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Canadian Automobile Dealers Association  
Corporation des associations de détaillants d'automobiles

FINAL REPORT  
November 2023

# The Economic Impacts of New Car Dealers in New Brunswick



RESEARCH PARTNER



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## MESSAGE FROM THE CANADIAN AUTOMOBILE DEALERS ASSOCIATION

Automotive retail dealers are an integral part of the economic and social fabric of their communities. Our over 3,400 members are present in almost all towns and cities across Canada selling and servicing vehicles while providing substantial employment opportunities and directly contributing important amounts to local, provincial and national Output, GDP and Tax Revenue and generating additional indirect and induced economic contributions.

Our members run the range from family owned, single point businesses with 30 employees to publicly traded corporations operating over 70 dealerships. This Economic Impact Study, prepared by our research partner MNP, provides the data that shows the full scope of the contributions of the automotive retailing to the Provincial and Canadian economies.

We trust you will find this information useful and encourage you to engage with CADA, our Provincial Associations and our individual members to find out more about how automotive retailers are, and will continue to be, an essential part of our economy and society.

Sincerely,

Tim Reuss  
President and Chief Executive Officer  
CADA



## MESSAGE FROM THE NEW BRUNSWICK AUTOMOBILE DEALERS ASSOCIATION

The economic impact study, a significant undertaking by CADA and MNP in support of our automotive industry, spanning coast to coast, is completed. This comprehensive study brings tremendous benefits to car dealers in New Brunswick, and we extend our heartfelt gratitude to all who participated and contributed to its success.

The data and insights gathered provide a well-rounded, national perspective that enables dealers to navigate their local markets with a unique advantage, especially as the industry faces uncertain times.

We wish to express our deep appreciation to New Brunswick Dealers for their active participation, feedback, and invaluable institutional knowledge. Your involvement has ensured that our province is an integral part of the collection of data for Atlantic Canada, making this study truly coast-to-coast. In recognition of your dedicated participation, dealers gain access to valuable information that will inform critical decisions for the future of their businesses.



### Using 2022 data, here are the key figures from the study:

- New car dealers sold 32,890 new vehicles in New Brunswick.
- New car dealers directly employed 4,120 people.
- Approximately 56 percent of the jobs at new car dealers are skilled positions requiring a post-secondary credential, professional certification, or significant experience.

NBADA wholeheartedly encourages its members to use the insights provided by this research when advocating for our industry and our workers. We believe that this economic impact Study will serve as a fantastic resource, opening new doors of opportunity for auto dealers and promoting engagement with policy makers to shape a brighter future for our industry. Thank you for your valuable contributions to this important endeavor.

Sincerely,

Darcy LeBlanc  
Executive Director  
NBADA

## EXECUTIVE SUMMARY

The Canadian Automobile Dealers Association (CADA), in conjunction with the New Brunswick Automobile Dealers Association (NBADA), engaged MNP LLP (MNP) to carry out an economic impact study of new car dealer operations in New Brunswick.

### KEY STATISTICS

In 2022:

- New car dealers sold 32,890 new vehicles in New Brunswick.
- New car dealers directly employed 4,120 people.
- Total revenues of new car dealers were \$3.4 billion, of which 50 percent was attributable to the sale of new vehicles and the remainder was attributable to the sale of parts, accessories, used vehicles and maintenance services.
- Approximately 56 percent of the jobs at new car dealers are skilled positions requiring a post-secondary credential, professional certification, or significant experience.

### ECONOMIC IMPACTS

Figure A shows the estimated economic impacts of New Brunswick's new car dealers in 2022. Between approximately 78 percent and 84 percent of the impacts occur in New Brunswick and the remainder occur in other parts of Canada as a result of supply chain linkages.

