



International Automakers and Dealers in America

2020



Table of Contents

About Us	2
Executive Summary	3
Investment & Manufacturing	
Investment	6
Employment	7
Manufacturing	8
Exports & Trade	
Exports	14
Trade	15
Dealers & Sales	
Dealerships	20
U.S. Sales	22
Mobility & Innovation	
Research & Development	26
Green Vehicles	28
States	32
Automakers	110
Map	117



Autos Drive America represents the U.S. operations of international motor vehicle manufacturers and supports policies that keep the industry strong. As the voice of international automakers in the United States, Autos Drive America educates stakeholders about the ways open trade and investment supports American jobs. Formerly known as Here For America, Autos Drive America advocates for a globally competitive U.S. auto industry that provides consumer choice, competitive pricing, and abundant job opportunities for Americans.

Autos Drive America

801 Pennsylvania Ave, NW
Washington, D.C. 20004
T 202-650-5555

www.AutosDriveAmerica.org



Established in 1970, the American International Automobile Dealers Association (AIADA) is the only national trade association whose sole purpose is to represent America's 9,500 international nameplate new automobile dealership franchises. The Association serves as an advocate for the industry before Congress, the White House, and federal agencies. AIADA is the international nameplate dealers' first line of defense in Washington, D.C., and its members are part of an active dealer community with a powerful voice. We focus our lobbying efforts on issues impacting America's international nameplate automobile dealers, including: trade and anti-competitive restrictions; regulatory overreach; tax measures; energy and fuel economy policies; and other industry-related issues.

American International Automobile Dealers Association

500 Montgomery Street, Suite 800
Alexandria, VA 22314
T 1-800-GO-AIADA

www.AIADA.org

Executive Summary

For more than 60 years, international auto manufacturers and international nameplate dealers have strengthened the American economy and auto industry through their U.S. operations. They conduct research and development, invest in plants and equipment, build cars and light trucks, and sell and service these vehicles. The millions of jobs created by these operations clearly demonstrate the benefits of an open economy that welcomes investment, competition, and innovation.

These benefits of trade and open investment policies can be found in this 2019 annual report. To navigate the ever-changing economic landscape and maintain the industry's competitive edge in good times and during challenging times, smart policies that maintain a level playing field on taxes, trade, and regulation are critically important.

2019 Highlights:

- International automakers have invested **more than \$92 billion** into U.S. operations and contributed **\$290 billion** to the gross domestic product.
- International automakers, dealers, and suppliers support **nearly 2.5 million** American jobs.
- International automakers produce **almost half** of the cars and light trucks made in America.
- International nameplate dealers are responsible for **56 percent** of retail vehicle sales in the U.S.
- **More than half** of all U.S. new vehicle dealership jobs are created by international nameplate dealers.
- Economic activity by international automakers and dealers in America generated **\$67 billion** in federal, state and local tax receipts and other revenues.

Investment & Manufacturing

Investment



International automakers have invested **\$92 billion** into U.S. operations



International automakers operate **500** facilities across **36** states



\$31 billion generated in state and local tax receipts and other revenues



\$36 billion generated in federal tax receipts and other revenues



\$290 billion contributed to gross domestic product

Employment



136,000 direct U.S. employees



Direct employee payroll of **\$12.2 billion**



60% of direct jobs are in manufacturing



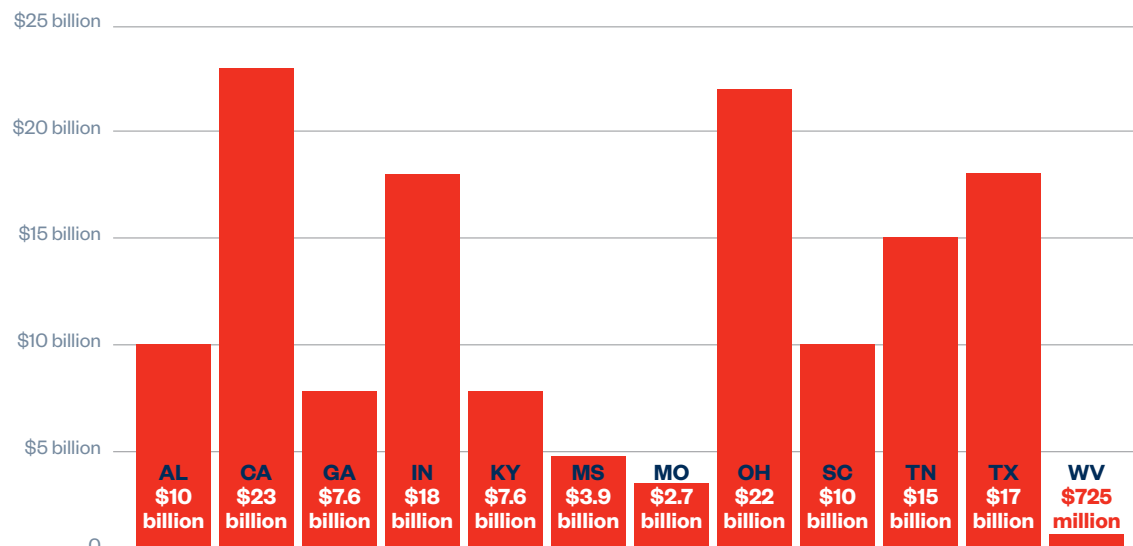
Nearly **2.5 million**¹ direct and indirect U.S. jobs generated



Total employee compensation of **\$165 billion**¹ in 2019

¹Indirect economic impacts derived by SCOUT Economics using direct employment, dealer employment, and auto parts employment multipliers from the IMPLAN input-output model.

International Automakers and Auto Dealers Contributed Billions of Dollars to Gross State Product in 2019



Outpacing the U.S. Economy in Job Growth and Productivity

	Automakers	U.S. Economy
3-Year Job Growth ²	5%	4.6%
Indirect Job Creation ³	8.4 additional jobs per auto employee	1.4 additional jobs per employee
Hourly Contribution to U.S. Economy ⁴	\$681 per auto manufacturing employee	\$80 per employee
Annual Contribution to U.S. Economy ⁴	\$1.43 million per auto manufacturing employee	\$131,568 per employee

² 2019 Autos Drive America and AIADA Economic Impact Survey, U.S. Bureau of Labor Statistics (BLS). International automakers only.

³ IMPLAN Input-Output Tables and SCOUT Economics. International automakers only.

⁴ BLS Labor Productivity Cost Series (LPC), U.S. Automobile Manufacturers (NAICS 3361); BLS Office of Productivity and Technology, Hours Worked and Employment for Total U.S. Economy and Subsectors (all non-farm, private sector employees); Bureau of Economic Analysis (BEA), Industry Economic Accounts Data: GDP by Industry. All U.S. automakers.

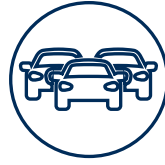
Manufacturing



30 manufacturing facilities



\$139 billion purchased from U.S. suppliers in 2019



4.9 million vehicles produced in 2019



47% of all U.S. vehicle production in 2019

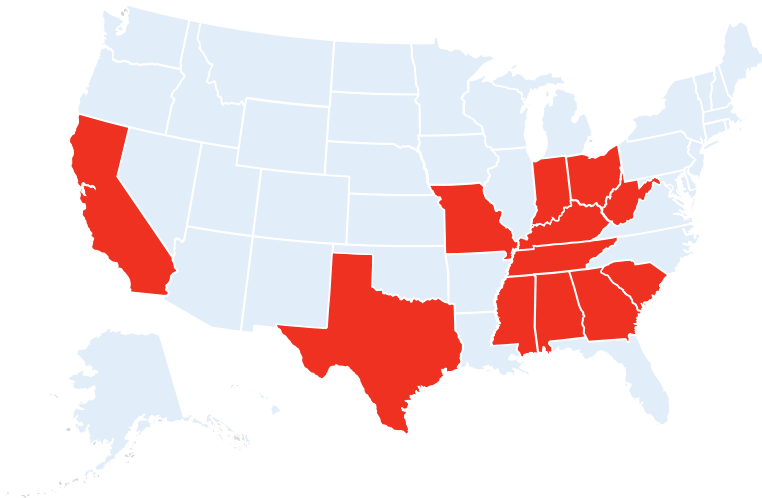


Production increase of **50%** over the past 15 years



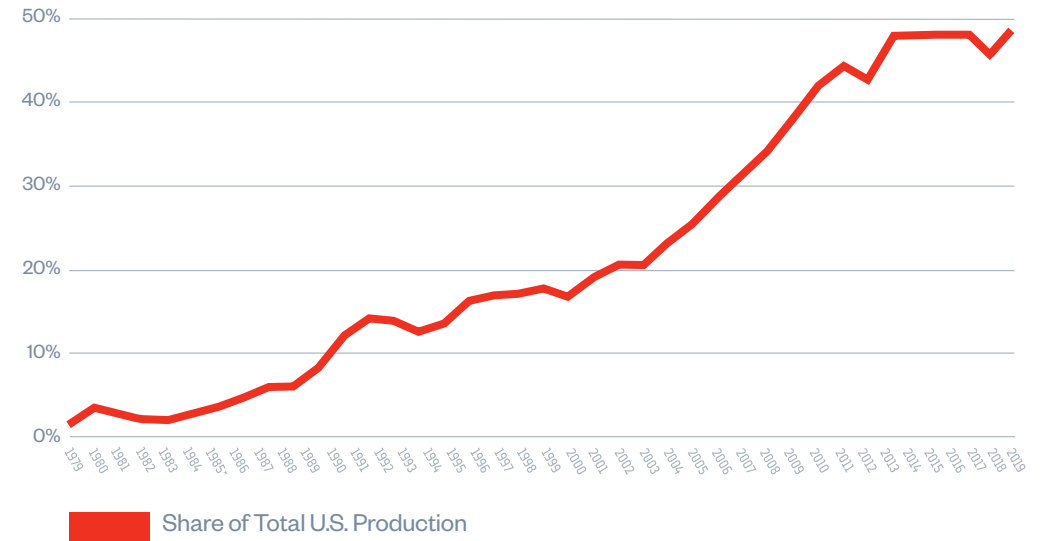
Registrations of American-made vehicles increased **73%** since 2009

12 States with International Automaker Manufacturing Facilities

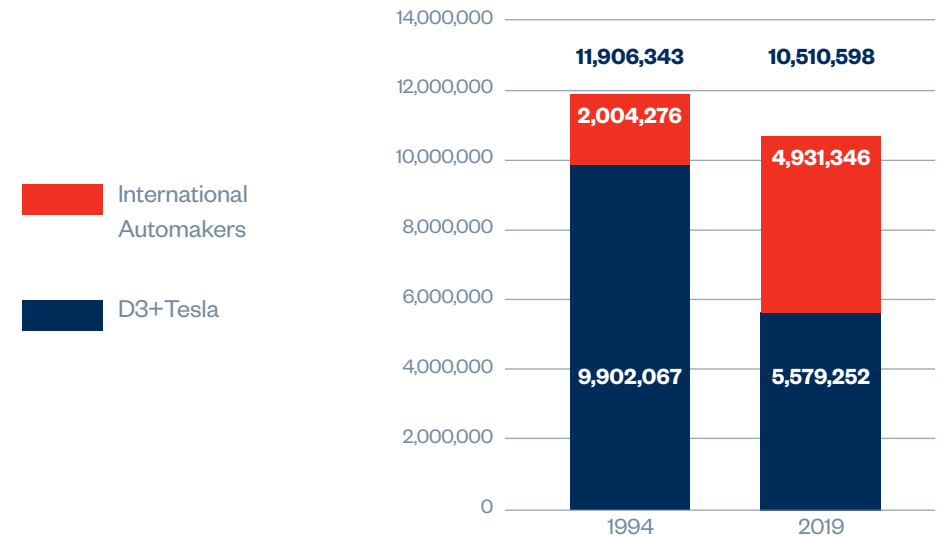


Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts. U.S. supplier purchases include parts and materials as well as goods and services.

International Automakers' Share of U.S. Auto Production Has Grown from **1%** in 1979 to **47%** in 2019



































International Automakers Have Increased Their U.S. Production Volume by Nearly **150%** Over the Past 25 Years



*Passenger cars only before 1985. Passenger cars and light trucks 1985-2019. Source: Production data from WardsAuto InfoBank for BMW Group, Honda, Hyundai, Kia, Mazda, Mercedes-Benz, Mitsubishi Motors, Nissan, Subaru, Toyota, Volkswagen Group, and Volvo Cars.

