

The background of the entire page is a high-quality photograph of a car's interior. On the left, a black leather steering wheel is visible, featuring a silver 'nycar' logo on the left side. Behind the wheel, the instrument cluster includes a speedometer with a blue needle and a tachometer. The center console has a large infotainment screen displaying a map of New Jersey with various locations like Elizabeth, New Brunswick, and Trenton. Below the screen are air vents and a control panel with buttons for 'INFO', 'SETUP', 'RESET', and a directional pad. Further down, there's a 'LOAD' button, a volume knob, and buttons for 'AM/FM', 'CD', 'SIRIUS', and 'AUX'. At the bottom, there are more buttons for media and a power window control. The overall aesthetic is modern and sophisticated.

THE ECONOMIC IMPACT

OF FRANCHISED NEW VEHICLE RETAILERS ON THE NEW JERSEY ECONOMY

Study Sponsored By New Jersey Coalition of Automotive Retailers • Confidential 2014 report compiled from 2013 data

MAY 2014

nycar

DEALERSHIP FINANCIAL SUMMARY - 2013

Average dealership sales: \$59,100,000

Average dealership contributions to charitable causes: \$25,800

Average dealership advertising expenses: \$710,000

Average number of vehicles serviced per dealership: 21,200

DEALERSHIP VEHICLE SALES SUMMARY - 2013

Average dealership retail new vehicle sales: 950 units

Average dealership retail used vehicle sales: 670 units

Shown above is a summary of average dealership financial statistics and vehicle sales results during 2013.

During 2013, franchised new vehicle dealerships in the State generated a total of over 53,000 jobs.

New Jersey residents earned nearly \$3 billion as a result of franchised new vehicle dealership operations in 2013, an increase of 6.1% versus 2012.

Average franchised new vehicle dealership payroll was \$4.31 million, up from \$4.075 million in 2012.

Franchised new vehicle dealerships collected or paid a total of nearly \$1.5 billion in State and local taxes in 2013, up 4.3% from 2012.

Franchised new vehicle dealerships spent over \$365 million on advertising during 2013.

Franchised new vehicle dealerships in the State had total sales of \$30.43 billion in 2013, a 4.6% increase compared to 2012.

Average franchised new vehicle dealership sales were \$59.1 million in 2013, up from \$56.5 million in 2012.

Collectively, franchised dealers contributed over \$13.3 million to charitable organizations in 2013.

A MESSAGE FROM THE NJ CAR PRESIDENT

New Jersey auto sales and the overall economic outlook of the industry continue to move in a positive direction. Auto sales in New Jersey were up nearly 9% in 2013 and are expected to break 500,000 in 2014 for the first time in seven years. Dealers are selling cars and trucks at an aggressive pace and continue to add good-paying jobs in the New Jersey auto retail sector.

Low interest rates, better access to credit, mild inflation, increasing consumer confidence and an uptick in personal income growth all combined to keep the auto retail market moving forward in 2013. If jobs growth and overall economic growth continue to improve in 2014, as many economists predict, sales should continue to increase and break the magical half-million threshold.

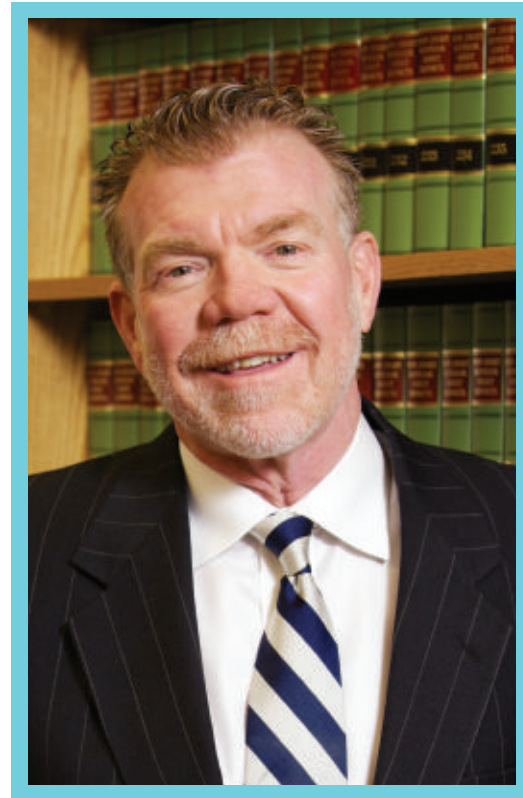
Pent up demand for new vehicles and a dramatically aging vehicle fleet on the roads are additional factors that should give dealers reason to believe the recovery will continue in 2014.