**Figure A: Estimated Economic Impacts of New Brunswick 's New Car Dealer Operations, 2022**

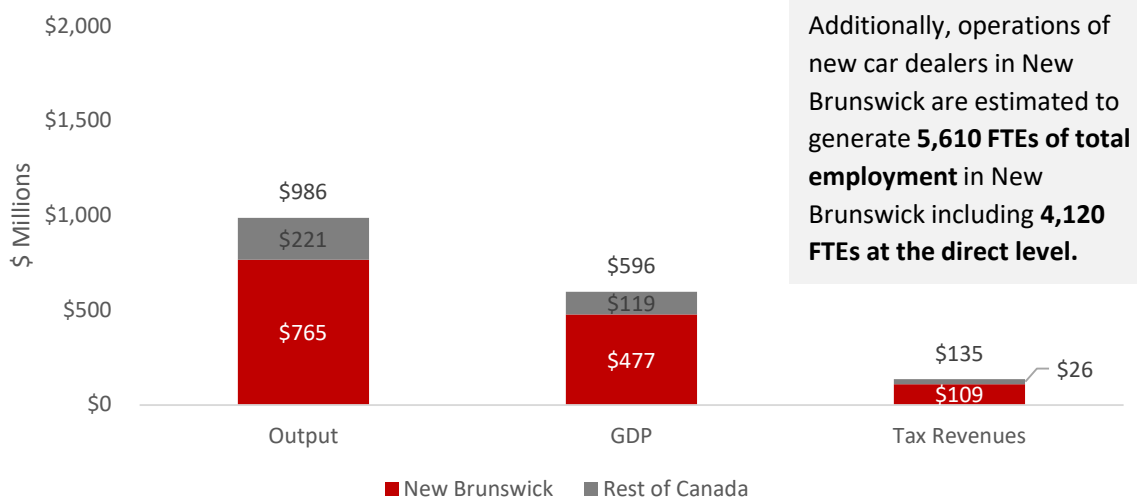
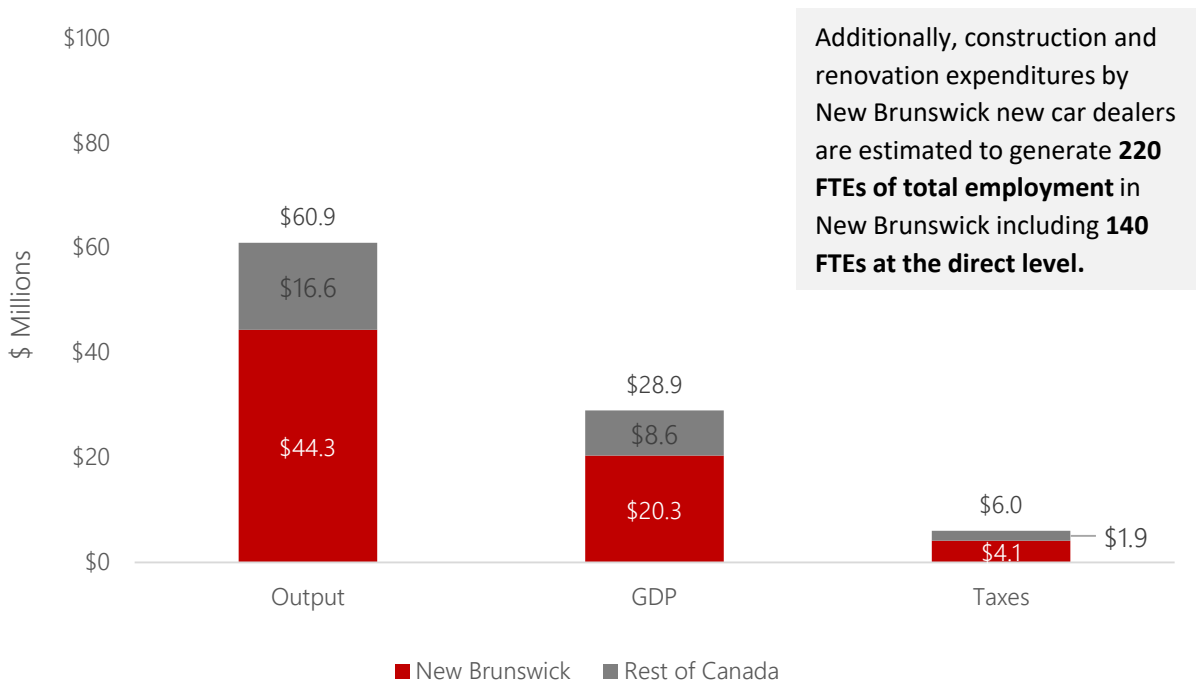


Figure B shows the estimated annual economic impacts of construction and renovation expenditures by New Brunswick new car dealers. Between approximately 68 percent and 76 percent of the impacts occur in New Brunswick and the remainder occur in other parts of Canada as a result of supply chain linkages.

**Figure B: Estimated Annual Economic Impacts of Construction and Renovation Expenditures by New Brunswick New Car Dealers**





## 1. INTRODUCTION

### 1.1 BACKGROUND AND PURPOSE

The Canadian Automobile Dealers Association (CADA), which represents over 3,400 franchised new car and truck dealers across Canada, in conjunction with its provincial association, the New Brunswick Automobile Dealers Association (NBADA), engaged MNP LLP (MNP) to carry out an economic and social impact analysis of new car dealer operations in New Brunswick.

The scope of the study included:

- Estimating the economic impacts generated by New Brunswick's new car dealers.
- Describing the types and occupations supported by new car dealers.
- Developing a case study to articulate new car dealers' broader social and community impacts.

### 1.2 APPROACH

In preparing this report, MNP carried out the following activities:

- Gathered information on the number of locations, revenues, expenditures, and employment of New Brunswick's new car dealers from NBADA, CADA and publicly available sources.
- Identified gaps in data and information and developed strategies to fill those gaps.
- Developed estimates of the economic impacts created by New Brunswick's new car dealers.
- Developed a workforce profile and value chain description.
- Developed a case study on the broader social and community contributions of new car dealers.
- Developed a report detailing the findings of the study.

### 1.3 STRUCTURE OF THE REPORT

The remaining sections of this report are organized as follows:

- Section 2 provides an overview of New Brunswick's new car dealers.
- Section 3 summarizes the economic impacts created by New Brunswick's new car dealers and their workforce profile.
- Section 4 presents a case study on the broader social and community contributions of New Brunswick's new car dealers.
- The appendices provide additional detail on the economic impact methodology including relevant assumptions.



## 1.4 LIMITATIONS

This report is not intended for general circulation, nor is it to be published in whole or in part without the prior written consent of CADA and MNP. The report is provided for information purposes and is intended for general guidance only. It should not be regarded as comprehensive or a substitute for personalized, investment or business advice.

We have relied upon the completeness, accuracy and fair presentation of all information and data obtained from NBADA, CADA, and public sources believed to be reliable. The accuracy and reliability of the findings and opinions expressed in the presentation are conditional upon the completeness, accuracy and fair presentation of the information underlying them. As a result, we caution readers not to rely upon any findings or opinions for business or investment purposes and disclaim any liability to any party who relies upon them as such.

The findings and opinions expressed in the presentation constitute judgments as of the date of the report and are subject to change without notice. MNP is under no obligation to advise of any change brought to its attention that would alter those findings or opinions.