Manufacturing Facilities

State	Automaker	Facility Name	City	Production Start	Vehicles/ Components Produced
Alabama	Honda	 Honda Manufacturing of Alabama, LLC	Lincoln	2001	Odyssey, Passport, Pilot, Ridgeline, V-6 engines
	Hyundai	 Hyundai Motor Manufacturing Alabama	Montgomery	2005	Elantra, Santa Fe, Sonata
	Mazda-Toyota	 Mazda Toyota Manufacturing, U.S.A., Inc.*	Huntsville	2021	Corolla, Mazda Crossover
	Mercedes-Benz	 Mercedes-Benz U.S. International, Inc.	Vance	1995	C-class, GLE SUV, GLE Coupe, GLS SUV
	Mercedes-Benz	 Mercedes-Benz U.S. International, Inc.*	Woodstock	2020	Electric vehicle batteries
	Toyota	 Toyota Motor Manufacturing Alabama	Huntsville	2001	4-cylinder, V-6, and V-8 engines
California	Toyota	 TABC, Inc.	Long Beach	1972	Steering columns, catalytic converters, sub-assemblies
Georgia	Honda	 Honda Precision Parts of Georgia, LLC	Tallapoosa	2006	Transmissions
	Kia	 Kia Motors Manufacturing Georgia	West Point	2009	Optima, Sorento, Telluride
Indiana	Honda	 Honda Manufacturing of Indiana, LLC	Greensburg	2008	Civic sedan, CR-V, CR-V Hybrid, Insight
	Subaru	 Subaru of Indiana Automotive, Inc.	Lafayette	1989	Ascent, Impreza, Legacy, Outback
	Toyota	 Toyota Motor Manufacturing Indiana	Princeton	1996	Highlander, Highlander Hybrid, Sequoia, Sienna
Kentucky	Toyota	 Toyota Motor Manufacturing Kentucky	Georgetown	1986	Avalon, Avalon Hybrid, Camry, Camry Hybrid, Lexus ES, 4-cylinder and V-6 engines, powertrain parts
Mississippi	Nissan	 Nissan Canton Vehicle Assembly Plant	Canton	2003	Altima, Frontier, Murano, NV Cargo, NV Passenger, Titan, Titan XD
	Toyota	 Toyota Motor Manufacturing Mississippi	Blue Springs	2007	Corolla
Missouri	Toyota	 Toyota Bodine Aluminum Inc.	St. Louis	1990	Engine brackets, carrier covers
	Toyota	 Toyota Bodine Aluminum Inc.	Troy	1990	Cylinder heads, cylinder blocks, automatic transmission parts

State	Automaker	Facility Name	City	Production Start	Vehicles/ Components Produced
Ohio	Honda	 Honda of America Manufacturing, Inc. Anna Engine Plant	Anna	1985	4-cylinder and V-6 engines
	Honda	 Honda of America Manufacturing, Inc. East Liberty Auto Plant	East Liberty	1989	CR-V, Acura MDX, Acura RDX
	Honda	 Honda of America Manufacturing, Inc. Marysville Auto Plant	Marysville	1982	Accord Sedan, Accord Hybrid, CR-V, Acura ILX, Acura TLX
	Honda	 Honda of America Manufacturing, Inc. Performance Manufacturing Center	Marysville	2016	Acura NSX, Acura TLX, Acura MDX
	Honda	 Honda Transmission Manufacturing of America, Inc.	Russells Point	1996	Transmissions, gears, four-wheel-drive components, hybrid power systems
	South Carolina	BMW	 BMW Manufacturing Company	Greer	1994
Mercedes-Benz		 Mercedes-Benz Vans, LLC	Ladson	2006	Metris Cargo**, Sprinter Passenger**, Sprinter Cargo**
Volvo Cars		 Volvo Car USA	Ridgeville	2018	S60 Sedan
Tennessee	Nissan	 Nissan Decherd Powertrain Plant	Decherd	1997	Engines
	Nissan	 Infiniti Decherd Powertrain Plant	Decherd	2014	Engines
	Nissan	 Nissan Smyrna Vehicle Assembly Plant	Smyrna	1983	Altima, LEAF, Maxima, Pathfinder, Rogue, Infiniti QX60
	Toyota	 Toyota Bodine Aluminum Inc.	Jackson	2003	Cylinder blocks, automatic transmission parts
	Volkswagen	 Volkswagen Chattanooga Assembly Plant	Chattanooga	2010	Atlas, Atlas Cross Sport, Passat
Texas	Toyota	 Toyota Motor Manufacturing Texas	San Antonio	2003	Tacoma, Tundra
West Virginia	Toyota	 Toyota Motor Manufacturing West Virginia	Buffalo	1996	Automatic transmissions, 4-cylinder and V-6 engines

 20 Auto Plants  12 Component Plants

*Plant coming soon
**Assembly only

Exports & Trade



Exports



832,000 U.S.-built vehicles exported by international automakers in 2019



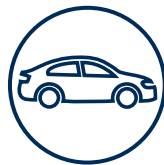
Vehicles exported to more than **135** countries and territories



\$23 billion in vehicle exports in 2019



17% of American-made vehicles were exported in 2019



60 different models exported from international automakers' U.S. plants



50% of exports in 2019 were to U.S. free trade agreement partners

Trade



3.2 million more vehicles built in the U.S. in 2019 than in 1993, the year before NAFTA took effect



More than **\$76 billion** invested in U.S. operations since NAFTA took effect



Produced **64%** of vehicles registered in the U.S. last year in North America

Trade Supports Jobs in Manufacturing States

State	Total Jobs	Models Exported
Alabama	77,843	Honda: Odyssey, Passport, Pilot, Ridgeline Hyundai: Elantra, Santa Fe, Sonata Mercedes-Benz: C-class, GLE SUV, GLE Coupe, GLS SUV
Georgia	71,871	Kia: Optima, Sorento, Telluride
Indiana	135,448	Honda: Civic, CR-V, Insight Subaru: Ascent, Impreza, Legacy, Outback Toyota: Highlander, Highlander Hybrid, Sequoia, Sienna
Kentucky	72,905	Toyota: Avalon, Avalon Hybrid, Camry, Camry Hybrid, Lexus ES
Mississippi	31,096	Nissan: Altima, Frontier, Murano, NV Cargo, NV Passenger, Titan Toyota: Corolla
Ohio	196,152	Honda: Accord, CR-V, Acura ILX, Acura MDX, Acura NSX, Acura RDX, Acura TLX
South Carolina	79,856	BMW: X3, X4, X5, X6, X7 Volvo: S60
Tennessee	119,159	Nissan: Altima, LEAF, Maxima, Pathfinder, Rogue, Infiniti QX60 Volkswagen: Atlas, Atlas Cross Sport, Passat
Texas	141,471	Toyota: Tacoma, Tundra

Exports to FTA Markets

Country	2019 Export Volume
Australia	29,683
Bahrain	1,790
Canada	261,016
Chile	2,473
Colombia	2,691
Costa Rica	952
Dominican Republic	2,647
El Salvador	508
Guatemala	1,113
Honduras	274
Israel	806
Jordan	240
Mexico	84,078
Morocco	1,032
Nicaragua	29
Oman	2,291
Panama	2,862
Peru	1,572
Singapore	1,266
South Korea	22,633

Exports by Seaport

Port	Models Exported
Long Beach, CA	Honda: Accord, Civic, CR-V, Insight, Odyssey, Passport, Pilot, Ridgeline, Acura ILX, Acura MDX, Acura RDX, Acura TLX Nissan: Murano Toyota: Avalon, Camry, Corolla, Highlander, Sequoia, Sienna, Tundra, Tacoma, Lexus ES
Oakland, CA	Toyota: Sequoia, Tacoma, Tundra
Port Hueneme, CA	Honda: Accord, Civic, CR-V, Insight, Odyssey, Passport, Pilot, Ridgeline, Acura MDX, Acura NSX, Acura RDX, Acura TLX Nissan: Altima, Frontier, LEAF, Maxima, Murano, NV Cargo, NV Passenger, Pathfinder, Rogue, Titan, Infiniti QX60 Toyota: Avalon, Avalon Hybrid, Camry, Camry Hybrid, Corolla, Highlander, Sequoia, Sienna, Tacoma, Tundra
Jacksonville, FL	BMW: X3, X4, X5, X6, X7 Honda: Accord, Civic, CR-V, Insight, Odyssey, Passport, Pilot, Ridgeline, Acura ILX, Acura MDX, Acura NSX, Acura RDX, Acura TLX Hyundai: Santa Fe, Sonata Kia: Optima, Sorento, Telluride Nissan: Altima, Frontier, LEAF, Maxima, Murano, NV Cargo, NV Passenger, Pathfinder, Rogue, Titan, Infiniti QX60 Toyota: Corolla, Highlander, Sequoia Volkswagen: Atlas, Atlas Cross Sport, Passat
Miami, FL	BMW: X3, X4, X5, X6, X7 Honda: Accord, Civic, CR-V, Odyssey, Pilot, Ridgeline
Port Everglades, FL	BMW: X3, X4, X5, X6, X7 Honda: Accord, Civic, CR-V, Insight, Odyssey, Pilot, Ridgeline, Acura MDX, Acura RDX, Acura TLX Hyundai: Santa Fe, Sonata
Brunswick, GA	BMW: X3, X4, X5, X6, X7 Honda: Accord, CR-V, Odyssey, Pilot, Ridgeline, Acura NSX, Acura RDX Kia: Telluride Nissan: Altima, LEAF, Maxima, Murano, Pathfinder, Infiniti QX60 Toyota: Camry, Corolla, Highlander, Sequoia, Sienna, Tacoma, Tundra
Savannah, GA	BMW: X3, X4, X5, X6, X7 Honda: Odyssey, Ridgeline Nissan: Murano, Pathfinder, Infiniti QX60 Toyota: Avalon, Highlander, Tacoma, Tundra
Baltimore, MD	Honda: Accord, Civic, CR-V, Insight, Odyssey, Passport, Pilot, Acura ILX, Acura MDX, Acura NSX, Acura RDX, Acura TLX Nissan: Pathfinder Subaru: Impreza, Legacy, Outback Toyota: Avalon
Portland, OR	Honda: Accord, Civic, CR-V, Odyssey, Pilot Subaru: Impreza, Legacy, Outback
Philadelphia, PA	Subaru: Impreza, Legacy, Outback
Charleston, SC	BMW: X3, X4, X5, X6, X7
Laredo, TX	Hyundai: Santa Fe, Sonata Kia: Optima, Sorento, Telluride
Houston, TX	Subaru: Legacy, Outback, Impreza Toyota: Tundra

Dealers & Sales

Dealerships



9,500 international nameplate automobile dealer franchises across the country



564,000 direct U.S. dealership employees



Payroll of **\$34 billion**

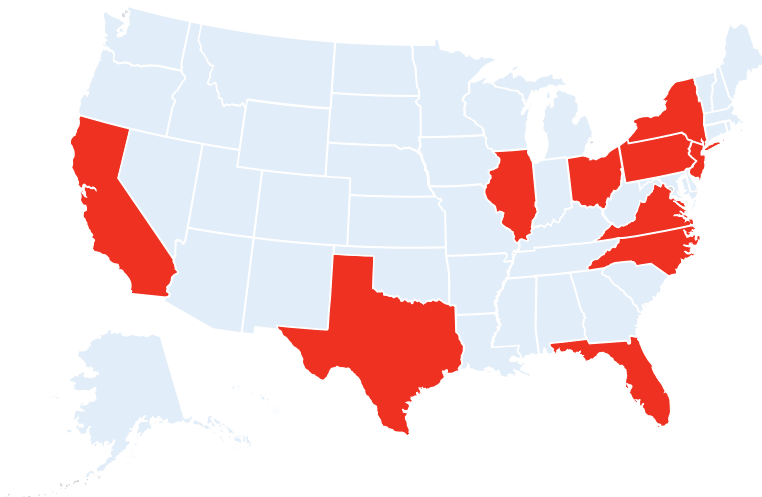


Nearly **half** of all U.S. dealership jobs are created by international nameplate automobile dealers



592,000 indirect jobs created by international nameplate dealerships in 2019

Top 10 States for International Nameplate Dealership Employment



Dealership Employment

State	No. of Dealership Franchises	Dealership Employment	Average Annual Earnings Per Employee	Total Dealership Employee Compensation
Alabama	143	7,000	\$55,588	\$389,116,000
Alaska	23	884	\$55,900	\$49,415,600
Arizona	162	13,770	\$59,852	\$824,162,040
Arkansas	71	3,337	\$53,248	\$177,688,576
California	1,000	83,904	\$65,832	\$5,523,568,128
Colorado	160	11,376	\$61,984	\$705,129,984
Connecticut	177	9,128	\$62,556	\$571,011,168
Delaware	36	2,820	\$56,108	\$158,224,560
Florida	613	36,856	\$60,320	\$2,223,153,920
Georgia	273	17,000	\$58,968	\$1,002,456,000
Hawaii	36	2,240	\$62,556	\$140,125,440
Idaho	59	3,350	\$53,144	\$178,032,400
Illinois	379	20,160	\$54,652	\$1,101,784,320
Indiana	190	8,758	\$51,740	\$453,138,920
Iowa	97	3,358	\$52,936	\$177,759,088
Kansas	89	3,744	\$51,220	\$191,767,680
Kentucky	113	5,928	\$52,988	\$314,112,864
Louisiana	153	7,670	\$54,548	\$418,383,160
Maine	68	2,750	\$52,884	\$145,431,000
Maryland	219	15,089	\$59,020	\$890,552,780
Massachusetts	247	14,384	\$67,132	\$965,626,688
Michigan	231	10,020	\$58,656	\$587,733,120
Minnesota	120	6,710	\$54,028	\$362,527,880
Mississippi	84	3,572	\$51,740	\$184,815,280
Missouri	154	7,847	\$53,716	\$421,509,452
Montana	42	1,640	\$52,728	\$86,473,920
Nebraska	53	2,400	\$53,300	\$127,920,000
Nevada	66	4,554	\$67,028	\$305,245,512
New Hampshire	91	4,029	\$64,844	\$261,256,476
New Jersey	329	22,046	\$67,340	\$1,484,577,640
New Mexico	65	3,355	\$54,288	\$182,136,240
New York	539	29,097	\$63,544	\$1,848,939,768
North Carolina	316	17,703	\$54,860	\$971,186,580
North Dakota	33	1,100	\$53,196	\$58,515,600
Ohio	374	18,361	\$53,352	\$979,596,072
Oklahoma	90	4,565	\$53,924	\$246,163,060
Oregon	143	7,936	\$57,408	\$455,589,888
Pennsylvania	492	24,070	\$52,988	\$1,275,421,160
Rhode Island	43	2,546	\$54,912	\$139,805,952
South Carolina	153	8,640	\$53,976	\$466,352,640
South Dakota	27	1,000	\$54,392	\$54,392,000
Tennessee	193	11,122	\$59,904	\$666,252,288
Texas	623	47,376	\$65,572	\$3,106,539,072
Utah	81	5,467	\$55,536	\$303,615,312
Vermont	43	1,443	\$54,600	\$78,787,800
Virginia	282	17,850	\$58,240	\$1,039,584,000
Washington	218	14,430	\$59,384	\$856,911,120
West Virginia	78	2,726	\$47,112	\$128,427,312
Wisconsin	181	7,540	\$47,632	\$359,145,280
Wyoming	20	900	\$51,428	\$46,285,200
Total	9,472	563,551	\$56,656	\$33,686,345,940

Source: AIADA Membership Roster and NADA DATA.