The average age of the vehicle fleet is at a historically high level – more than 10 years. More and more consumers will need to purchase a new car or truck out of necessity, as their current vehicles wear out. Others will realize the many technological and fuel-efficiency advantages in vehicles made today, compared to their decade-old counterparts, make a new vehicle purchase a wise investment.

This report offers hard data on employment, payroll, tax collections and industry sales in New Jersey in 2013 and also provides a bit of historical context, in order to see how the industry has progressed since the recession of 2007-2008.

James B. Appleton **President**

New Jersey Coalition of Automotive Retailers



This report provides a summary of the significant impact that franchised new automotive 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.

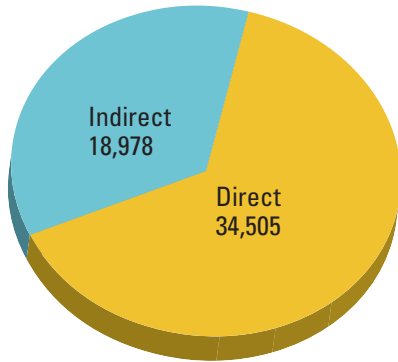
This report includes estimates of direct and indirect employment, personal income, and tax collections during 2013. Indirect impact accounts for the residual contribution resulting from dealership operations (frequently referred to as the "multiplier effect"). This report was prepared by Auto Outlook, Inc., an independent automotive market analysis firm, and is sponsored by the New Jersey Coalition of Automotive Retailers.



Contact information is on the back page.

EMPLOYMENT

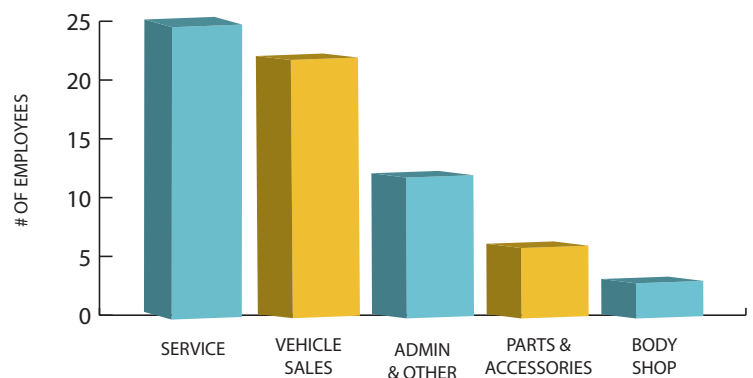
EMPLOYMENT TOTAL FOR NEW VEHICLE RETAILING INDUSTRY - 2013 (DIRECT: AT DEALERSHIPS; INDIRECT: ELSEWHERE IN ECONOMY)



Contribution to Statewide Retail Employment by Franchised New Vehicle Dealerships - 2011 thru 2013				
	2011	2012	2013	% change '12 to '13
Total Employment Resulting from Auto Dealership	53,649	54,281	53,483	-1.5%
Total Retail Employment in the State	440,000	443,000	448,000	1.1%
DEALERSHIP % OF RETAIL STATEWIDE TOTAL	12.2%	12.3%	11.9%	

Franchised new automotive dealerships in New Jersey employed a total of 34,505 individuals in 2013, with an additional 18,978 positions resulting from indirect economic impact. This total represented 11.9% of total retail employment in the State. Dealership employment (direct only) decreased slightly from 2012 to 2013, although employee salaries increased by an average of 5.8%. Average dealership employment was 67 individuals.

AVERAGE NUMBER OF DEALERSHIP EMPLOYEES BY DEPARTMENT - 2013



PAYROLL

The average franchised new vehicle dealership in New Jersey had payroll of \$4,310,000 in 2013, up 5.8% from 2012. Payroll for the new vehicle retailing industry was nearly \$2.2 billion, with the total (including indirect impact) approaching \$3 billion.



EMPLOYEE COMPENSATION - 2011 THRU 2013

	2011	2012	2013	% change '12 to '13
Total Payroll (including fringe benefits) For Average Franchised New Vehicle Dealership in New Jersey	\$3,950,000	\$4,075,000	\$4,310,000	5.8%
TIMES				
Total Number of Franchised New Vehicle Dealerships in New Jersey	509	515	515	0.0%
EQUALS				
Total Employee Compensation at Franchised New Vehicle Dealerships	\$2,010,550,000	\$2,098,625,000	\$2,219,650,000	5.8%
PLUS				
Additional Indirect Employee Compensation Resulting from Franchised New Vehicle Dealership Operations	\$603,165,000	\$650,573,750	\$696,970,100	7.1%
EQUALS				
TOTAL EMPLOYEE COMPENSATION TO NEW JERSEY RESIDENTS DUE TO NEW VEHICLE RETAILING INDUSTRY	\$2,613,715,000	\$2,749,198,750	\$2,916,620,100	6.1%