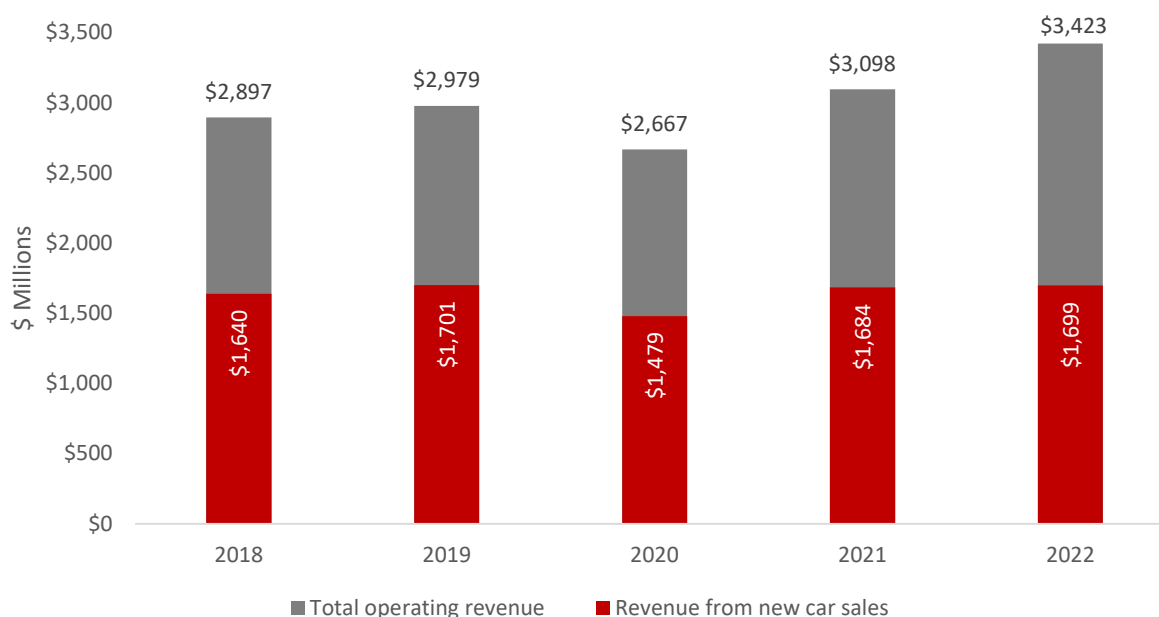
## 2. ABOUT NEW CAR DEALERS IN NEW BRUNSWICK

### 2.1 OVERVIEW OF NEW CAR DEALERS IN NEW BRUNSWICK

New car dealers are part of the retail automotive industry. This industry consists of businesses primarily involved in selling new cars, SUVs, light-duty trucks, and vans (including mini-vans) to individual customers or car leasing companies. These businesses also commonly sell used cars, replacement parts, accessories, and offer repair services.<sup>1</sup>

Figure 1 shows revenues for new car dealers in New Brunswick between 2018 and 2022. During this period, revenues from the sale of new vehicles accounted for between 50 percent and 57 percent of total operating revenues. From 2018 to 2019, revenues rose three percent. In 2020, as a result of COVID-19 restrictions and supply chain issues, the overall operating revenue of dealerships decreased by ten percent compared with 2019. As the economy started to open back up in 2021, total revenues and the revenues from the sale of new cars began to recover. In 2022, the total operating revenues increased by 15 percent relative to 2019, while revenues from the sale of new cars were at pre-pandemic levels.

**Figure 1: Operating Revenues for New Car Dealers in New Brunswick (\$ Millions), 2018 to 2022**

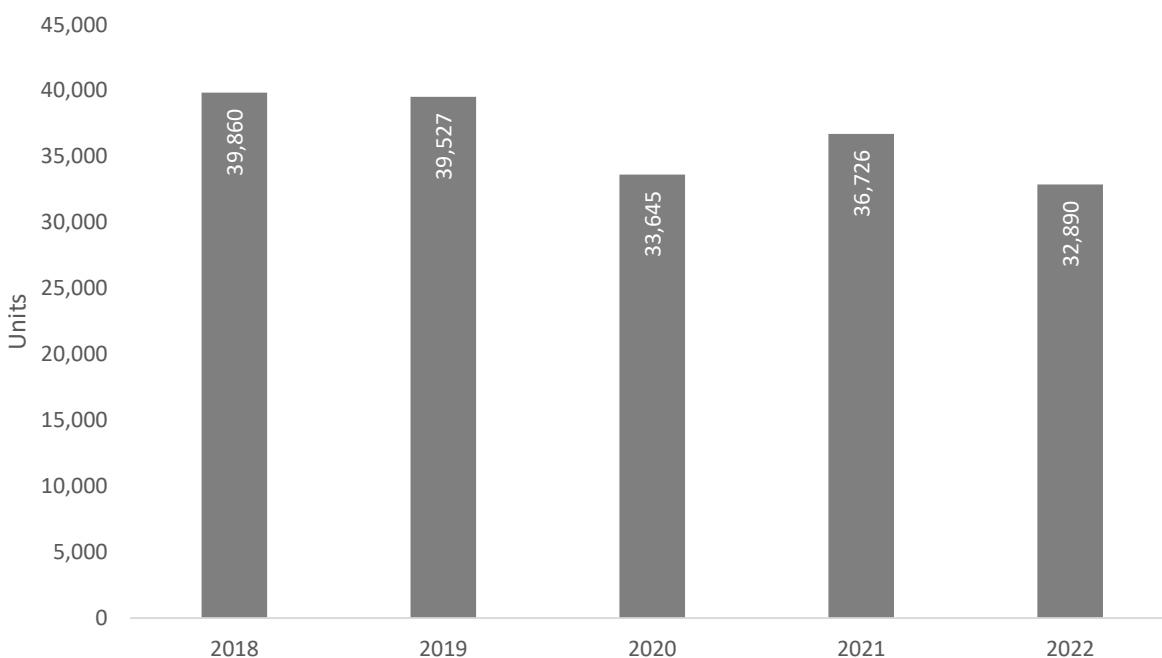


Source: Statistics Canada. Table 20-10-0066-01. Annual retail trade survey, financial estimates.