U.S. Sales



9.1 million new vehicles registered in 2019



56% market share of 2019 U.S. new vehicle registrations



\$61 billion in parts and services sold by dealerships in 2019

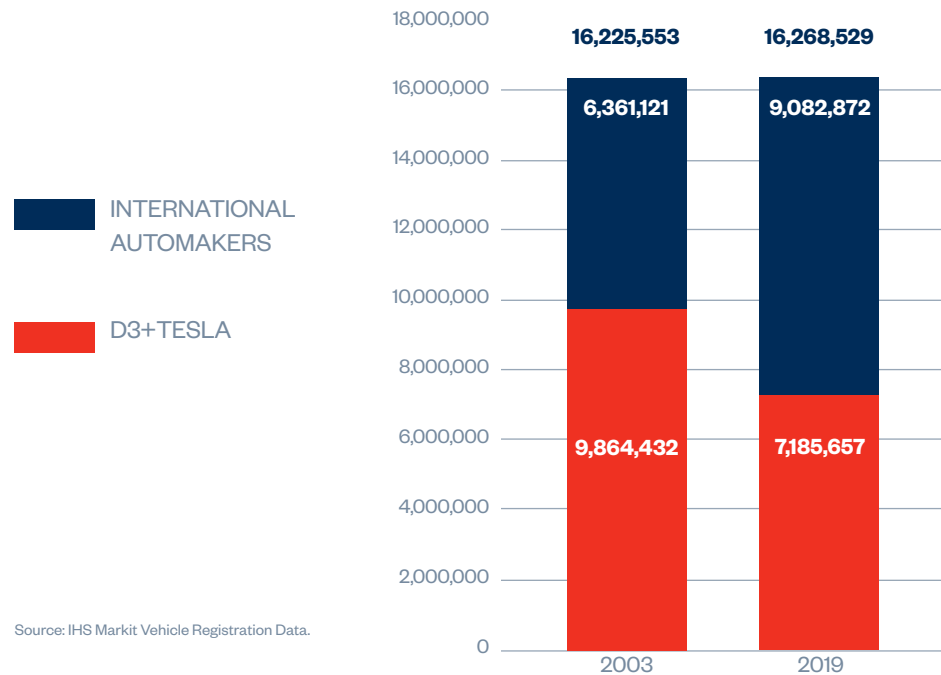


\$4.7 billion in advertising expenditures by dealerships in 2019



44% of international nameplate vehicles registered in the U.S. last year were made in America

International Automakers' New Vehicle Registration Market Share Increased from **39%** in 2003 to **56%** in 2019



Source: IHS Markit Vehicle Registration Data.

New Vehicle Registrations

State	Total Sales Volume	Int'l Automakers Sales*	Int'l Automakers Market Share
Alabama	201,450	109,691	54%
Alaska	26,216	11,566	44%
Arizona	375,265	189,397	50%
Arkansas	123,625	54,262	44%
California	1,830,739	1,286,129	70%
Colorado	269,080	155,153	58%
Connecticut	161,638	114,332	71%
Delaware	46,599	25,462	55%
District of Columbia	20,700	14,890	72%
Florida	1,296,394	848,480	65%
Georgia	478,950	269,639	56%
Hawaii	94,034	55,599	59%
Idaho	58,685	30,792	52%
Illinois	621,495	331,971	53%
Indiana	244,291	108,398	44%
Iowa	123,658	47,186	38%
Kansas	93,683	42,361	45%
Kentucky	142,420	71,137	50%
Louisiana	216,018	104,304	48%
Maine	65,945	35,183	53%
Maryland	317,805	197,430	62%
Massachusetts	340,035	232,165	68%
Michigan	591,941	109,917	19%
Minnesota	248,183	114,705	46%
Mississippi	101,416	52,237	52%
Missouri	292,478	118,957	41%
Montana	48,325	20,405	42%
Nebraska	84,974	34,473	41%
Nevada	134,286	80,846	60%
New Hampshire	92,166	56,068	61%
New Jersey	584,254	387,323	66%
New Mexico	82,616	40,930	50%
New York	1,000,542	627,254	63%
North Carolina	459,530	272,458	59%
North Dakota	35,427	11,310	32%
Ohio	594,982	292,584	49%
Oklahoma	750,135	345,678	46%
Oregon	163,721	106,057	65%
Pennsylvania	633,202	363,750	57%
Rhode Island	46,461	31,619	68%
South Carolina	215,001	125,304	58%
South Dakota	36,005	12,996	36%
Tennessee	278,032	151,965	55%
Texas	1,496,554	767,926	51%
Utah	133,527	71,090	53%
Vermont	41,159	23,955	58%
Virginia	374,060	241,984	65%
Washington	276,757	183,304	66%
West Virginia	80,077	38,614	48%
Wisconsin	238,521	109,903	46%
Wyoming	23,293	8,172	35%
Total	16,286,350	9,137,311	56%

*Retail and fleet sales CY2019 for Acura, Alfa Romeo, Aston Martin, Audi, Bentley, BMW, Bugatti, Ferrari, Fiat, Honda, Hyundai, Genesis, Infiniti, Jaguar, Kia, Karma, Lamborghini, Land Rover, Lexus, Lotus, Maserati, Mazda, McLaren, Mercedes-Benz, MINI, Mitsubishi Motors, Nissan, Porsche, Rolls-Royce, Scion, smart, Subaru, Toyota, Volkswagen, and Volvo Cars.
Source: IHS Markit Vehicle Registration Data.

Mobility & Innovation



Research & Development



67 R&D facilities located in 15 states



More than 7,000 R&D employees

R&D Facilities

State	Facility	City
Arizona	Nissan Technical Center North America Arizona Test Center	Stanfield
	Toyota Arizona Proving Grounds	Wittman
	Volkswagen Arizona Proving Grounds	Maricopa
	Volvo Car Arizona Proving Ground	Wittman
California	Audi of America Design Loft (Volkswagen)	Malibu
	Audi Innovation Center (Volkswagen)	San Francisco
	BMW iVentures	Mountain View
	BMW Technology Office	Mountain View
	BMW of North America Engineering and Emission Test Center	Oxnard
	Caltex Design Research (Toyota)	Newport Beach
	Caltex Design Research (Toyota Innovation Hub)	Oakland
	Designworks (BMW Group)	Newbury Park
	Honda R&D Americas, LLC Advanced Design Studio	Los Angeles
	Honda Innovations, Inc.	Mountain View
	Honda R&D Americas, LLC Los Angeles Center	Torrance
	Hyundai Kia America Technical Center, Inc. Proving Ground	California City
	Hyundai Kia America Technical Center, Inc. Engineering Facility	Chino
	Hyundai Kia America Technical Center, Inc. North American Quality Center	Chino
	Hyundai Kia America Technical Center, Inc. Design Center/Tech Facility	Irvine
	Hyundai Kia America Technical Center, Inc. Hyundai Ventures	Menlo Park
	Kia Design Center America	Irvine
	Mazda R&D Irvine	Irvine
	Mercedes-Benz R&D North America	Carlsbad
	Mercedes-Benz R&D North America	Long Beach
	Mercedes-Benz R&D North America	Sunnyvale
	Mitsubishi Motors R&D of America, Inc.	Costa Mesa
	Mitsubishi Motors R&D of America, Inc.	Palo Alto
	Nissan Design America	San Diego
	Nissan Research Center Silicon Valley	Santa Clara
	Nissan Technical Center Fuel Cell Research Center	West Sacramento
	Subaru Research & Development	Cypress
	Toyota Racing Development	Costa Mesa
	Toyota Research Institute	Palo Alto
	Toyota InfoTechnology Center U.S.A., Inc.	Mountain View
	Volkswagen Innovation and Engineering Center California	Belmont
	Volkswagen Test Center California	Oxnard
	Volkswagen Design Center	Santa Monica
	Volvo Car Design Studio	Cambridge
	Volvo Car Technology	Mountain View
	Volvo Car Technology	Sunnyvale

State	Facility	City
Colorado	Audi Test Lab (Volkswagen)	Golden
	Honda R&D Americas, LLC	Denver
Illinois	BMW Technology Corporation	Chicago
Indiana	Subaru Research & Development	Lafayette
Kentucky	Toyota Production Engineering and Manufacturing Center	Georgetown
Massachusetts	Toyota Research Institute	Cambridge
Michigan	Caltex Design Research (Toyota)	Ann Arbor
	Honda R&D Americas, LLC	Ann Arbor
	Honda R&D Americas, LLC	Pontiac
	Hyundai-Kia America Technical Center, Inc.	Superior Township
	Mercedes-Benz R&D North America	Ann Arbor
	Mercedes-Benz R&D North America	Redford
	Mitsubishi Motors R&D of America, Inc.	Ann Arbor
	Nissan Technical Center North America	Farmington Hills
	Subaru Research & Development	Ann Arbor
	Toyota Motor North America R&D	Ann Arbor
	Toyota Research Institute	Ann Arbor
Toyota Motor North America R&D	Saline	
North Carolina	Toyota Racing Development	Salisbury
Ohio	The Ohio State University - Advance Technology Research (Honda)	Columbus
	Honda R&D Americas, LLC Ohio Center	Raymond
Oregon	Jaguar Land Rover Global Digital Design Center	Portland
South Carolina	BMW Group Information Technology Research Center	Greenville
Tennessee	Volkswagen North American Engineering & Planning Center	Chattanooga
Virginia	Mitsubishi Motors R&D of America, Inc.	Arlington
Washington	Mercedes-Benz R&D North America	Seattle
	Volkswagen Automotive Cloud, LLC	Redmond

44 Different Models Designed or Developed in the U.S.



Acura CL*
Acura EL
Acura MDX*
Acura NSX
Acura RDX
Acura TL*
Acura TLX
Acura ZDX



Honda Accord Coupe
Honda Accord Sedan
Honda Accord Wagon*
Honda Civic
Honda Civic Coupe*
Honda Element
Honda Odyssey*
Honda Passport
Honda Pilot*
Honda Ridgeline*



INFINITI



Kia Telluride



Nissan Altima*
Nissan Frontier*
Nissan Kicks
Nissan LEAF
Nissan Maxima*
Nissan Murano
Nissan Note
Nissan NV
Nissan NV200
Nissan Pathfinder
Nissan Rogue
Nissan Sentra*
Nissan Titan*
Nissan Versa
Nissan Versa Sedan



TOYOTA

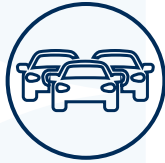
Toyota Avalon
Toyota Camry
Toyota RAV4 EV
Toyota Sienna
Toyota Solara
Toyota Tacoma
Toyota Tundra
Toyota Venza

*Multiple generations

Green Vehicles



446,000 new green vehicles* registered in 2019



Nearly **60** green vehicles models offered to U.S. consumers in 2019

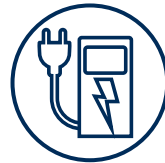


55% market share green vehicles in 2019

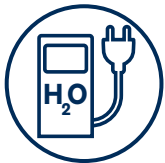
2019 U.S. Green Vehicle Sales



343,778 hybrids
86% of U.S. sales



36,841 battery electric vehicles (BEVs)
15% of U.S. sales



2,089 hydrogen fuel cell electric vehicles (FCEVs)
100% of U.S. sales



65,028 plug-in hybrid electric vehicles (PHEVs)
76% of U.S. sales

*Advanced technology vehicles (green) include all hybrid, electric, and fuel cell vehicles.