TAX REVENUE

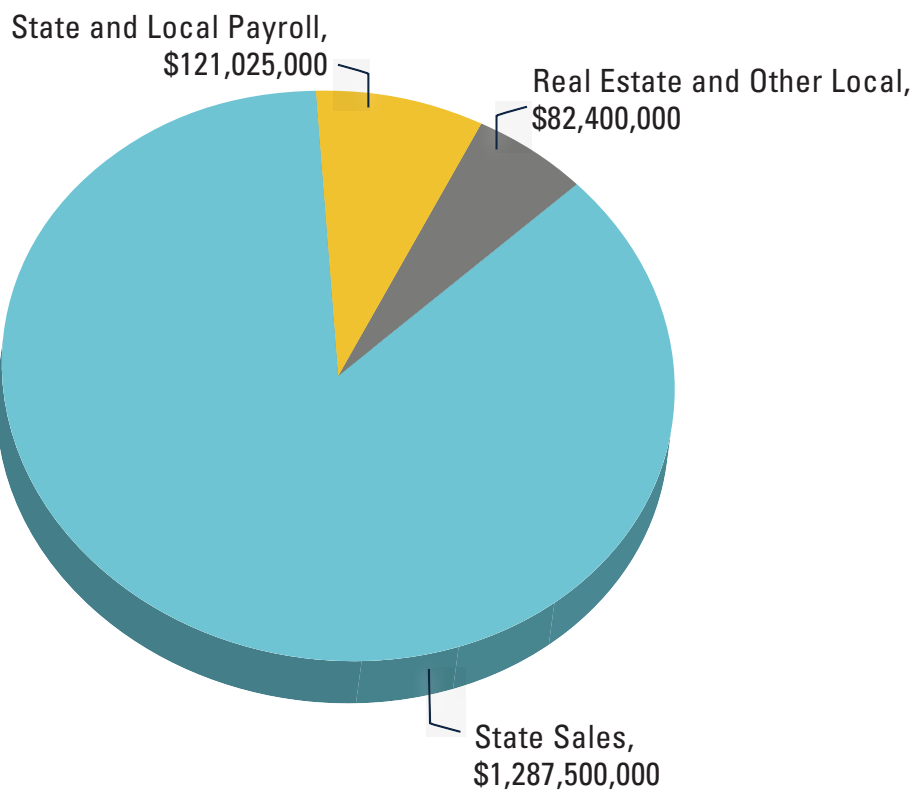
State and Local Taxes Collected and/or Paid by Franchised New Vehicle Dealerships - 2011 thru 2013

	2011	2012	2013	% change '12 to '13
State Sales Tax	\$1,157,975,000	\$1,236,000,000	\$1,287,500,000	4.2%
State and Local Payroll Taxes	\$111,980,000	\$115,875,000	\$121,025,000	4.4%
Real Estate and Other Local Taxes	\$73,805,000	\$77,250,000	\$82,400,000	6.7%
TOTAL DEALERSHIP STATE AND LOCAL TAX REVENUE	\$1,343,760,000	\$1,429,125,000	\$1,490,925,000	4.3%

Federal Tax Summary for All Franchised New Vehicle Dealerships - 2011 thru 2013

	2011	2012	2013	% change '12 to '13
Federal Payroll	\$547,175,000	\$566,500,000	\$602,550,000	6.4%
Federal Business Income Taxes	\$42,756,000	\$46,350,000	\$47,380,000	2.2%
TOTAL	\$589,931,000	\$612,850,000	\$649,930,000	6.1%