<sup>1</sup> Statistics Canada. NAICS Canada. Automotive dealers.

Figure 2 shows the number of new motor vehicles sold in New Brunswick from 2018 to 2022. Between 2018 and 2020, new motor vehicle sales declined by approximately one percent. In 2020, COVID-19 led to a sharper drop in sales (by 15 percent compared with 2019). Shutdowns at manufacturing plants which led to reduced auto production and supply constraints for new vehicles impacted the sale of new vehicles.<sup>2</sup> In 2021, demand for new vehicles rebounded but in 2022, the number of sales decreased by 10 percent, resulting in a roughly 17 percent decrease compared with pre-pandemic levels.<sup>3</sup> One of the reasons for this decline was a shortage of components such as semiconductor chips. According to Statistics Canada, motor vehicle manufacturing levels in Canada in 2022 were more than 25 percent lower than in 2019.<sup>4</sup>

**Figure 2: New Motor Vehicles Sales for New Car Dealers in New Brunswick, 2018 to 2022**



Source: Canadian Automobile Dealers Association

<sup>2</sup> International Organization of Motor Vehicle Manufacturers, Global Auto Production in 2020 Severely Hit by COVID-19 Crisis with a 16% Drop in World Auto Production. March 2021. Available here: <https://www.oica.net/wp-content/uploads/OICA-Press-Release-2021-03-24.pdf> (Accessed: May 16, 2022).

<sup>3</sup> Statistics Canada. Table 20-10-0001-01 New motor vehicle sales

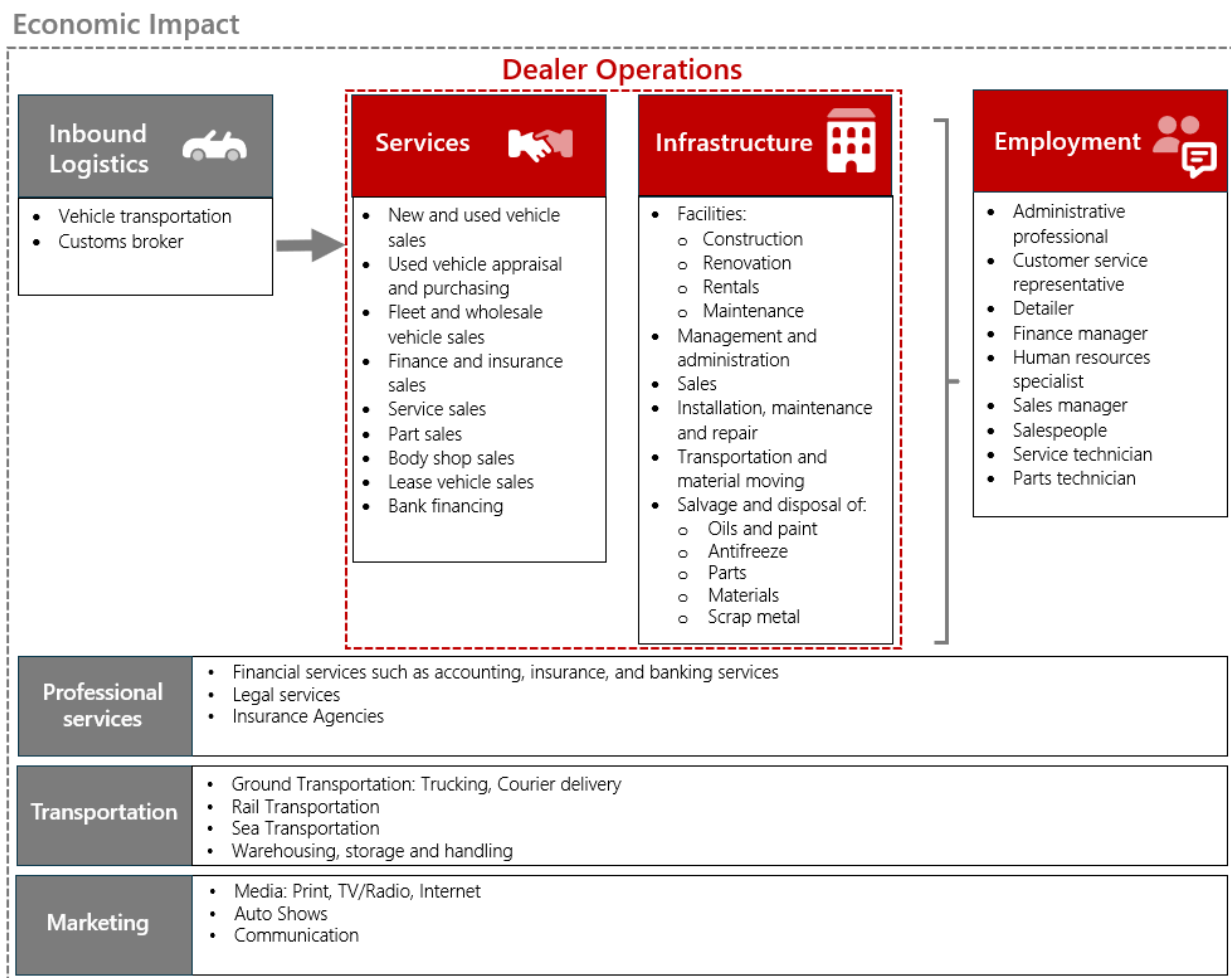
<sup>4</sup> Bernard M.C., Dankyi E. (April 11, 2023). Statistics Canada. Enduring effects of the pandemic: The case of the passenger car rental industry in New Brunswick. Retrieved from <https://www150.statcan.gc.ca/n1/pub/11-621-m/11-621-m2023006-eng.htm>