Green Vehicle Sales

State	Green Vehicle Total Sales*	Int'l Automakers** Green Vehicle Sales	Int'l Automakers Green Vehicle Market Share
Alabama	3,876	2,184	56%
Alaska	782	552	71%
Arizona	16,542	8,329	50%
Arkansas	2,521	1,529	61%
California	247,810	141,106	57%
Colorado	18,175	9,923	55%
Connecticut	8,145	5,033	62%
Delaware	2,351	1,419	60%
District of Columbia	2,365	1,365	58%
Florida	42,102	20,441	49%
Georgia	15,837	8,672	55%
Hawaii	6,132	2,764	45%
Idaho	2,619	1,888	72%
Illinois	26,553	16,007	60%
Indiana	8,936	4,948	55%
Iowa	3,958	2,726	69%
Kansas	3,488	2,202	63%
Kentucky	4,476	2,709	61%
Louisiana	3,607	1,712	47%
Maine	3,117	1,981	64%
Maryland	18,734	11,819	63%
Massachusetts	20,342	12,817	63%
Michigan	29,117	5,688	20%
Minnesota	10,371	6,201	60%
Mississippi	1,572	919	58%
Missouri	9,314	5,397	58%
Montana	1,609	1,038	65%
Nebraska	2,654	1,571	59%
Nevada	7,035	3,381	48%
New Hampshire	3,723	2,443	66%
New Jersey	25,126	12,172	48%
New Mexico	3,331	2,212	66%
New York	40,320	22,397	56%
North Carolina	16,825	9,567	57%
North Dakota	591	369	62%
Ohio	21,924	9,756	44%
Oklahoma	9,812	2,657	27%
Oregon	15,361	10,101	66%
Pennsylvania	24,545	14,845	60%
Rhode Island	1,938	1,257	65%
South Carolina	5,224	2,994	57%
South Dakota	840	517	62%
Tennessee	8,624	4,492	52%
Texas	40,995	19,622	48%
Utah	6,542	3,856	59%
Vermont	2,423	1,806	75%
Virginia	22,390	12,768	57%
Washington	29,868	18,750	63%
West Virginia	1,906	1,290	68%
Wisconsin	8,864	5,761	65%
Wyoming	584	325	56%
TOTAL	815,896	446,278	55%

**Retail and fleet sales CY2019 for Acura, Alfa Romeo, Aston Martin, Audi, Bentley, BMW, Bugatti, Ferrari, Fiat, Honda, Hyundai, Genesis, Infiniti, Jaguar, Kia, Karma, Lamborghini, Land Rover, Lexus, Lotus, Maserati, Mazda, McLaren, Mercedes-Benz, MINI, Mitsubishi Motors, Nissan, Porsche, Rolls-Royce, Scion, smart, Subaru, Toyota, Volkswagen, and Volvo Cars.
Source: IHS Markit Vehicle Registration Data.

States



Alabama

Economic Impact in Alabama

\$11.9 billion invested

Production

899,992 vehicles produced in 2019

100% total auto production in Alabama

\$8.7 billion purchased from U.S. suppliers

Sales

143 international nameplate dealerships

109,691 new vehicles registered in 2019

54% market share of new vehicle registrations in Alabama

Employment

77,843 total jobs generated in Alabama

- **13,925** direct employment
- **7,000** dealership jobs
- **56,918** other indirect employment

\$4.9 billion total employee compensation

- **\$389 million** dealership employee compensation
- **\$4.5 billion** in direct and other indirect employee compensation



Without the operations and related activities of international automakers and auto dealers in the U.S., **the unemployment rate in Alabama would be 6.2%** — far higher than the 2.7% official rate.

Revenues

The economic activity of international automakers in Alabama generated:

- **\$676 million** in state and local tax receipts and other revenues
- **\$1.1 billion** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$10 billion (4.3%)** to Alabama's Gross State Product (GSP) in 2019.

Vehicles Made in Alabama



Honda Odyssey*



Honda Passport*



Honda Pilot*



Honda Ridgeline*



Hyundai Elantra*



Hyundai Santa Fe*



Hyundai Sonata*



Mercedes-Benz C-class*



Mercedes-Benz GLE SUV*



Mercedes-Benz GLE Coupe*



Mercedes-Benz GLS SUV*

*Exported from America

Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



Eleven models manufactured by international automakers in Alabama are exported to **44 countries and territories** around the globe.

International Automaker Facilities

Manufacturing

- Honda Manufacturing of Alabama, LLC — Lincoln
- Hyundai Motor Manufacturing Alabama — Montgomery
- Mazda Toyota Manufacturing, U.S.A., Inc.* — Huntsville
- Mercedes-Benz U.S. International, Inc. — Vance
- Mercedes-Benz U.S. International, Inc.* — Woodstock
- Toyota Motor Manufacturing Alabama — Huntsville

*Plant coming soon

Alaska

Economic Impact in Alaska

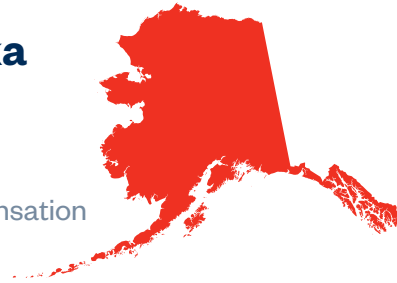
23 international nameplate dealerships

884 dealership jobs

\$49 million dealership employee compensation

11,566 new vehicles registered in 2019

44% market share of new vehicle registrations in Alaska



Arizona

Economic Impact in Arizona

\$610 million invested

816 direct employment

\$46 million purchased from U.S. suppliers in 2019

162 international nameplate dealerships

13,770 dealership jobs

\$824 million dealership employee compensation

189,397 new vehicles registered in 2019

50% market share of new vehicle registrations in Arizona



International Automaker Facilities

R&D

- Nissan Technical Center North America Arizona Test Center — Stanfield
- Toyota Arizona Proving Grounds — Wittmann
- Volkswagen Arizona Proving Grounds — Maricopa
- Volvo Car Arizona Proving Ground — Wittman

Finance

- Toyota Financial Services District Sales and Service Office — Chandler
- Toyota Financial Services Customer Service Center — Chandler

Other

- Toyota Logistics Services, Inc./Transport Operations — Phoenix

Arkansas

Economic Impact in Arkansas

\$339 million invested

94 direct employment

\$75 million purchased from U.S. suppliers in 2019

71 international nameplate dealerships

3,337 dealership jobs

\$177 million dealership employee compensation

54,262 new vehicles registered in 2019

44% market share of new vehicle registrations in Arkansas



California

Economic Impact in California

\$4.3 billion invested

3.8 billion purchased from U.S. suppliers

Sales

1,000 international nameplate dealerships

1,286,129 new vehicles registered in 2019

70% market share of new vehicle registrations in California

Employment

189,938 total jobs generated in California

- **10,127** direct employment
- **83,904** dealership jobs
- **95,907** other indirect employment

\$13.8 billion total employee compensation

- **\$5.5 billion** dealership employee compensation
- **\$8.2 billion** in direct and other indirect employee compensation



Without the operations and related activities

of international automakers and auto dealers in the U.S., **the unemployment rate in California would be 4.8%** — far higher than the 3.9% official rate.

Revenues

The economic activity of international automakers in California generated:

- **\$3.9 billion** in state and local tax receipts and other revenues
- **\$3 billion** in federal tax receipts and other revenues for the federal government





The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$22.9 billion** to California's Gross State Product (GSP) in 2019.



International automakers **exported 34 models** from the California ports of Long Beach, Oakland, and Port Hueneme in 2019.

International Automaker Facilities

Headquarters

- Acura — Torrance
- American Honda Finance Corporation — Torrance
- American Honda Motor Co., Inc. — Torrance
- Aston Martin Lagonda of North America, Inc. — Irvine
- Genesis — Fountain Valley
- Hyundai Motor America National — Fountain Valley
- Kia Motors America — Irvine
- Mazda North American Operations — Irvine
- Mercedes-Benz R&D North America — Sunnyvale
- Mobis Parts America, LLC (Hyundai/Kia) — Fountain Valley

Manufacturing

- TABC, Inc. (Toyota) — Long Beach

R&D

- Audi of America Design Loft (Volkswagen) — Malibu
- Audi Innovation Center (Volkswagen) — San Francisco
- BMW iVentures — Mountain View
- BMW Technology Office — Mountain View
- BMW of North America Engineering and Emission Test Center — Oxnard
- Caltly Design Research (Toyota) — Newport Beach
- Caltly Design Research (Toyota Innovation Hub) — Oakland
- Designworks (BMW Group) — Newbury Park

R&D (Continued)

- Honda R&D Americas, LLC Advanced Design Studio — Los Angeles
- Honda Innovations, Inc. — Mountain View
- Honda R&D Americas, LLC Los Angeles Center — Torrance
- Hyundai Kia America Technical Center, Inc. Proving Ground — California City
- Hyundai Kia America Technical Center, Inc. Engineering Facility — Chino
- Hyundai Kia America Technical Center, Inc. North American Quality Center — Chino
- Hyundai Kia America Technical Center, Inc. Design Center/Tech Facility — Irvine
- Hyundai Kia America Technical Center, Inc. Hyundai Ventures — Menlo Park
- Kia Design Center America — Irvine
- Mazda R&D Irvine — Irvine
- Mercedes-Benz R&D North America — Carlsbad
- Mercedes-Benz R&D North America — Long Beach
- Mitsubishi Motors R&D of America, Inc. — Costa Mesa
- Mitsubishi Motors R&D of America, Inc. — Palo Alto
- Nissan Design America — San Diego
- Nissan Research Center Silicon Valley — Santa Clara
- Nissan Technical Center Fuel Cell Research Center — West Sacramento
- Subaru Research & Development — Cypress
- Toyota Racing Development — Costa Mesa
- Toyota Research Institute — Palo Alto
- Toyota InfoTechnology Center U.S.A., Inc. — Mountain View
- Volkswagen Innovation and Engineering Center California — Belmont
- Volkswagen Test Center California — Oxnard
- Volkswagen Design Center — Santa Monica
- Volvo Car Design Studio — Camarillo
- Volvo Car Technology — Mountain View
- Volvo Car Technology — Sunnyvale

Finance

- American Honda Finance Corporation Regional Office — Cypress
- American Honda Finance Corporation Regional Office — San Ramon
- Hyundai Capital America — Irvine
- Hyundai Capital America — Irvine
- Hyundai Capital Irvine — Irvine
- Toyota Financial Services District Sales and Service Office — Agoura Hills

Finance (Continued)

- Toyota Financial Services District Sales and Service Office — Anaheim
- Toyota Financial Services Western Regional Office — Anaheim
- Toyota Financial Services District Sales and Service Office — Arcadia
- Toyota Financial Services District Sales and Service Office — Elk Grove
- Toyota Financial Services District Sales and Service Office — San Diego
- Toyota Financial Services District Sales and Service Office — San Ramon

Sales and Training

- BMW of North America Regional Office — Newbury Park
- BMW of North America Training Center — Ontario
- Honda/Acura Zone Office — Torrance
- Honda Zone Office — Walnut Creek
- Hyundai Motor America Service Engineer — Fountain Valley
- Hyundai Western Region — Fountain Valley
- Infiniti Regional Office — Irvine
- Jaguar Land Rover Regional Office/Regional Training Center — Irvine
- Kia Regional Office — Irvine
- Kia Training Center — Irvine
- Lexus Division Area Office — Irvine
- Mazda Regional Office — Irvine
- Mazda Technical Service — Irvine
- Mazda Training Center — Irvine
- Mazda Training Center — Pleasanton
- Mercedes-Benz Learning and Performance Center — Long Beach
- Mercedes-Benz USA West Coast Campus — Long Beach
- Mitsubishi Motors Regional Office — Costa Mesa
- Nissan Regional Office — Irvine
- Nissan Service Training Center — Livermore
- Nissan Service Training Center — Ontario
- Subaru Zone Office — Costa Mesa
- Subaru Zone Office — Pleasanton
- Subaru Sales Training Center — Stockton
- Toyota Motor Sales U.S.A., Inc. Regional Office — Irvine
- Toyota Motor Sales U.S.A., Inc. Regional Office — San Ramon
- Volkswagen, Audi, and Volkswagen Credit, Inc. Regional Offices — Woodland Hills
- Volvo Car USA — Irvine
- Volvo Car USA — Irvine

Parts Centers

- BMW of North America Regional Parts Distribution Center — Redlands
- BMW of North America Regional Parts Distribution Center — Stockton
- Honda Parts Distribution Center — Chino
- Honda Parts Distribution Center — Stockton
- Honda Parts Distribution Center — Torrance
- Jaguar Western Parts Distribution Center — Brisbane
- Land Rover Western Parts Distribution Center — Ontario
- Mercedes-Benz Parts Distribution Center — Fontana
- Mitsubishi Motors Parts Distribution Center — Riverside
- Mobis Parts Distribution Center (Kia) — Riverside
- Nissan Parts Distribution Center — Compton
- Nissan Parts Distribution Center — Riverside
- Nissan Parts Distribution Center — Sacramento
- Subaru Regional Distribution Center — Fontana
- Toyota Parts Distribution Center — Ontario
- Toyota Parts Distribution Center — San Ramon
- Toyota Parts Distribution Center — Torrance
- Volkswagen Parts Distribution Center — Ontario
- Volkswagen Parts Distribution Center — Rocklin
- Volvo Car USA Parts Distribution Center — Ontario