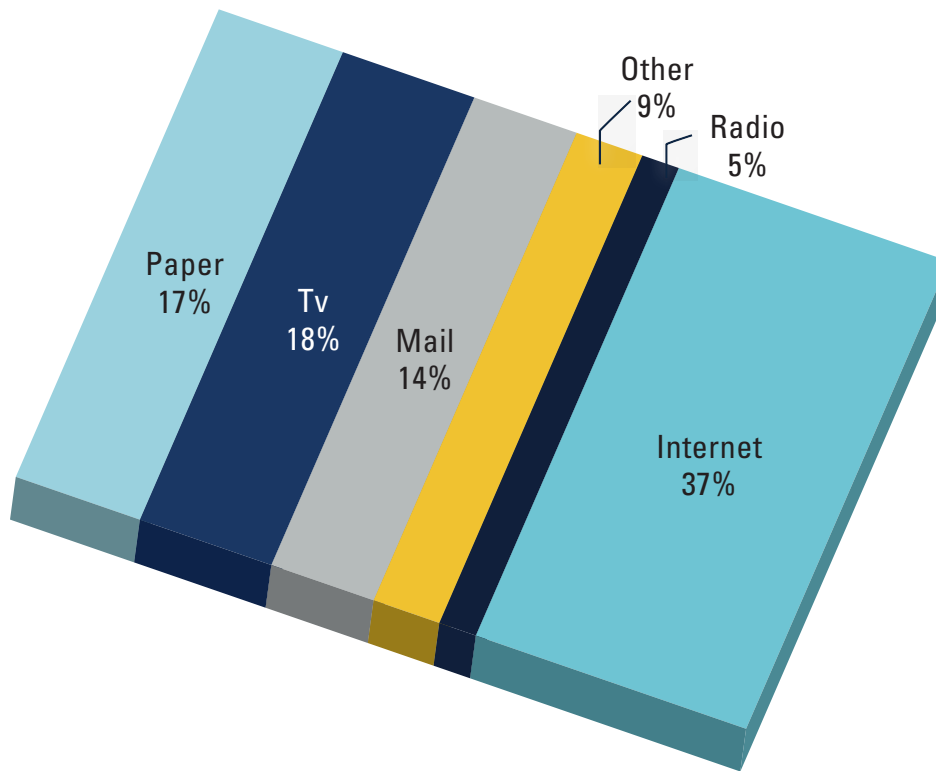
STATE AND LOCAL TAXES COLLECTED AND/OR PAID BY FRANCHISED NEW VEHICLE DEALERSHIPS - 2013



Franchised new vehicle dealerships collected or paid almost \$1.5 billion in State and local taxes during 2013, up 4.3% from 2012. State Sales Tax revenue exceeded \$1.28 billion. Federal tax revenue generated by franchised new vehicle dealerships was \$650 million.

ADVERTISING

PERCENTAGE OF FRANCHISED NEW VEHICLE
DEALERSHIP ADVERTISING EXPENSE BY MEDIA - 2013

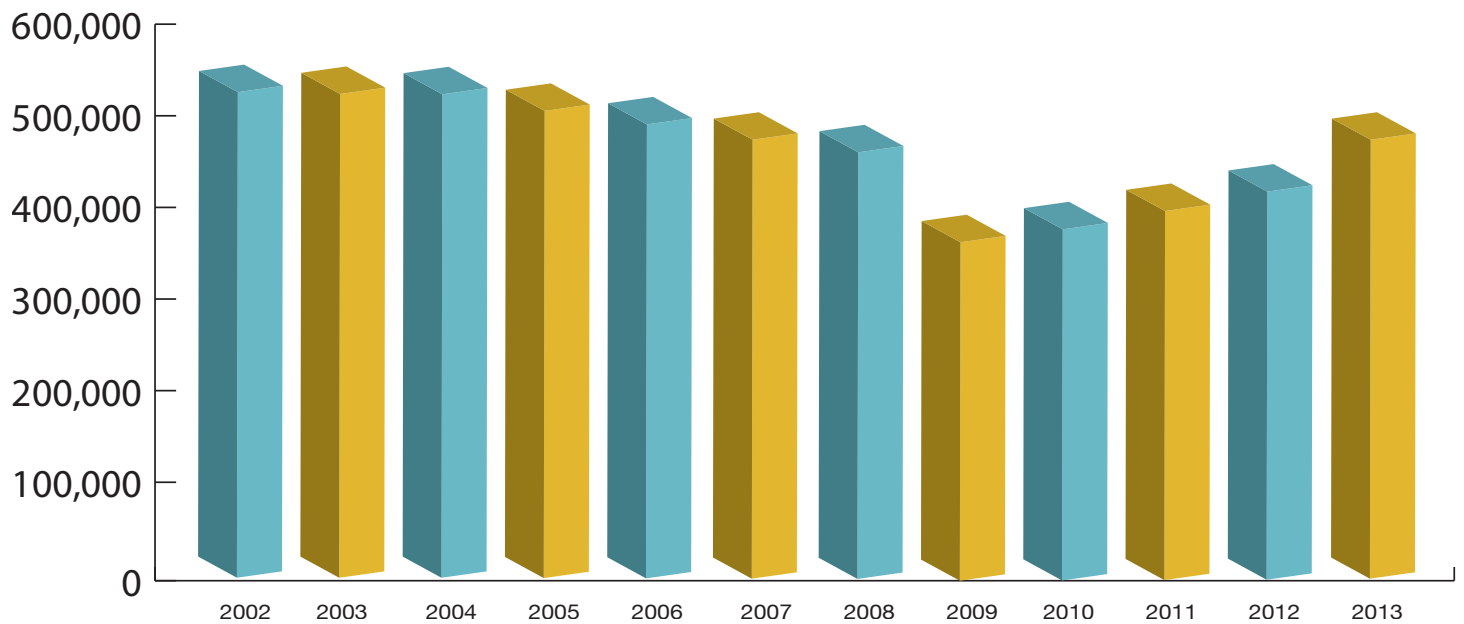


Franchised new vehicle dealerships spent more than \$365 million on advertising during 2013, up slightly from 2012. Internet advertising accounted for the largest percentage of dealership advertising (37%).