## 2.2 LINKAGES WITH OTHER INDUSTRIES

How new car dealers generate economic activity can be illustrated in terms of a value chain which illustrates the linkages between dealers and their suppliers. The value chain for new car dealers is provided in Figure 3. Vehicles and parts and accessories sold by new car dealers are brought to New Brunswick from other parts of Canada and the US by rail and truck. Vehicles produced outside of North America are also sent by sea. To support their operations, new car dealers purchase services from a range of suppliers including banking and financial institutions, lawyers, insurance agencies, media outlets, advertising agencies, couriers, waste management companies and repair and maintenance service providers.

Figure 3: Linkages Between New Car Dealers and Other Industries





## 3. ECONOMIC IMPACT ANALYSIS

### 3.1 OVERVIEW OF ECONOMIC IMPACT ANALYSIS

In general, economic impacts are viewed as being restricted to quantitative, well-established measures of economic activity. The most commonly used of these measures are output, GDP, employment, and government revenue:

- **Output** is the total gross value of goods and services produced by a given company or industry measured by the price paid to the producer. This is the broadest measure of economic activity.
- **Gross Domestic Product (GDP)**, or value added, refers to the additional value of a good or service over the cost of inputs used to produce it from the previous stage of production. Thus, GDP is equal to the unduplicated value of the goods and services produced.
- **Employment** is the number of additional jobs created. Employment is measured in terms of full-time equivalents (FTEs). One FTE is equivalent to one person working full-time for one year or one person-year of employment.
- **Government Revenues** are the total amount of revenues generated for different levels of government. Revenues arise from personal income taxes, indirect taxes less subsidies, corporate income taxes, taxes on products and royalties. Please note that because tax revenues can frequently change due to modifications in tax policy, the government revenues in this report are estimates only and subject to change. They should be viewed as approximate in nature.

Economic impacts may be estimated at the direct, indirect, and induced levels:

- **Direct impacts** are due to changes that occur in "front-end" businesses that would initially receive expenditures and operating revenue as a direct consequence of the operations and activities of an industry, organization, or project.
- **Indirect impacts** arise from changes in activity for suppliers of the "front-end" businesses.
- **Induced impacts** arise from shifts in spending on goods and services as a consequence of changes to the payroll of the directly and indirectly affected businesses.

To estimate the economic impacts generated by new car dealers MNP employed an input-output methodology using multipliers published by Statistics Canada. Input-output modeling is a widely used and widely accepted approach, making it recognizable by many different stakeholders and audiences. The structure of the approach also facilitates easy comparisons between reported results for different industries and organizations.

Appendix A provides a more detail description of MNP's approach to estimating the economic impacts.

### 3.2 ECONOMIC IMPACT OF OPERATIONS

The operations of new car dealers generate economic impacts for the province through direct expenditures on goods and services, the employment of staff and the generation of taxes for local, provincial, and federal governments. The total expenditures by New Brunswick's new car dealers were estimated to be approximately \$3.3 billion in 2022. As shown in Table 1, the largest categories of expenditure were cost of goods for resale (e.g., vehicles, parts, and accessories), followed by expenses on salaries, wages and benefits, and rent.

**Table 1: Estimated Total Spending of New Brunswick's New Car Dealers, 2022**

Expenditure Category	Spending (\$ millions)	Percentage of Total Expenditure
Cost of goods for resale	\$2,928	88.9%
Salaries, wages and benefits	\$187	5.7%
Rent	\$33	1.0%
Advertising and promotions	\$21	0.6%
Amortization	\$14	0.4%
Repairs and maintenance	\$13	0.4%
Professional and business fees	\$10	0.3%
Utilities and telephone/telecommunication	\$10	0.3%
Interest	\$9	0.3%
Insurance	\$7	0.2%
Delivery, shipping and warehouse	\$3	0.1%
Other expenses	\$59	1.8%
<b>Total</b>	<b>\$3,294</b>	<b>100%</b>

Source: Statistics Canada. Table 20-10-0066-01 Annual retail trade survey - financial estimates and Financial Performance Data (2020), Financial Performance Data (2021), Innovation, Science and Economic Development Canada for New Car Dealers (NAICS 44111)

New car dealers are classified as being in the retail trade industry. Retail trade is a service industry and the economic impacts are based on the activities involved in providing services to sell goods. Consequently, the manufacturing of the goods sold by a retailer are not included in the overall economic impact. To account for this, expenditures on goods for resale were excluded from the calculation of economic impacts.