Other

- BMW of North America Vehicle Distribution Center — Oxnard
- BMW Group Representative Office — Sacramento
- BMW Performance Center West — Thermal
- Honda Proving Center of California — Cantil
- Honda Drivemode, Inc. — Redwood City
- Honda Performance Development — Santa Clarita
- Honda Patents and Technologies — Torrance
- Hyundai Capital Irvine Headquarters — Newport Beach
- Jaguar Land Rover Vehicle Distribution Centers — Port Hueneme
- Mercedes-Benz USA Classic Center — Irvine
- Toyota Port/Transport Operations — Benicia
- Toyota Port/Transport Operations — Long Beach
- Toyota Logistics Services, Inc./Transport Operations — Richmond
- Toyota Logistics Services, Inc./Marshalling Yard — San Diego

Colorado

Economic Impact in Colorado

\$74 million invested

314 direct employment

\$69 million purchased from U.S. suppliers in 2019

160 international nameplate dealerships

11,376 dealership jobs

\$705 million dealership employee compensation

155,153 new vehicles registered in 2019

58% market share of new vehicle registrations in Colorado



Connecticut

Economic Impact in Connecticut

\$51 million invested

164 direct employment

\$24 million purchased from U.S. suppliers in 2019

177 international nameplate dealerships

9,128 dealership jobs

\$571 million dealership employee compensation

114,332 new vehicles registered in 2019

71% market share of new vehicle registrations in Connecticut



International Automaker Facilities

R&D

- Audi Test Lab (Volkswagen) — Golden
- Honda R&D Americas, LLC — Denver

Finance

- Toyota Financial Services District Sales and Service Office—Centennial

Sales and Training

- Honda Zone Office — Englewood
- Hyundai Motor America Regional Office - Mountain States Region — Denver
- Nissan Regional Office — Denver
- Subaru Sales Training Office — Aurora
- Subaru Regional Office — Glendale
- Subaru Zone Office — Glendale
- Toyota Motor Sales U.S.A., Inc. Regional Office — Englewood

Parts Center

- Subaru Regional Distribution Center — Aurora
- Toyota Parts Distribution Center — Englewood

Other

- Honda Eagle Rock School — Estes Park
- Nissan Data Center — Englewood

International Automaker Facilities

Finance

- Toyota Financial Services District Sales and Service Office — Shelton

Sales and Training

- Honda/Acura Zone Office — Windsor Locks

Parts Center

- Honda Parts Distribution Center — Windsor Locks

Delaware

Economic Impact in Delaware

\$15 million purchased from U.S. suppliers in 2019

36 international nameplate dealerships

2,820 dealership jobs

\$158 million dealership employee compensation

25,462 new vehicles registered in 2019

55% market share of new vehicle registrations in Delaware



International Automaker Facilities

Finance

- American Honda Finance Corporation Regional Office — Wilmington

District of Columbia

Economic Impact in District of Columbia

\$14 million invested

96 direct employment

\$46 million purchased from U.S. suppliers in 2019

14,890 new vehicles registered in 2019

72% market share of new vehicle registrations in District of Columbia



International Automaker Facilities

- BMW Group Government and External Affairs — Washington, D.C.
- Honda Government and Industry Relations Office — Washington, D.C.
- Hyundai Motor Company Government Affairs — Washington, D.C.
- Kia Motors Corporation Government Affairs — Washington, D.C.
- Mazda North American Operations Government and Public Affairs — Washington, D.C.
- Mercedes-Benz USA/Daimler External Affairs — Americas — Washington, D.C.
- Subaru Government Relations — Washington, D.C.
- Toyota Motor North America, Inc. Government Affairs — Washington, D.C.
- Volkswagen Group of America Public Affairs — Washington, D.C.
- Volvo Car Corporation Government Affairs — Washington, D.C.

Florida

Economic Impact in Florida

\$92 million invested

548 direct employment

\$963 million purchased from U.S. suppliers in 2019

613 international nameplate dealerships

36,856 dealership jobs

\$2.2 billion dealership employee compensation

848,480 new vehicles registered in 2019

65% market share of new vehicle registrations in Florida



International Automaker Facilities

Finance

- Volvo Car Financial Services — Pompano Beach

Sales and Training

- Kia Training Center — Orlando
- Mazda Training Center — Alamonte Springs
- Mazda Regional Office — Jacksonville
- Mercedes-Benz Learning and Performance Center — Jacksonville
- Mitsubishi Motors Regional Office — Lake Mary
- Mobis Parts Distribution Center (Kia) — Miami
- Nissan Service Training Center — Miramar
- Subaru Sales Training Office — Melbourne
- Subaru Zone Office — Orlando

Parts Centers

- BMW of North America Regional Parts Distribution Center — Jacksonville
- Mercedes-Benz Parts Distribution Center — Jacksonville
- Mobis Parts Distribution Center (Kia) — Miami
- Nissan Parts Distribution Center — Orlando
- Volkswagen Parts Distribution Center — Jacksonville



International automakers **exported 40 models** from the Florida ports of Jacksonville, Miami, and Port Everglades in 2019.

Georgia

Economic Impact in Georgia

\$2.6 billion invested

Production

274,000 vehicles produced in 2019

100% total auto production in Georgia

\$3.4 billion purchased from U.S. suppliers

Sales

273 international nameplate dealerships

269,369 new vehicles registered in 2019

56% market share of new vehicle registrations in Georgia

Employment

71,871 total jobs generated in Georgia

- **5,302** direct employment
- **17,000** dealership jobs
- **49,569** other indirect employment

\$4.4 billion total employee compensation

- **\$1 billion** dealership employee compensation
- **\$3.4 billion** in direct and other indirect employee compensation



Without the operations and related activities of international automakers and auto dealers in the U.S., **the unemployment rate in Georgia would be 4.5%** — far higher than the 3.1% official rate.

Revenues

The economic activity of international automakers in Georgia generated:

- **\$726 million** in state and local tax receipts and other revenues
- **\$921 million** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$7.6 billion** to Georgia's Gross State Product (GSP) in 2019.

Vehicles Made in Georgia



Kia Optima*



Kia Sorento*



Kia Telluride*

*Exported from America
Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



Three models manufactured by international automakers in Georgia are exported to **11 countries and territories** around the globe.



International automakers **exported 30 models** from the Georgia ports of Brunswick and Savannah in 2019.

International Automaker Facilities

Headquarters

- Mercedes-Benz USA — Atlanta
- Porsche Cars North America — Atlanta
- smart — Atlanta

Manufacturing

- Honda Precision Parts of Georgia, LLC — Tallapoosa
- Kia Motors Manufacturing Georgia — West Point

Finance

- American Honda Finance Corporation Regional Office — Alpharetta
- Hyundai Capital America — Atlanta
- Mercedes-Benz Financial Services — Atlanta
- Toyota Financial Services District Sales and Service Office — Alpharetta

Sales and Training

- BMW of North America Regional Office — Atlanta
- BMW of North America Training Center — College Park
- Honda/Acura Zone Office — Alpharetta
- Hyundai Motor America Regional Office — Marietta
- Infiniti Regional Office — Atlanta
- Jaguar Land Rover Academy — Atlanta
- Jaguar Land Rover North America — Atlanta
- Kia Regional Office — Atlanta
- Kia Training Center — Lawrenceville
- Lexus Division Area Office — Alpharetta
- Mazda Training Center — Marietta
- Nissan Regional Office — Atlanta
- Nissan Service Training Center — Marietta
- Subaru Regional Distribution Center — Lithia Springs
- Subaru Sales Training Center — Lithia Springs
- Subaru Zone Office — Lithia Springs
- Volkswagen, Audi, and Volkswagen Credit, Inc. Regional Offices — Alpharetta

Parts Centers

- Honda Parts Distribution Center — Alpharetta
- Jaguar South Eastern Parts Distribution Center — Atlanta
- Mazda Parts Distribution Center — McDonough
- Mitsubishi Motors Parts Distribution Center — Lithia Springs
- Mobis Parts Distribution Center (Hyundai/Kia) — Lawrenceville

Other

- BMW Parkmobile, LLC — Atlanta
- BMW of North America Vehicle Distribution Center — Brunswick
- Jaguar Land Rover Vehicle Distribution Centers — Brunswick
- Mercedes-Benz Vehicle Preparation Center — Brunswick

Hawaii

Economic Impact in Hawaii

\$26 million invested

36 international nameplate dealerships

2,240 dealership jobs

\$140 million dealership employee compensation

55,599 new vehicles registered in 2019

59% market share of new vehicle registrations in Hawaii



Idaho

Economic Impact in Idaho

\$38 million purchased from U.S. suppliers in 2019

59 international nameplate dealerships

3,350 dealership jobs

\$178 million dealership employee compensation

30,792 new vehicles registered in 2019

52% market share of new vehicle registrations in Idaho



International Automaker Facilities

Other

- Subaru Independent Distributor — Honolulu
- Toyota Independent Distributor — Honolulu

Illinois

Economic Impact in Illinois

\$832 million invested

1,639 direct employment

\$4.6 billion purchased from U.S. suppliers in 2019

379 international nameplate dealerships

20,160 dealership jobs

\$1.1 billion dealership employee compensation

331,971 new vehicles registered in 2019

53% market share of new vehicle registrations in Illinois



International Automaker Facilities

R&D

- BMW Technology Corporation — Chicago

Finance

- American Honda Finance Corporation Regional Office — Elgin
- Toyota Financial Services District Sales and Service Office — Downers Grove
- Volkswagen Credit Call Center — Libertyville

Sales and Training

- BMW of North America Regional Office — Schaumburg
- Honda/Acura Zone Office — Hoffman Estates
- Hyundai Motor America Regional Office — Oakbrook Terrace
- Jaguar Land Rover Regional Office — Naperville
- Kia Regional Office — Downers Grove
- Kia Training Center — Lombard
- Lexus Division Area Office — Naperville
- Mazda Regional Office — Oakbrook Terrace
- Mazda Training Center — Schaumburg

Sales and Training (Continued)

- Mercedes-Benz USA Regional Office — Carol Stream
- Nissan Regional Office — Aurora
- Nissan Service Training Center — Aurora
- Subaru Sales Training Center — Elgin
- Subaru Regional Office — Itasca
- Subaru Zone Office — Itasca
- Toyota Motor Sales U.S.A., Inc. Regional Office — Aurora
- Volkswagen and Audi Regional Offices — Rosemont
- Volvo Dealer Training Academy — Naperville

Parts Centers

- BMW of North America Regional Parts Distribution Center — Minooka
- Hyundai Motor America Midwest Parts Distribution Center — Aurora
- Mazda Parts Distribution Center — Aurora
- Mercedes-Benz Parts Distribution Center — Carol Stream
- Mobis Parts Distribution Center (Hyundai/Kia) — Aurora
- Nissan Parts Distribution Center — Aurora
- Toyota Parts Distribution Center — Aurora

Indiana

Economic Impact in Indiana

\$8.7 billion invested

Production

971,299 vehicles produced in 2019

76% of auto production in Indiana

\$23 billion purchased from U.S. suppliers

Sales

190 international nameplate dealerships

108,398 new vehicles registered in 2019

44% market share of new vehicle registrations in Indiana

Employment

135,448 total jobs generated in Indiana

- **15,007** direct employment
- **8,758** dealership jobs
- **111,683** other indirect employment

\$8.9 billion total employee compensation

- **\$453 million** dealership employee compensation
- **\$8.5 billion** in direct and other indirect employee compensation



Without the operations and related activities of international automakers and auto dealers in the U.S., **the unemployment rate in Indiana would be 7.1%** — far higher than the 3.1% official rate.



Revenues

The economic activity of international automakers in Indiana generated:

- **\$1.1 billion** in state and local tax receipts and other revenues
- **\$1.9 billion** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$17.9 billion (4.8%)** to Indiana's Gross State Product (GSP) in 2019.

Vehicles Made in Indiana



Honda Civic*



Honda CR-V*



Honda CR-V Hybrid



Honda Insight*



Subaru Ascent*



Subaru Impreza*



Subaru Legacy*



Subaru Outback*



Toyota Highlander*



Toyota Highlander Hybrid*



Toyota Sequoia*



Toyota Sienna*

*Exported from America

Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



Twelve models manufactured by international automakers in Indiana are exported to **50 countries and territories** around the globe.