NEW VEHICLE MARKET REVIEW

NEW RETAIL LIGHT VEHICLE REGISTRATIONS IN NEW JERSEY - 2002 THRU 2013



New retail registrations of cars and light trucks in New Jersey exceeded 500,000 units from 2000 thru 2005. Registrations declined to a 20-year low in 2009. The market recovery began in 2010, with registrations increasing to 400,000, a 12% improvement from 2009. Last year's total was 487,295, up 9.2% from 2012.

Data Source: Polk



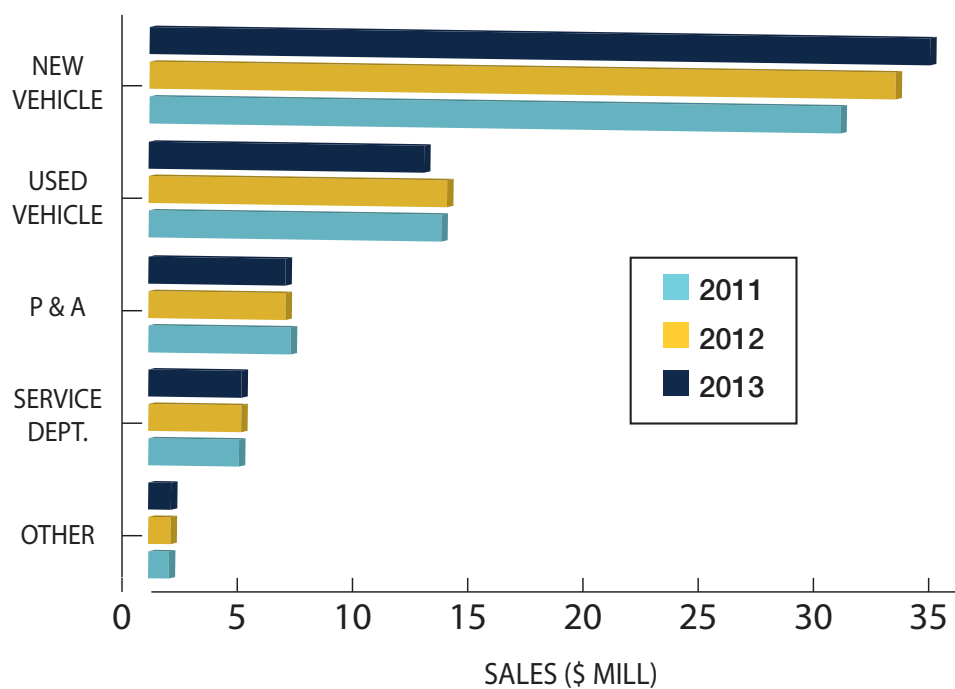
DEALERSHIP SALES



Franchised new vehicle dealerships in New Jersey had total sales exceeding \$30 billion during 2013.

Average dealership sales were \$59.1 million, with the new vehicle department accounting for 59% of the total. Average dealership sales increased by nearly 5% from 2012 to 2013.

AVERAGE FRANCHISED NEW VEHICLE DEALERSHIP SALES BY DEPARTMENT [\$]



Franchised New Vehicle Dealership Sales Summary - 2011 thru 2013

	2011	2012	2013	% change '12 to '13
Average franchised new vehicle dealership sales	\$53,900,000	\$56,500,000	\$59,100,000	4.6%
TOTAL AUTOMOTIVE RETAILING SALES IN NJ	\$27,435,100,000	\$29,097,500,000	\$30,436,500,000	4.6%

NJ CAR MEMBER LIST

District 1

Action Hyundai
Avalon Honda
Burke Motors, Inc.
Gentilini Chevrolet
Gentilini Ford, Inc.
Kindle Ford Lincoln Isuzu
Lilliston Chrysler Dodge Jeep
Lilliston Ford, Inc.
Perry-Egan Chevrolet, Inc.
RK Chevrolet, Inc.
Rossi Honda
Team Nissan
Toyota Scion of Vineland
Vann Dodge Chrysler Jeep