Table 2 shows the estimated economic impacts of New Brunswick new car dealers in Canada. In 2022, new car dealers were estimated to generate:

- \$986 million of total output, consisting of direct output of \$496 million and \$490 million of indirect and induced output.
- \$596 million of total GDP consisting of \$319 million in direct GDP and \$277 million of indirect and induced GDP.
- 6,640 total FTEs consisting of 4,120 direct jobs and 2,520 indirect and induced jobs.
- \$135 million in total revenue for all three levels of government consisting of \$52 million in direct revenues and \$83 million of indirect and induced revenues.

Between approximately 69 percent and 84 percent of the impacts accrue in New Brunswick and the remainder accrue in the rest of Canada.<sup>5</sup> Appendix B provides a breakdown of impacts in New Brunswick and the rest of Canada.

**Table 2: Estimated Total Economic Impacts of New Brunswick's New Car Dealers, 2022**

Category	Output (\$ millions)	GDP (\$ millions)	Employment (FTEs)	Federal Tax (\$ millions)	Provincial Tax (\$ millions)	Municipal Tax (\$ millions)
Direct	\$496	\$319	4,120	\$23	\$26	\$3
Indirect and Induced	\$490	\$277	2,520	\$30	\$43	\$10
<b>Total</b>	<b>\$986</b>	<b>\$596</b>	<b>6,640</b>	<b>\$53</b>	<b>\$69</b>	<b>\$13</b>

### 3.3 ECONOMIC IMPACTS OF INVESTMENTS IN NEW AND EXISTING FACILITIES

In addition to spending on operations, new car dealers spend a substantial amount on new dealership construction and renovation each year. To estimate the economic impacts of that expenditure, a combination of primary and secondary data was used. A survey of members administered by the CADA gathered information on construction and renovation expenditures over the period 2018 to 2022. In

<sup>5</sup> Please note that ranges reported elsewhere in the report (i.e., page 5) calculate the tax impacts as a single amount, which results in a narrower range of values.

addition, information from Statistics Canada's Building Permits data for car dealers was used to develop estimates of construction and renovation expenditures.

It was estimated that new car dealers in New Brunswick invested approximately \$28.5 million annually in new and existing facilities between 2018 and 2022. This consisted of \$28 million of construction expenditures and \$0.5 million of renovation expenditures.

Table 3 shows the estimated annual economic impacts of construction and renovation expenditures by New Brunswick new car dealers. Between 2018 and 2022 on an annual basis, new car dealers were estimated to generate:

- \$61 million of total output, consisting of direct output of \$29 million and \$33 million of indirect and induced output.
- \$29 million of total GDP consisting of \$11 million in direct GDP and \$18 million of indirect and induced GDP.
- 290 total FTEs consisting of 140 direct FTEs and 150 indirect and induced FTEs.
- \$6 million in total revenue for all three levels of government consisting of \$2 million in direct revenues and \$4 million of indirect and induced revenues.

Between approximately 50 percent and 76 percent of the impacts accrue in New Brunswick and the remainder accrue in the rest of Canada.<sup>6</sup> Appendix B provides a breakdown of the impacts in New Brunswick and the rest of Canada.

**Table 3: Estimated Annual Economic Impacts of Investment in New and Existing Facilities**

Category	Output (\$ millions)	GDP (\$ millions)	Employment (FTEs)	Federal Tax (\$ millions)	Provincial Tax (\$ millions)	Municipal Tax (\$ millions)
Direct	\$28.5	\$11.5	140	\$1.0	\$0.9	\$0.1
Indirect and Induced	\$32.4	\$17.4	150	\$1.7	\$1.8	\$0.5
<b>Total</b>	<b>\$60.9</b>	<b>\$28.9</b>	<b>290</b>	<b>\$2.7</b>	<b>\$2.7</b>	<b>\$0.6</b>

<sup>6</sup> Please note that ranges reported elsewhere in the report (i.e., page 6) calculate the tax impacts as a single amount, which results in a narrower range of values.



### 3.4 WORKFORCE PROFILE

New car dealers provide stable long-term employment for skilled and unskilled labour. Skilled employment includes tradespeople, salespeople, finance officers, managers, administrative staff, marketing staff, and professionals. Unskilled and semi-skilled employment includes detailers, lot people, drivers, delivery people, and shop helpers. Approximately 56 percent of the workforce are employed in skilled positions requiring a post-secondary credential, professional certification, or significant experience.

Table 4 provides an overview of the workforce at new car dealers.

#### Workforce Demographics





- Around 40 percent of employees of new car dealers in New Brunswick are between 26 and 41 years old. While generation Z constitutes 11 percent of the workforce at New Brunswick's dealerships.
- Most employees (77 percent) working at New Brunswick new car dealerships identify as male.\*\* This representation is consistent with national data. Additionally, at a national level, the occupations with the highest female ratio include finance and insurance managers (43 percent) and service advisors (31 percent).\*\*

\*Statistics Canada. Table 14-10-0023-01 Labour force characteristics by industry, annual (x 1,000)

\*\* Canadian Automobile Dealers Association. 2022 Industry Report.




