazda Hyundai
Wayne Subaru, Inc.

METHODOLOGY

Dealership financial data (and other information cited in this report) was collected from information reported by New Jersey franchised automotive retailers in 2021.

The economic impact of the industry is separated into two main categories: direct and indirect. Direct impact comprises economic activity at automotive dealerships themselves. Indirect impact occurs away from the dealership proper, and takes into account the extended contribution dealerships make to the State's economy.

The indirect economic impact of automotive retailers was estimated by Auto Outlook, Inc. Estimates were based on previous impact studies that relied upon regional economic computer models. Indirect estimates in this report are intentionally conservative, and therefore, may underestimate the overall contribution automotive retailers make to the New Jersey economy.

Auto Outlook, Inc. is a regional automotive market analysis firm providing market research services to automotive dealerships.

STUDY SPONSORED BY

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