District 2

Admiral Infiniti Volvo
Admiral Nissan, Inc.
Atlantic Chrysler Jeep Audi VW
Bennett Chevrolet, Inc.
BMW of Atlantic City
Boardwalk Acura
Boardwalk Honda
Chapman Ford Lincoln Mazda
Kerbeck Cadillac Chevrolet
Buick GMC
Kerbeck Mitsubishi Subaru
Lexus of Atlantic City
Matt Blatt Kia-Egg Harbor Twp.
Mercedes-Benz Porsche of
Atlantic City
Shore Toyota
Sport Hyundai Dodge
Volkswagen of Salem County

District 3

Bay Shore Ford of Pennsville, Inc.
Bob Novick Chevrolet, Inc.
Freightliner of Bridgeport
Liberty Kenworth of South Jersey
Pellegrino Chrysler Jeep
Pointe Buick GMC
Spirit Chrysler Dodge Jeep
World Volkswagen of Toms River

District 4

Audi Turnersville
Holman Ford Lincoln-Turnersville
Nissan of Turnersville
Pellegrino Buick GMC
Prestige Volkswagen Mitsubishi
Subaru
Toyota of Turnersville
Turnersville Auto Mall
Turnersville Kia
Turnersville Mazda

District 5

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

District 6

Bergey's Truck Center-Pennsauken
Cherry Hill Classic Cars
Cherry Hill Dodge Chrysler Jeep
Cherry Hill Imports
Cherry Hill Kia

Cherry Hill Mitsubishi
Cherry Hill Nissan
Cherry Hill Volvo
Echelon Ford, Inc.
Elite Acura
Fiat of Maple Shade
Holman Ford Lincoln-Maple Shade
Holman Infiniti
Land Rover Cherry Hill
Mall Chevrolet, Inc.
Maple Shade Mazda
Mercedes-Benz of Cherry Hill
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 Scion
Lexus of Cherry Hill
Liberty Toyota Scion
Lucas Ford
Mini of Mount Laurel

District 8

Arena Buick GMC
Burns Buick GMC
Burns Honda
Burns Hyundai
Burns-Kull Automotive Group
Classic Cars Nissan
Elkins Chevrolet
Hainesport Auto & Truck Center
JMK Fiat
Lucas Chevrolet
Lucas Chrysler Jeep Dodge
Medford Ford
Miller Ford Lincoln

District 9

Acura of Ocean
Barlow Buick GMC-Manahawkin
Causeway Ford Lincoln
Causeway Honda
Causeway Nissan
Gold Coast Automotive, LLC
Land Rover Monmouth
Lester Glenn Ford
Lester Glenn Hyundai-Manahawkin
Manahawkin Chrysler Dodge
Manahawkin Kia
Mini of Monmouth
Ray Catena Lexus of Monmouth
Ray Catena Maserati
Sea Coast Chevrolet

District 10

Circle Dodge, Inc.
Downs Ford
Gateway Toyota Scion
Honda of Toms River
Lester Glenn Auto Group
Lester Glenn Buick GMC
Lester Glenn Chevrolet
Lester Glenn Chrysler Jeep Dodge
Ram
Lester Glenn Hyundai-Toms River

Lester Glenn Mazda
Lester Glenn Subaru
Pine Belt Automotive
Pine Belt Cadillac of Toms River
Toms River Kia
Weisleder Ford Mazda

District 11

Buhler Ford
Buhler Mitsubishi
Circle BMW
Circle Chevrolet Company
Circle Infiniti
DCH BMW of Freehold
DCH Freehold Nissan
DCH Freehold Toyota
DCH Kay Honda
Freehold Buick GMC
Freehold Chrysler Jeep
Freehold Dodge, Inc.
Freehold Ford
Freehold Hyundai
Freehold Kia
Freehold Subaru
Galaxy Toyota
George Wall Ford Lincoln
Honda of Freehold
Irwin Lincoln Mazda
Maurice Schwartz & Sons, Inc.
Mercedes-Benz of Freehold
Nissan World of Red Bank
Pine Belt Chevrolet of Freehold
Ray Catena Lexus of Freehold
Red Bank Volvo, Inc.
Sansone Jr's 66 Auto Mall
Schneider & Nelson Audi
Schneider & Nelson Motor Cars
Sea View Auto Corp.
Volkswagen of Freehold
World Jeep Chrysler Dodge Ram
World Subaru
World Volkswagen

District 12

All American Ford Subaru of
Old Bridge
DCH Academy Honda
Hunter Jersey Peterbilt-Clarksburg
Oasis Chevrolet
Shrewsbury Motors

District 13

All American Chevrolet, Inc.
Buhler Chrysler Jeep Dodge
Contemporary Motor Cars, Inc.
Pine Belt of Keyport
Straub Motors, Inc.
Tom's Ford
Werner's Automotive, Inc.