**Table 4: Workforce at New Car Dealers**

Skills Level	Category	Description	Share of Workforce
Skilled	Parts and Service 	<p>This group of occupations includes skilled trade workers and technicians responsible for the maintenance and repair of vehicles, as well as support staff.</p> <p>Skilled positions include parts people, service advisors, automotive service technicians, collision repair technicians, glass technicians, automotive painters, automotive refinishing prep technicians, and estimators. Support positions include shop helpers, detailers, couriers, and delivery drivers.</p>	43%
	Management and Administration 	<p>This group of occupations includes operations and strategic management positions, as well as marketing, legal and IT.</p> <p>Operations management positions include fixed operations managers, parts managers, and service managers. Strategic management positions include controllers and general managers.</p>	13%
Semi-skilled	Sales and Customer Service 	<p>This group of occupations includes receptionists, sales, finance and leasing, and customer service representatives who are responsible for greeting and addressing customer queries.</p> <p>Sales and customer service representatives must maintain industry product knowledge and have excellent communication skills. Education requirements for these positions vary from high school to a bachelor's degree.</p>	36%
Unskilled	Other Occupations 	<p>This group of occupations provide general support for the day-to-day operations of the dealerships.</p> <p>Positions include building and lot maintenance personnel, inventory clerks, shuttle and parts drivers, and car wash/vehicle detailers.</p>	8%



### 3.5 COMPARISON OF ECONOMIC IMPACTS WITH OTHER INDUSTRIES

To provide perspective on the size of the economic impacts of New Brunswick's new car dealers, it is useful to compare the impacts with those created by other industries and initiatives. Three such industries are:

- **New Home Construction:** In 2022, the operations of New Brunswick new car dealers were estimated to have generated direct and indirect employment of 5,536 FTEs. This is equivalent to the number of direct and indirect jobs created through the construction of approximately 2,685 new homes in New Brunswick. This equates to 57 percent of new home starts in 2022.<sup>7</sup>
- **Finance:** The total GDP generated by the operations of New Brunswick's new car dealers in the province (\$476 million) is approximately 14 percent greater than the GDP generated by the operations of New Brunswick's Chartered Professional Accountants.<sup>8</sup>
- **Education:** The direct GDP generated by the operations of New Brunswick's new car dealers equates to the direct GDP generated through servicing 8,500 students at New Brunswick Community College, which is equivalent to 69 percent of the total students enrolled.<sup>9</sup>

<sup>7</sup> Canadian Home Builders' Association. Residential Construction in Canada, Economic Performance Review 2022. Retrieved from <https://www.chba.ca/impacts>

<sup>8</sup> New Brunswick's Economic Report. Retrieved from [https://member.cpanewbrunswick.ca/common/Uploaded%20files/Documents/PDFs/NBCPAreport\\_updated\\_March2023.pdf](https://member.cpanewbrunswick.ca/common/Uploaded%20files/Documents/PDFs/NBCPAreport_updated_March2023.pdf)

<sup>9</sup> New Brunswick Community College. Retrieved from <https://nbcc.ca/news-community/news-releases/2021/06/15/nbccs-impact-fuels-new-brunswicks-economy#:~:text=The%20community%20college%20sector%2C%20including,%24120.3%20million%20in%20tax%20revenue>

#### 4. SOCIAL AND COMMUNITY CONTRIBUTIONS

In New Brunswick, dealerships have taken a proactive role in shaping the future by supporting initiatives aimed at nurturing the younger generation. From fostering safe environments where children can grow and thrive to providing state-of-the-art tools for education, their contributions reflect a deep commitment to the development and empowerment of the next generations. The following examples illustrate this.

Rallye Motors' commitment to youth is exemplified through its 'Tee off For Kids Golf Tournament,' which has benefited the Boys and Girls Club of Moncton (BGC Moncton). Over a decade, the Rallye Group has raised over \$791,000, with \$90,000 coming from the 2023 event alone. The funds have been central to allowing BGC Moncton to provide an environment conducive to nurturing the potential of children and youth, offering them the space to grow in confidence and skill.<sup>10</sup>

Downey Ford Saint John has also taken steps to foster the next generation of automotive experts. In partnership with Ford Canada, Downey Ford's donation of a Ford F-150 pickup truck to the New Brunswick Community College (NBCC)'s Automotive Department offers students a hands-on opportunity to advance their technical skills on the latest automotive technology, bridging the gap between theoretical knowledge and practical application.<sup>11</sup>

The Lounsbury Group has demonstrated its commitment to higher education by donating \$50,000 to the University of Moncton's Evolution Fundraising Campaign in 2018.<sup>12</sup> This campaign focuses on two key areas: enriching the student experience and fostering excellence in research and innovation. The contribution by the Lounsbury Group thus supports a broader effort to equip the university with resources that benefit all aspects of academic life, from the quality of student programs to the scope of research projects.<sup>13</sup>


Moreover, the NBADA has been a long-standing supporter of Special Olympics New Brunswick, illustrating a comprehensive approach to community support. The Special Olympics program aims to enrich the lives of Canadians with intellectual disabilities through sports, offering another platform for

<sup>10</sup> Rallye Motors. (2023, Aug 1). Rallye motors tee off for kids. Rallye Motors. <https://www.rallyemotors-gm.ca/rallye-motors-tee-off-for-kids/>

<sup>11</sup> NBCC. (2021, July 16). This new Ford F-150 was recently donated and will be used in the Automotive Technician Program at our Saint John campus, giving students the opportunity to work on a state-of-the-art modern vehicle! Facebook. <https://www.facebook.com/myNBCC/photos/a.228198077206316/6510138115678916/>

<sup>12</sup> Lounsbury Group. (n.d.). In the community. Lounsbury Group. Retrieved from <http://www.lounsburys.com/evolution-fundraising-campaign/>

<sup>13</sup> Université de Moncton. (n.d.). Evolution fundraising campaign. Retrieved from <https://www.umoncton.ca/dons/en/evolution>



growth and learning. In 2022, dealer-led fundraising activities generated \$13,777.50 for the organization.<sup>14</sup>

The focused efforts of New Brunswick’s auto dealerships have contributed to fostering the growth of young individuals in the region. Collectively, these contributions support young people in New Brunswick in accessing mentorship, education, and resources essential for their personal growth and development.