International Automaker Facilities

Manufacturing

- Honda Manufacturing of Indiana, LLC — Greensburg
- Subaru of Indiana Automotive — Lafayette
- Toyota Motor Manufacturing Indiana — Princeton

R&D

- Subaru Research & Development — Lafayette

Parts Center

- Subaru Regional Distribution Center — Lebanon

Other

- Honda Performance Development — Brownsburg
- Subaru Field Service — Lafayette
- Subaru Yard Operations — Lafayette
- Toyota Logistics Services, Inc./Marshalling Yard — Princeton

Iowa

Economic Impact in Iowa



\$103 million invested

747 direct employment

\$12 million purchased from U.S. suppliers in 2019

97 international nameplate dealerships

3,358 dealership jobs

\$178 million dealership employee compensation

47,186 new vehicles registered in 2019

38% market share of new vehicle registrations in Iowa

International Automaker Facilities

Finance

- Toyota Financial Services Customer Service Center — Cedar Rapids

Parts Center

- Honda Parts Distribution Center — Davenport

Kansas

Economic Impact in Kansas

\$336 million purchased from U.S. suppliers in 2019

89 international nameplate dealerships

3,744 dealership jobs

\$192 million dealership employee compensation

42,361 new vehicles registered in 2019

45% market share of new vehicle registrations in Kansas



International Automaker Facilities

Finance

- Toyota Financial Services District Sales and Service Office — Overland Park

Kentucky

Economic Impact in Kentucky

\$8.2 billion invested

Production

444,334 vehicles produced in 2019

36% total auto production in Kentucky

\$12 billion purchased from U.S. suppliers

Sales

113 international nameplate dealerships

71,137 new vehicles registered in 2019

50% market share of new vehicle registrations in Kentucky

Employment

72,905 total jobs generated in Kentucky

- **9,523** direct employment
- **5,928** dealership jobs
- **57,454** other indirect employment

\$4.6 billion total employee compensation

- **\$314 million** dealership employee compensation
- **\$4.3 billion** in direct and other indirect employee compensation



Without the operations and related activities of international automakers and auto dealers in the U.S., **the unemployment rate in Kentucky would be 7.8%** — far higher than the 4.3% official rate.



Revenues

The economic activity of international automakers in Kentucky generated:

- **\$560 million** in state and local tax receipts and other revenues
- **\$932 million** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$7.6 billion (3.5%)** to Kentucky's Gross State Product (GSP) in 2019.

Vehicles Made in Kentucky



Lexus ES*



Toyota Avalon*



Toyota Avalon Hybrid*



Toyota Camry*



Toyota Camry Hybrid*

*Exported from America
Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



Five models manufactured by international automakers in Kentucky are exported to **14 countries and territories** around the globe.

International Automaker Facilities

Manufacturing

- Toyota Motor Manufacturing Kentucky — Georgetown

R&D

- Toyota Production Engineering and Manufacturing Center — Georgetown

Parts Center

- Toyota Parts Distribution Center — Hebron

Other

- Toyota Logistics Services, Inc./Marshalling Yard — Georgetown

Louisiana

Economic Impact in Louisiana

\$7.2 million purchased from U.S. suppliers in 2019

153 international nameplate dealerships

7,670 dealership jobs

\$418 million dealership employee compensation

104,304 new vehicles registered in 2019

48% market share of new vehicle registrations in Louisiana



Maine

Economic Impact in Maine

\$22 million purchased from U.S. suppliers in 2019

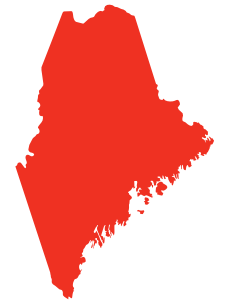
68 international nameplate dealerships

2,750 dealership jobs

\$145 million dealership employee compensation

35,183 new vehicles registered in 2019

53% market share of new vehicle registrations in Maine



International Automaker Facilities

Finance

- Toyota Financial Services District Sales and Service Office — Baton Rouge

Maryland

Economic Impact in Maryland

- \$58 million** invested
- 844** direct employment
- \$34 million** purchased from U.S. suppliers in 2019
- 219** international nameplate dealerships
- 15,089** dealership jobs
- \$891 million** dealership employee compensation
- 197,430** new vehicles registered in 2019
- 62%** market share of new vehicle registrations in Maryland



International Automaker Facilities

Finance

- Toyota Financial Services District Sales and Service Office — Owings Mills
- Toyota Financial Services Customer Service Center — Owings Mills

Sales and Training

- Honda Zone Office — Gaithersburg
- Subaru Zone Office — Columbia
- Subaru Sales Training Center — Frederick

Parts Centers

- Nissan Parts Distribution Center — Curtis Bay
- Toyota Parts Distribution Center — Glen Burnie

Other

- BMW of North America Vehicle Distribution Center — Baltimore
- Jaguar Land Rover Vehicle Distribution Centers — Baltimore
- Mercedes-Benz Vehicle Preparation Center — Baltimore
- Toyota Central Atlantic Distributor — Glen Burnie



International automakers **exported 17 models** from the Maryland Port of Baltimore in 2019.

Massachusetts

Economic Impact in Massachusetts

- \$75 million** invested
- 383** direct employment
- \$315 million** purchased from U.S. suppliers in 2019
- 247** international nameplate dealerships
- 14,384** dealership jobs
- \$966 million** dealership employee compensation
- 232,165** new vehicles registered in 2019
- 68%** market share of new vehicle registrations in Massachusetts



International Automaker Facilities

R&D

- Toyota Research Institute — Cambridge

Finance

- American Honda Finance Corporation Regional Office — Holyoke
- Toyota Financial Services District Sales and Service Office — Chelmsford

Sales and Training

- Hyundai Motor America Service Training Center — Shrewsbury
- Hyundai-Kia America Technical Center Inc. — Shrewsbury
- Kia Training Center — Marlborough
- Mazda Training Center — Mansfield
- Toyota Motor Sales U.S.A., Inc. Regional Office — Mansfield
- Volvo Dealer Training Academy — Mansfield

Parts Center

- Toyota Parts Distribution Center — Mansfield

Other

- Hyundai America Technical Center, Inc. — Cambridge
- Subaru Independent Distributor — Norwood

Michigan

Economic Impact in Michigan

\$2.1 billion invested

5,313 direct employment

\$7.8 billion purchased from U.S. suppliers in 2019

231 international nameplate dealerships

10,020 dealership jobs

\$588 million dealership employee compensation

109,917 new vehicles registered in 2019

19% market share of new vehicle registrations in Michigan



Finance

- Toyota Financial Services District Sales and Service Office — Livonia

Other

- American Honda Emissions Lab — Ann Arbor
- Mazda Wixom Center — Wixom
- Mazda Quality Research Building — Woodhaven
- Toyota Motor Sales U.S.A., Inc. Public Relations — Detroit
- Volkswagen Call Center and Technical Services — Auburn Hills

International Automaker Facilities

Headquarters

- Maserati North America, Inc. — Auburn Hills
- Mercedes-Benz USA Financial Services — Farmington Hills

R&D

- Caltex Design Research (Toyota) — Ann Arbor
- Honda R&D Americas, LLC — Ann Arbor
- Honda-GM Fuel Cell Partnership — Pontiac
- Hyundai-Kia America Technical Center, Inc. — Superior Township
- Mercedes-Benz R&D North America — Ann Arbor
- Mercedes-Benz R&D North America — Redford
- Mitsubishi Motors R&D of America, Inc. — Ann Arbor
- Nissan Technical Center North America — Farmington Hills
- Subaru Research & Development — Ann Arbor
- Toyota Motor North America R&D — Ann Arbor
- Toyota Research Institute — Ann Arbor
- Toyota Motor North America R&D — Saline

Minnesota

Economic Impact in Minnesota

- \$7.9 million** invested
- \$99 million** purchased from U.S. suppliers in 2019
- 120** international nameplate dealerships
- 6,710** dealership jobs
- \$363 million** dealership employee compensation
- 114,705** new vehicles registered in 2019
- 46%** market share of new vehicle registrations in Minnesota



International Automaker Facilities

Finance

- Toyota Financial Services District Sales and Service Office — Minnetonka

Sales and Training

- Subaru Sales Training Center — Bloomington
- Subaru Zone Office — Bloomington

Mississippi

Economic Impact in Mississippi

\$4.6 billion invested

Production

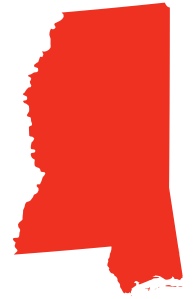
- 388,643** vehicles produced in 2019
- 100%** total auto production in Mississippi
- \$3.7 billion** purchased from U.S. suppliers

Sales

- 84** international nameplate dealerships
- 52,237** new vehicles registered in 2019
- 52%** market share of new vehicle registrations in Mississippi

Employment

- 31,096** total jobs generated in Mississippi
 - **6,920** direct employment
 - **3,572** dealership jobs
 - **20,604** other indirect employment
- \$1.8 billion** total employee compensation
 - **\$185 million** dealership employee compensation
 - **\$1.6 billion** in direct and other indirect employee compensation



Without the operations and related activities of international automakers and auto dealers in the U.S., **the unemployment rate in Mississippi would be 7.9%** — far higher than the 5.5% official rate.

Revenues

The economic activity of international automakers in Mississippi generated:

- **\$324 million** in state and local tax receipts and other revenues
- **\$407 million** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$3.8 billion (3.2%)** to Mississippi's Gross State Product (GSP) in 2019.

Vehicles Made in Mississippi



Nissan Altima*



Nissan Frontier*



Nissan Murano*



Nissan NV Cargo*



Nissan NV Passenger*



Nissan Titan*



Nissan Titan XD



Toyota Corolla*

*Exported from America
Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



Seven models manufactured by international automakers in Mississippi are exported to **18 countries and territories** around the globe.

International Automaker Facilities

Manufacturing

- Nissan Canton Vehicle Assembly Plant — Canton
- Toyota Motor Manufacturing Mississippi — Blue Springs

Other

- Toyota Logistics Services, Inc./Marshalling Yard — Tupelo

Missouri

Economic Impact in Missouri

\$830 million invested

\$571 million purchased from U.S. suppliers



SALES

154 international nameplate dealerships

118,957 new vehicles registered in 2019

41% market share of vehicles sold in Missouri

Employment

29,398 total jobs generated in Missouri

- **1,055** direct employment
- **7,847** dealership jobs
- **20,496** other indirect employment

\$1.7 billion total employee compensation

- **\$422 million** dealership employee compensation
- **\$1.3 billion** in direct and other indirect employee compensation



Without the operations and related activities of international automakers and auto dealers in the U.S., **the unemployment rate in Missouri would be 4.5%** — far higher than the 3.5% official rate.

Revenues

The economic activity of international automakers in Missouri generated:

- **\$253 million** in state and local tax receipts and other revenues
- **\$348 million** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$2.7 billion** to Missouri's Gross State Product (GSP) in 2019.

International Automaker Facilities

Manufacturing

- Toyota Bodine Aluminum, Inc. — St. Louis
- Toyota Bodine Aluminum, Inc. — Troy

Finance

- Toyota Financial Services District Sales and Service Office — Creve Coeur

Sales and Training

- Toyota Motor Sales U.S.A., Inc. Regional Office — Kansas City

Parts Center

- Toyota Parts Distribution Center — Kansas City

Montana

Economic Impact in Montana



- \$6.9 million** purchased from U.S. suppliers in 2019
- 42** international nameplate dealerships
- 1,640** dealership jobs
- \$86 million** dealership employee compensation
- 20,405** new vehicles registered in 2019
- 42%** market share of new vehicle registrations in Montana

Nebraska

Economic Impact in Nebraska



- \$34 million** purchased from U.S. suppliers in 2019
- 53** international nameplate dealerships
- 2,400** dealership jobs
- \$128 million** dealership employee compensation
- 34,473** new vehicles registered in 2019
- 41%** market share of new vehicle registrations in Nebraska

Nevada

Economic Impact in Nevada



- \$4.8 million** purchased from U.S. suppliers in 2019
- 66** international nameplate dealerships
- 4,554** dealership jobs
- \$305 million** dealership employee compensation
- 80,846** new vehicles registered in 2019
- 60%** market share of new vehicle registrations in Nevada

International Automaker Facilities

Sales and Training

- Toyota Financial Savings Bank – Henderson

New Hampshire

Economic Impact in New Hampshire

- \$71 million** purchased from U.S. suppliers in 2019
- 91** international nameplate dealerships
- 4,029** dealership jobs
- \$261 million** dealership employee compensation
- 56,068** new vehicles registered in 2019
- 61%** market share of new vehicle registrations in New Hampshire



New Jersey

Economic Impact in New Jersey

- \$483 million** invested
- 3,794** direct employment
- \$995 million** purchased from U.S. suppliers in 2019
- 329** international nameplate dealerships
- 22,046** dealership jobs
- \$1.5 billion** dealership employee compensation
- 387,323** new vehicles registered in 2019
- 66%** market share of new vehicle registrations in New Jersey



International Automaker Facilities

Headquarters

- BMW of North America, LLC — Woodcliff Lake
- Ferrari North America, Inc. — Englewood Cliffs
- Jaguar Land Rover North America — Mahwah
- MINI of North America, LLC — Woodcliff Lake
- Rolls-Royce of North America, LLC — Woodcliff Lake
- Subaru of America, Inc. — Camden
- Volvo Car USA — Rockleigh