District 14

Bergey's Truck Center-Hamilton
Davis Mitsubishi
Haldeman Ford of Hightstown
Haldeman Nissan
Hamilton Honda
Hamilton Mazda Volkswagen, Inc.
Perrine Buick GMC
Princeton BMW
Windsor Nissan

District 15

Coleman Auto Group, Inc.
Coleman Buick GMC Cadillac

Davis Hyundai
Greenfield Dodge Chrysler Jeep
Haldeman Ford
Lawrence Lexus
Lawrenceville Ford Lincoln
Mercedes-Benz of Princeton
Porsche of Princeton
Precision Acura
Princeton Chevrolet, Inc.
Sports & Specialist Cars, Inc.
Team Toyota of Princeton
Volvo of Princeton

District 16

Acme Nissan
Action Hyundai Mazda of Flemington
Baker Chrysler Jeep Dodge, Inc.
Brad Benson Hyundai
Bridgewater Nissan
Bridgewater Volvo
Dayton Toyota
Ditschman Flemington
Ford Lincoln
Fiat of Somerville
Flemington BMW
Flemington Buick Chevrolet
GMC Cadillac
Flemington Dodge Chrysler Jeep
Flemington Infiniti
Flemington Nissan
Flemington Porsche Audi VW
Flemington Subaru
Fred Beans Kia of Flemington
Fred Beans Toyota of Flemington
Fullerton Chrysler Jeep Dodge
Fullerton Ford
Gabrielli Kenworth of NJ
Honda of Princeton
Land Rover Princeton
Mercedes-Benz of Flemington
Open Road Volkswagen of
Bridgewater
Paul Miller Volkswagen of
Bernardsville
Princeton Audi
Princeton Mini
Princeton Volkswagen

District 17

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

District 18

Bell Audi
Bentley Edison
Cambria Mack
Campbell Freightliners
Edison Nissan
Ferrari Maserati of Central NJ
HK Truck Services, Inc.
Lexus of Edison
Open Road BMW of Edison
Open Road Honda
Open Road Mazda
Ray Catena Infiniti
Ray Catena Jaguar of Edison
Ray Catena Motor Car
Reydel Volkswagen, Inc.

Route 18 Chrysler Jeep
Dodge Ram
Ryan's Open Road Acura
Smart Center Edison
Volvo of Edison

District 19

Bell Ford
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

District 20

Cambria Mack Trucks, Inc.
Linden Volkswagen
Maplecrest of Union
Maxon Hyundai Mazda
Multi Chevrolet
Multi Subaru
Planet Honda
Ray Catena of Union
Route 22 Honda
Route 22 Kia
Route 22 Nissan
Route 22 Toyota
Union GMC Buick
Union Volkswagen

District 21

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

District 22

Bell Mitsubishi
Crystal Motors
Global Auto Mall
Green Brook Buick GMC
Liccardi Chrysler Dodge
Mid Atlantic Truck Center
North Plainfield Nissan
VIP Honda

District 23

Autosport Honda
Bill Vince's Bridgewater Acura
BMW of Bridgewater
Callaremi Cadillac Buick GMC
Clinton Acura
Clinton Honda
Hackettstown Hyundai
Johnson Dodge Chrysler
Kemper Kia
Lexus of Bridgewater
Motion Kia
Muller Toyota, Inc.
Opdyke's Sales & Service
Open Road Auto Group
Open Road of Bridgewater
Phillipsburg Easton Honda, Inc.
Phillipsburg Easton Hyundai
Ray Catena Infiniti of Bridgewater

Rossi Chevrolet Buick GMC
Royal Chevrolet
Smith Motor Company, Inc.
Subaru 46

District 24

Audi Newton
Franklin Sussex Auto Mall, Inc.
Franklin Sussex Hyundai
Hackettstown Honda
Hoover Truck Center
Intercar Mercedes-Benz
Lynnes Nissan West
Magarino Ford
McGuire Chevrolet Cadillac
New York Bus Sales, LLC
Newton Kia
Open Road of Newton
Route 46 Chevrolet
Royal Buick GMC, Inc.
Subaru World of Newton
Sussex Honda
Toyota World of Newton
Volkswagen of Newton