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<sup>14</sup>New Brunswick Automobile Dealers' Association. (n.d.). Retrieved from <http://www.nbada.org/>

## APPENDICES

### APPENDIX A – ECONOMIC IMPACT METHODOLOGY

MNP's approach to economic impact modelling is based on published Statistics Canada multipliers and input-output modelling. Below is a step-by-step overview of our approach to estimating the economic impacts.

**Step 1: Estimated the operating revenue of new car dealerships in New Brunswick in 2022.**



**Step 2: Applied Statistics Canada multipliers (by NAICS) to corresponding revenues/expenditures.**



**Step 3: Estimated federal, provincial and local government revenues.**

#### Step 1: Estimate the operating revenue of new car dealerships in New Brunswick in 2022

The first step in estimating the economic impacts of New Brunswick's new car dealers was to estimate the operating revenue of the dealerships in New Brunswick using the following sources from Statistics Canada:

- Retail trade sales (CANSIM 080-0020) for New Car Dealers (NAICS 44111).
- Annual retail trade survey financial estimates (CANSIM table 080-0030) for New Car Dealers (NAICS 44111).



## **Step 2: Applied Statistics Canada multipliers (by NAICS) to corresponding revenues/expenditures**

Statistics Canada's input-output multipliers were then used to estimate the economic impacts of New Brunswick's new car dealers. To estimate the economic impacts generated by the construction and renovation activities, the multipliers were applied to the construction expenditures and to estimate the economic impacts of the operation. Please note that the direct output for retail operations is measured on margin basis.

Therefore, to estimate the economic impacts of operations the multipliers were applied to gross operating margin i.e., revenue less cost of goods sold. Statistics Canada's input-output multipliers produced estimates of direct, indirect, and induced output, GDP, and employment.

## **Step 3: Estimated Federal, Provincial and Local Government Revenues**

Based on direct payments made to various levels of government, the estimated federal, provincial, and local government revenues include calculations of corporate income taxes, personal income taxes, taxes on products and taxes on production.

## APPENDIX B – DETAILED ECONOMIC IMPACTS

The table below provides a breakdown of economic impacts in New Brunswick and the rest of Canada.

**Table 5: Economic Impacts of New Car Dealer Operations in New Brunswick, 2022**

Category	Output (\$ millions)	GDP (\$ millions)	Employment (FTEs)	Federal Tax (\$ millions)	Provincial Tax (\$ millions)	Municipal Tax (\$ millions)
<b>Direct Impacts</b>						
New Brunswick	\$496	\$319	4,120	\$23	\$26	\$3
<b>Indirect and Induced Impacts</b>						
New Brunswick	\$269	\$158	1,490	\$19	\$32	\$6
Rest of Canada	\$221	\$119	1,030	\$11	\$11	\$4
<b>Total Impacts</b>						
New Brunswick	\$765	\$477	5,610	\$42	\$58	\$9
Rest of Canada	\$221	\$119	1,030	\$11	\$11	\$4
<b>Total</b>	<b>\$986</b>	<b>\$596</b>	<b>6,640</b>	<b>\$53</b>	<b>\$69</b>	<b>\$13</b>



**Table 6: Estimated Annual Economic Impacts of Investment in New and Existing Facilities**

Category	Output (\$ millions)	GDP (\$ millions)	Employment (FTEs)	Federal Tax (\$ millions)	Provincial Tax (\$ millions)	Municipal Tax (\$ millions)
<b>Direct Impacts</b>						
New Brunswick	\$28.5	\$11.5	140	\$1	\$0.9	\$0.1
<b>Indirect and Induced Impacts</b>						
New Brunswick	\$15.8	\$8.8	80	\$0.9	\$1	\$0.2
Rest of Canada	\$16.6	\$8.6	70	\$0.8	\$0.8	\$0.3
<b>Total Impacts</b>						
New Brunswick	\$44.3	\$20.3	220	\$1.9	\$1.9	\$0.3
Rest of Canada	\$16.6	\$8.6	70	\$0.8	\$0.8	\$0.3
<b>Total</b>	<b>\$60.9</b>	<b>\$28.9</b>	<b>290</b>	<b>\$2.7</b>	<b>\$2.7</b>	<b>\$0.6</b>

## APPENDIX C – ABOUT MNP

For over 60 years, MNP has proudly served and responded to the needs of clients in the public, private and not-for-profit sectors. Today, MNP is the fifth largest Chartered Professional Accountancy and business consulting firm in Canada and is the only major accounting and business consulting firm with its head office located in Western Canada. MNP has more than 117 locations and over 7,100 team members across the country.



### MNP Consulting Services

MNP Consulting provides a broad range of business and advisory services to clients including:

- Strategy Development and Planning
- Stakeholder Engagement
- Performance Measurement
- Economic Analysis
- Research
- Data and Analytics
- Business Plans and Feasibility Studies
- Performance Improvement
- Financial Analysis

### About MNP's Economics and Research Practice

Economic and industry studies are carried out by MNP's Economics and Research practice. Based in Vancouver, the Economics and Research practice consists of a team of professionals that has a successful track record of assisting clients with a wide variety of financial and economic impact studies. Our work has encompassed a wide range of programs, industries, company operations and policy initiatives, and has helped clients with decision-making, communication of economic and financial contributions, documentation of the value of initiatives and activities, and development of public policy.