Finance

- Toyota Financial Services District Sales and Service Office — Parsippany
- Toyota Financial Services Eastern Regional Office — Parsippany
- Volvo Car USA — Rockleigh

Sales and Training

- Acura Training Center — Mt. Laurel
- BMW of North America Technical Training Center — Woodcliff Lake
- Honda/Acura Zone Office — Mt. Laurel
- Hyundai Motor America Regional Office — Jamesburg
- Infiniti Regional Office — Somerset
- Kia Regional Office — Parsippany

Sales and Training (Continued)

- Lexus Division Area Office — Parsippany
- Mazda Regional Office — Bridgewater
- Mazda Training Center — Somerset
- Mitsubishi Motors Regional Office — Swedesboro
- Nissan Regional Office — Somerset
- Nissan Service Training Center — Somerset
- Subaru National Service Training Center — Camden
- Subaru Sales Training Center — Florence
- Subaru Service Training Center — Pennsauken
- Toyota Motor Sales U.S.A., Inc. Regional Office — West Caldwell
- Volkswagen, Audi, and Volkswagen Credit, Inc. Regional Offices — Woodcliff Lake
- Volvo Car USA — Rockleigh

Parts Centers

- BMW of North America Vehicle Distribution Center — Jersey City
- Honda Parts Distribution Center — Mt. Laurel
- Mercedes-Benz Master Parts Distribution Center — Robbinsville
- Mitsubishi Motors Parts Distribution Center — Swedesboro
- Mobis Parts Distribution Center (Hyundai/Kia) — Monroe Township
- Nissan Parts Distribution Center — Somerset
- Subaru Regional Distribution Center — Florence
- Toyota Parts Distribution Center — West Caldwell
- Volkswagen Parts Distribution Center — Cranbury
- Volvo Car USA Parts Distribution Center — Rutherford

Other

- Mercedes-Benz Manhattan Body Shop/Education Center — North Bergen
- Toyota Port Operation — Newark

New Mexico

Economic Impact in New Mexico

\$20 million purchased from U.S. suppliers in 2019

65 international nameplate dealerships

3,355 dealership jobs

\$182 million dealership employee compensation

40,930 new vehicles registered in 2019

50% market share of new vehicle registrations in New Mexico



New York

Economic Impact in New York

- \$229 million** invested
- 533** direct employment
- \$4.1 billion** purchased from U.S. suppliers in 2019
- 539** international nameplate dealerships
- 29,097** dealership jobs
- \$1.8 billion** dealership employee compensation
- 627,254** new vehicles registered in 2019
- 63%** market share of new vehicle registrations in New York



North Carolina

Economic Impact in North Carolina

- \$252 million** invested
- 200** direct employment
- \$1.3 billion** purchased from U.S. suppliers in 2019
- 316** international nameplate dealerships
- 17,703** dealership jobs
- \$971 million** dealership employee compensation
- 272,458** new vehicles registered in 2019
- 59%** market share of new vehicle registrations in North Carolina



International Automaker Facilities

Headquarters

- McLaren Automotive — New York

Finance

- Toyota Financial Services District Sales and Service Office — Middletown

Sales and Training

- BMW Connected Space — New York
- BMW of Manhattan, Inc. — New York
- Mercedes-Benz Manhattan — New York

Other

- American Honda Investor Relations — New York
- Subaru Independent Distributor — Orangeburg

International Automaker Facilities

R&D

- Toyota Racing Development — Salisbury

Finance

- American Honda Finance Corporation Regional Office — Charlotte

North Dakota

Economic Impact in North Dakota

- \$10 million** purchased from U.S. suppliers
- 33** international nameplate dealerships
- 1,100** dealership jobs
- \$59 million** dealership employee compensation
- 11,310** new vehicles registered in 2019
- 32%** market share of new vehicle registrations in North Dakota



Ohio

Economic Impact in Ohio

\$14.3 billion invested

Production

- 612,609** vehicles produced in 2019
- 55%** total auto production in Ohio
- \$17.3 billion** purchased from U.S. suppliers

Sales

- 374** international nameplate dealerships
- 292,584** new vehicles registered in 2019
- 49%** market share of vehicles sold in Ohio

Employment

- 196,152** total jobs generated in Ohio
 - 16,443** direct employment
 - 18,361** dealership jobs
 - 161,348** other indirect employment
- \$12.9 billion** total employee compensation
 - \$980 million** dealership employee compensation
 - \$11.9 billion** in direct and other indirect employee compensation



Without the operations and related activities of international automakers and auto dealers in the U.S., **the unemployment rate in Ohio would be 7.5%** — far higher than the 4.1% official rate.

Revenues

The economic activity of international automakers in Ohio generated:

- **\$2 billion** in state and local tax receipts and other revenues
- **\$2.7 billion** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$21.8 billion (3.1%)** to Ohio's Gross State Product (GSP) in 2019.

Vehicles Made in Ohio



Acura ILX*



Acura MDX*



Acura NSX*



Acura RDX*



Acura TLX*



Honda Accord Sedan*



Honda Accord Hybrid



Honda CR-V*

*Exported from America
Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



Seven models manufactured by international automakers in Ohio are exported to **48 countries and territories** around the globe.

International Automaker Facilities

Manufacturing

- Honda of America Mfg., Inc. Anna Engine Plant — Anna
- Honda of America Mfg., Inc. East Liberty Auto Plant — East Liberty
- Honda of America Mfg., Inc. Marysville Auto Plant — Marysville
- Honda of America Mfg., Inc. Performance Manufacturing Center — Marysville
- Honda Transmission Mfg. of America, Inc. — Russells Point

R&D

- The Ohio State University - Advance Technology Research (Honda) — Columbus
- Honda R&D Americas, LLC Ohio Center — Raymond

Finance

- BMW Financial Services NA, LLC — Hilliard
- Toyota Financial Services District Sales and Service Office — Sharonville

Sales and Training

- Honda Zone Office — Troy
- Nissan Service Training Center — Grove City
- Subaru Sales Training Center — Dublin
- Subaru Zone Office — Dublin
- Toyota Motor Sales U.S.A., Inc. Regional Office — Cincinnati

Parts Centers

- Honda Midwest Consolidation Center — Troy
- Honda Parts Distribution Center — Troy
- Toyota Parts Distribution Center — Cincinnati

Other

- Honda Heritage Center — Marysville
- Honda Lock-America Co., Inc. — Marysville
- Honda Patents and Technologies — Raymond

Oklahoma

Economic Impact in Oklahoma



\$39 million purchased from U.S. suppliers in 2019

90 international nameplate dealerships

4,565 dealership jobs

\$246 million dealership employee compensation

345,678 new vehicles registered in 2019

46% market share of new vehicle registrations in Oklahoma

Oregon

Economic Impact in Oregon



\$165 million invested

714 direct employment

\$561 million purchased from U.S. suppliers in 2019

143 international nameplate dealerships

7,936 dealership jobs

\$456 million dealership employee compensation

106,057 new vehicles registered in 2019

65% market share of new vehicle registrations in Oregon

International Automaker Facilities

R&D

- Jaguar Land Rover Global Digital Design Center — Portland

Finance

- Toyota Financial Services District Sales and Service Office — Lake Oswego
- Volkswagen Credit Call Center — Hillsboro

Sales and Training

- Honda Zone Office — Portland
- Subaru Sales Training Center — Portland
- Subaru Zone Office — Portland
- Toyota Motor Sales U.S.A., Inc. Regional Office — Portland

Parts Centers

- Honda Parts Distribution Center — Portland
- Subaru Master Distribution Center — Gresham
- Subaru Regional Distribution Center — Portland
- Toyota Parts Distribution Center — Portland

Other

- Toyota Port/Transport Operations — Portland



International automakers **exported eight models** from the Oregon Port of Portland in 2019.

Pennsylvania

Economic Impact in Pennsylvania

\$17 million invested

367 direct employment

\$1.4 billion purchased from U.S. suppliers in 2019

492 international nameplate dealerships

24,070 dealership jobs

\$1.3 billion dealership employee compensation

363,750 new vehicles registered in 2019

57% market share of new vehicle registrations in Pennsylvania



Rhode Island

Economic Impact in Rhode Island

\$55 million purchased from U.S. suppliers in 2019

43 international nameplate dealerships

2,546 dealership jobs

\$140 million dealership employee compensation

31,619 new vehicles registered in 2019

68% market share of new vehicle registrations in Rhode Island



International Automaker Facilities

Finance

- Toyota Financial Services District Sales and Service Office — Horsham

Sales and Training

- Kia Training Center — Allentown

Parts Centers

- BMW of North America Continental Distribution Center — Easton
- BMW of North America Regional Parts Distribution Center — Nazareth
- Jaguar Eastern Parts Distribution Center — Mechanicsburg
- Land Rover Eastern Parts Distribution Center — Easton
- Mazda Parts Distribution Center — Covington Township



International automakers **exported three models** from the Pennsylvania Port of Philadelphia in 2019.

South Carolina

Economic Impact in South Carolina

\$11.4 billion invested

Production

469,977 vehicles produced in 2019

100% total auto production in South Carolina

\$13 billion purchased from U.S. suppliers

Sales

153 international nameplate dealerships

125,304 new vehicles registered in 2019

58% market share of new vehicle registrations in South Carolina

Employment

79,856 total jobs generated in South Carolina

- **13,451** direct employment
- **8,640** dealership job
- **57,765** other indirect employment

\$4.9 billion total employee compensation

- **\$466 million** dealership employee compensation
- **\$4.5 billion** in direct and other indirect employee compensation



Revenues

The economic activity of international automakers in South Carolina generated:

- **\$799 million** in state and local tax receipts and other revenues
- **\$1.1 billion** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$10.1 billion (4.1%)** to South Carolina's Gross State Product (GSP) in 2019.

Vehicles Made in South Carolina



BMW X3*



BMW X4*



BMW X5*



BMW X6*



BMW X7*



Volvo S60 Sedan*

*Exported from America
Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.

Vehicles Assembled in South Carolina



Mercedes-Benz Metris Cargo



Mercedes-Benz Sprinter Passenger



Mercedes-Benz Sprinter Cargo



Without the operations and related activities of international automakers and auto dealers in the U.S., **the unemployment rate in South Carolina would be 5.7%** — far higher than the 2.4% official rate.



Six models manufactured by international automakers in South Carolina are exported to **125 countries and territories** around the globe.



International automakers **exported six models** from the South Carolina Port of Charleston in 2019.

International Automaker Facilities

Manufacturing

- BMW Manufacturing Co. — Greer
- Mercedes-Benz Vans, LLC — Ladson
- Volvo Car USA — Ridgeville

R&D

- BMW Group Information Technology Research Center — Greenville

Finance

- Mercedes-Benz Financial Services — Fort Mill

Sales and Training

- BMW of North America Training Center — Greer
- Volvo Dealer Technical Training — Charleston
- Volvo Quality and Service — Ridgeville
- Volvo University — Ridgeville
- Volvo Manufacturing Training Facility — Ridgeville

Parts Center

- BMW of North America Continental Distribution Center — Spartanburg
- Nissan Parts Distribution Center — Greenville

Other

- BMW Performance Center — Greer
- Mercedes-Benz Marshalling Yard — Ladson
- Volvo Car USA — Summerville

South Dakota

Economic Impact in South Dakota



27 international nameplate dealerships

1,000 dealership jobs

\$54 million dealership employee compensation

12,996 new vehicles registered in 2019

36% market share of new vehicle registrations in South Dakota

Tennessee

Economic Impact in Tennessee



\$13.3 billion invested

Production

639,576 vehicles produced in 2019

80% total auto production in Tennessee

\$7.1 billion purchased from U.S. suppliers

Sales

193 international nameplate dealerships

151,965 new vehicles registered in 2019

55% market share of new vehicle registrations in Tennessee

Employment

119,159 total jobs generated in Tennessee

- **14,978** direct employment
- **11,122** dealership jobs
- **93,059** other indirect employment

\$8.3 billion total employee compensation

- **\$666 million** dealership employee compensation
- **\$7.7 billion** in direct and other indirect employee compensation



Without the operations and related activities of international automakers and auto dealers in the U.S., **the unemployment rate in Tennessee would be 6.9%** — far higher than the 3.3% official rate.

Revenues

The economic activity of international automakers in Tennessee generated:

- **\$1.1 billion** in state and local tax receipts and other revenues
- **\$1.8 billion** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$15.4 billion (4.1%)** to Tennessee's Gross State Product (GSP) in 2019.

Vehicles Made in Tennessee



Infiniti QX60*



Nissan Altima*



Nissan LEAF*



Nissan Maxima*



Nissan Pathfinder*



Nissan Rogue*



Volkswagen Atlas*



Volkswagen Atlas Cross Sport*



Volkswagen Passat*

*Exported from America
Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



Nine models manufactured by international automakers in Tennessee are exported to **28 countries and territories** around the globe.