District 25

Acura of Denville
Audi of Bernardsville
Audi of Mendham
Ayers Chevrolet
Beyer Chrysler Jeep Dodge Ram
Beyer Ford
BMW of Morristown
BMW of Roxbury
Dalessio Chevrolet Buick
Dover Dodge Chrysler Jeep, Inc.
Family Ford, Inc.
Fiat of Morris County
Gateway Kia of Denville
Gearhart Chevrolet
H & H Mack
Jim Salerno Buick GMC
John Johnson Dodge
Joyce Honda
Maplecrest Ford Inc.
Mercedes-Benz of Morristown
Mini of Morristown
Nissan World of Denville
Open Road Mazda of Morristown
Performance Ford Lincoln
Salerno Duane Infiniti
Subaru of Morristown
Towne Hyundai
Towne Toyota
Toyota of Morristown, Inc.
Trend Motors

District 26

Bentley Parsippany
Caldwell Toyota
DCH Montclair Acura
DeCozen Chrysler Jeep Dodge
Globe Motor Car Company
Konner Chevrolet, Inc.
Land Rover Parsippany
Paul Miller Audi
Paul Miller Honda of West
Caldwell
Paul Miller Porsche
Paul Miller Subaru
Precision Chrysler Jeep Dodge
Ram
Route 23 Auto Mall
Verner-Cadby, Inc.

District 27

DCH Millburn Audi
Ed Carney Ford, Inc.
Hilltop Nissan, Inc.

Lexus of Route 10
Madison Honda
Madison Jaguar
Nielsen Chrysler Jeep Dodge Ram
Norman Gale Buick GMC
Prestige Volvo
Royal Cadillac Corp.
Wigder Chevrolet, Inc.

District 28

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

District 30

Coast Honda
Colonial Auto Mall, Inc.
Garden State Volvo
Global Truck Center
Honda Universe
Jim Curley Buick GMC
Jim Curley Kia
Larson Ford, Inc.
Pine Belt Chevrolet of Lakewood
Pine Belt Chrysler Jeep
Pine Belt Subaru
Sea Breeze Ford
T & T Coast Buick GMC
Toyota Scion World of Lakewood

District 31

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

District 32

Audi Meadowlands
Beyer Bros. Corp.
Hudson County Motors
Hudson Honda
McGuire Buick GMC
Meadowland Ford Truck Sales

District 34

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

District 35

46 Mitsubishi
Brogan Cadillac Company
Nissan 46

District 36

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

District 37

All American Ford, Inc.
Benzel-Busch Motor Car Corp.
BMW of Tenafly
D & C Honda of Tenafly
East Coast Automotive, Inc.
Englewood Auto Group

Englewood Cliffs Cadillac
Englewood Volvo
Ford of Englewood, Inc.
Infiniti of Englewood
Lexus of Englewood
Paramus Nissan
Parkway Toyota
Tenafly Kia
Town Motors
Toyota of Hackensack

District 38

All American Ford Lincoln
Chrysler Jeep Dodge of Paramus
DCH Paramus Honda
Elite Nissan of Bergenfield
Glen Toyota
Hawthorne Chevrolet
Jack Daniels Audi
Jack Daniels Kia
Jack Daniels Volkswagen
Kundert Volvo
Land Rover Paramus
Mazda of Lodi
Meadowlands Nissan
Nissan of Hawthorne
North Jersey Truck Center
Paramus Auto Mall
Paramus Hyundai
Paramus Mitsubishi
Park Avenue Acura
Park Avenue BMW
Paul's Motors Sales & Service
Prestige Motors Corp.
Route 4 Auto

District 39

Acura of Ramsey
Buick GMC of Mahwah
Cadillac of Mahwah
Emporio Motor Group
Jack Daniels Audi-Upper Saddle
River
Jack Daniels Porsche
Joe Heidt Motors
Liberty Hyundai
Liberty Subaru Inc.
Mahwah Ford Sales & Service, Inc.
Mahwah Honda
Maserati of Bergen County
Prestige BMW
Prestige Lexus
Prestige Mini
Prestige Toyota
Ramsey Chrysler Jeep Dodge
Ramsey Fiat
Ramsey Infiniti
Ramsey Mazda
Ramsey Nissan
Ramsey Saab
Ramsey Subaru
Ramsey Volvo

District 40

Bob Ciasulli Auto Group
Crestmont Toyota Volkswagen
Maroon Kia
McGuire Buick GMC
Open Road Acura of Wayne
Paul Miller BMW
Route 23 Honda
Route 46 Chrysler Jeep Dodge
Schumacher Chevrolet, Inc.
Tri-County Lexus
Wayne Ford
Wayne Mazda Hyundai
Wayne Motors, Inc.
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 2013. The information was sufficiently detailed to allow the formation of a statistically reliable database for financial and operational indicators.

The economic impact of the franchised automotive retail 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.

STUDY SPONSORED BY:

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Trenton, NJ 08628
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The indirect economic impact of franchised 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 franchised automotive retailers make to the New Jersey economy.

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

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