International Automaker Facilities

Headquarters

- Infiniti Americas — Franklin
- Mitsubishi Motors North America, Inc. — Franklin
- Nissan North America — Franklin

Manufacturing

- Infiniti Decherd Powertrain Plant — Decherd
- Nissan Decherd Powertrain Plant — Decherd
- Nissan Smyrna Vehicle Assembly Plant — Smyrna
- Toyota Bodine Aluminum, Inc. — Jackson
- Volkswagen Chattanooga Assembly Plant — Chattanooga

R&D

- Volkswagen North American Engineering and Planning Center — Chattanooga

Finance

- Toyota Financial Services District Sales and Service Office — Franklin

Sales and Training

- Nissan Service Training Center — Franklin

Parts Centers

- Honda Parts Distribution Center — Loudon
- Land Rover South Eastern Parts Distribution Center — Memphis
- Mitsubishi Motors Parts Distribution Center — Lebanon
- Nissan Parts Distribution Memphis Low Volume Center — Memphis
- Nissan Parts Redistribution Center — Mt. Juliet
- Volkswagen Regional Distribution Center — Lenoir City

Other

- Nissan Central Collision Center — Lebanon
- Nissan Customer Resource Center — Murfreesboro
- Nissan Field Quality Center — Smyrna
- Nissan Hanger — Smyrna

Texas

Economic Impact in Texas



Investment

\$3.2 billion invested

Production

230,916 vehicles produced in 2019

46% total auto production in Texas

\$12.8 billion purchased from U.S. suppliers

Sales

623 international nameplate dealerships

767,926 new vehicles registered in 2019

51% market share of new vehicle registrations in Texas

Employment

141,471 total jobs generated in Texas

- **10,144** direct employment

- **47,376** dealership jobs

- **83,951** other indirect employment

\$9.5 billion total employee compensation

- **\$3.1 billion** dealership employee compensation

- **\$6.4 billion** in direct and other indirect employee compensation



Without the operations and related activities of international automakers and auto dealers in the U.S., **the unemployment rate in Texas would be 4.5%** — far higher than the 3.5% official rate.

Revenues

The economic activity of international automakers in Texas generated:

- **\$1.7 billion** in state and local tax receipts and other revenues
- **\$2 billion** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$17.3 billion** to Texas's Gross State Product (GSP) in 2019.

Vehicles Made in Texas



Toyota Tacoma*



Toyota Tundra*

*Exported from America
Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.



Two models manufactured by international automakers in Texas are exported to **nine countries and territories** around the globe.



International automakers **exported nine models** from the Texas Ports of Houston and Laredo in 2019.

International Automaker Facilities

Headquarters

- Lexus — Plano
- Lexus Financial Services — Plano
- Toyota Connected North America — Plano
- Toyota Financial Services — Plano
- Toyota Motor Credit Corporation — Plano
- Toyota Motor North America — Plano

Manufacturing

- Toyota Motor Manufacturing Texas — San Antonio

Finance

- American Honda Finance Corporation National Service Center — Irving
- American Honda Finance Corporation Regional Office — Irving
- Hyundai Capital America — Plano
- Mercedes-Benz Financial Services — Fort Worth
- Nissan Motor Acceptance Corporation — Irving
- Toyota Financial Services District Sales and Service Office — Richardson
- Toyota Financial Services District Sales and Service Office — San Antonio
- Toyota Financial Services District Sales and Service Office — The Woodlands

Sales and Training

- Honda/Acura Zone Office — Irving
- Hyundai Motor America Regional Office — Coppell
- Kia Training Center — Lancaster
- Kia Regional Office — Plano
- Mazda Training Center — Grapevine
- Mazda Regional Office — Sugarland
- Mercedes-Benz Learning and Performance Center — Grapevine
- Mitsubishi Motors Regional Office — Irving
- Nissan Regional Office — Irving
- Nissan Service Training Center — Irving
- Subaru Sales Training Center — Coppell
- Subaru Zone Office — Frisco
- Volvo Dealer Training Academy — Irving

Parts Centers

- BMW of North America Regional Parts Distribution Center — Lancaster
- Honda Parts Distribution Center — Irving
- Mazda Parts Distribution Center — Grapevine
- Mercedes-Benz Parts Distribution Center — Fort Worth
- Mobis Parts Distribution Center (Hyundai/Kia) — Lancaster
- Nissan Parts Distribution Center — Irving
- Volkswagen Group of America Parts Distribution Center — Ft. Worth
- Volkswagen Parts Distribution Center — Haslet

Other

- BMW of North America Vehicle Distribution Center — Galveston
- Mercedes-Benz Elite Training Center — Houston
- Toyota AirFlite — McKinney
- Toyota Independent Distributor — Houston
- Toyota Logistics Services, Inc./Marshalling Yard — San Antonio
- Volkswagen South Central — Prosper

Utah

Economic Impact in Utah

\$209 million purchased from U.S. suppliers in 2019

81 international nameplate dealerships

5,467 dealership jobs

\$304 million dealership employee compensation

71,090 new vehicles registered in 2019

53% market share of new vehicle registrations in Utah



International Automaker Facilities

Finance

- BMW Bank of North America — Salt Lake City

Vermont

Economic Impact in Vermont

\$60 million purchased from U.S. suppliers in 2019

43 international nameplate dealerships

1,443 dealership jobs

\$79 million dealership employee compensation

23,955 new vehicles registered in 2019

58% market share of new vehicle registrations in Vermont



Virginia

Economic Impact in Virginia

\$186 million invested

1,097 direct employment

\$134 million purchased from U.S. suppliers in 2019

282 international nameplate dealerships

17,850 dealership jobs

\$1 billion dealership employee compensation

241,984 new vehicles registered in 2019

65% market share of new vehicle registrations in Virginia



International Automaker Facilities

Headquarters

- Audi — Herndon
- Bentley — Herndon
- Bugatti — Herndon
- Lamborghini — Herndon
- Volkswagen Electrify America — Reston
- Volkswagen Group of America — Herndon

R&D

- Mitsubishi Motors R&D of America, Inc. — Arlington

Finance

- Toyota Financial Services District Sales and Service Office — Richmond
- Volkswagen Credit, Inc. — Herndon

Sales and Training

- Hyundai Motor America Service Training Center — Fredericksburg
- Hyundai Motor America Regional Office - Mid-Atlantic Region — McLean
- Mazda Training Center — Colonial Heights
- Nissan Regional Office — Herndon
- Nissan Service Training Center — Sterling

Other

- Mitsubishi Motors R&D of America, Inc. Government and Industry Relations — Arlington
- Nissan North America, Inc. Government Affairs — Herndon

Washington

Economic Impact in Washington



\$72 million invested

179 direct employment

\$41 million purchased from U.S. suppliers in 2019

218 international nameplate dealerships

14,430 dealership jobs

\$857 million dealership employee compensation

183,304 new vehicles registered in 2019

66% market share of new vehicle registrations in Washington

International Automaker Facilities

R&D

- Mercedes-Benz R&D North America — Seattle
- Volkswagen Automotive Cloud, LLC — Redmond

Finance

- Toyota Financial Services District Sales and Service Office — Bellevue

Sales and Training

- Kia Training Center — Kent
- Mazda Training Center — Kirkland
- Nissan Regional Office — Bellevue
- Nissan Service Training Center — Kent

West Virginia

Economic Impact in West Virginia

\$1.6 billion invested

\$2.1 billion purchased from U.S. suppliers

Sales

78 international nameplate dealerships

38,614 new vehicles registered in 2019

48% market share of new vehicle registrations in West Virginia

Employment

7,728 total jobs generated in West Virginia

- **1,439** direct employment
- **2,726** dealership jobs
- **3,563** other indirect employment

\$399 million total employee compensation

- **\$128 million** dealership employee compensation
- **\$270 million** in direct and other indirect employee compensation



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$725 million** to West Virginia's Gross State Product (GSP) in 2019.

International Automaker Facilities

Manufacturing

- Toyota Motor Manufacturing West Virginia — Buffalo



Without the operations and related activities of international automakers and auto dealers in the U.S., **the unemployment rate in West Virginia would be 6.0%** — far higher than the 5.0% official rate.

Revenues

The economic activity of international automakers in West Virginia generated:

- **\$95 million** in state and local tax receipts and other revenues
- **\$86 million** in federal tax receipts and other revenues for the federal government

Automakers

Wisconsin

Economic Impact in Wisconsin



- \$40 million** invested
- 52** direct employment
- \$196 million** purchased from U.S. suppliers in 2019
- 181** international nameplate dealerships
- 7,540** dealership jobs
- \$359 million** dealership employee compensation
- 109,903** new vehicles registered in 2019
- 46%** market share of new vehicle registrations in Wisconsin

International Automaker Facilities

Parts Center

- Volkswagen Parts Distribution Center — Pleasant Prairie

Wyoming

Economic Impact in Wyoming



- 20** international nameplate dealerships
- 900** dealership jobs
- \$46 million** dealership employee compensation
- 8,172** new vehicles registered in 2019
- 35%** market share of new vehicle registrations in Wyoming

International Automakers in America

Aston Martin

U.S. Headquarters:

Irvine, California

U.S. Operations Established: 1964

astonmartin.com

Aston Martin Lagonda of North America, Inc.

9920 Irvine Center Drive
Irvine, CA 92618
T 949.379.3100

BMW Group

U.S. Headquarters:

Woodcliff Lake, New Jersey

U.S. Operations Established: 1975

Brands: BMW, MINI, and Rolls-Royce

bmwusa.com

BMW Group Government & External Affairs

900 G Street, NW
Suite 600
Washington, DC 20001
T 202.393.2150

Ferrari

U.S. Headquarters:

Englewood Cliffs, New Jersey

U.S. Operations Established: 1990

ferrari.com

Ferrari North America, Inc.

250 Sylvan Avenue
Englewood Cliffs, NJ 07632
T 201.816.2600

Honda

U.S. Headquarters:

Torrance, California

U.S. Operations Established: 1959

Brands: Honda and Acura

hondainamerica.com

Honda North America, Inc. Government & Industry Relations

1001 G Street, NW
Suite 950
Washington, DC 20001
T 202.661.4400

Hyundai

U.S. Headquarters:

Fountain Valley, California

U.S. Operations Established: 1985

Brands: Hyundai and Genesis

hyundaiusa.com

Hyundai Motor Company Washington Office

660 N. Capitol Street, NW
Suite 800
Washington, DC 20001
T 202.629.1555

Jaguar Land Rover

U.S. Headquarters:

Mahwah, New Jersey

U.S. Operations Established: 2001

jaguarlandrover.com

Jaguar Land Rover Government Relations

100 Jaguar Land Rover Way
Mahwah, NJ 07495
T 201.818.8500

KIA

U.S. Headquarters:

Irvine, California

U.S. Operations Established: 1992

kia.com

**Kia Motors Corporation
Government Affairs**

601 New Jersey Avenue, NW
Suite 800
Washington, DC 20001
T 202.503.1515

McLaren

U.S. Headquarters:

New York, New York

U.S. Operations Established: 2010

mclaren.com

**McLaren Automotive North
American Operation**

750 Third Avenue
Suite 2400
New York, NY 10017
T 646.429.8916

Maserati

U.S. Headquarters:

Auburn Hills, Michigan

U.S. Operations Established: 2001

maseratiusa.com

Maserati North America, Inc.

1 Chrysler Drive
Auburn Hills, MI 48326
T 877.696.2737

Mercedes-Benz

U.S. Headquarters:

Atlanta, Georgia

U.S. Operations Established: 1965

Brands: Mercedes-Benz and smart

daimler.com

**Mercedes-Benz USA/Daimler
External Affairs — Americas**

800 Maine Avenue, SW
Suite 625
Washington, DC 20024
T 202.649.4500

Mazda

U.S. Headquarters:

Irvine, California

U.S. Operations Established: 1970

mazdausa.com

**Mazda North American
Operations Government &
Public Affairs**

1025 Connecticut Avenue, NW
Suite 910
Washington, DC 20036
T 202.467.5095

Mitsubishi Motors

U.S. Headquarters:

Franklin, Tennessee

U.S. Operations Established: 1981

mitsubishicars.com

**Mitsubishi Motors R&D
of America, Inc.
Government & Industry Relations**

2200 Clarendon Blvd
Suite 1401
Arlington VA 22201
T 734.477.6119

Nissan

U.S. Headquarters:
Franklin, Tennessee

U.S. Operations Established: 1958

Brands: Nissan and Infiniti

nissanusa.com

Nissan North America, Inc.
Government Affairs

2411 Dulles Corner Park
Herndon, VA 20171
T 571.342.3215

Volkswagen Group of America

U.S. Headquarters:
Herndon, Virginia

U.S. Operations Established: 1955

Brands: Volkswagen, Audi, Bentley, Bugatti, Lamborghini, and Porsche

volkswagengroupofamerica.com

Volkswagen Group of America
Public Affairs

601 Pennsylvania Avenue, NW
Suite 740
Washington, DC 20004
T 202.899.1000

Subaru

U.S. Headquarters:
Camden, New Jersey

U.S. Operations Established: 1968

subaru.com

Subaru of America, Inc.
Government Relations

1001 G Street, NW
Suite 300 East
Washington, DC 20001
T 856.488.8500

Volvo Cars

U.S. Headquarters:
Rockleigh, New Jersey

U.S. Operations Established: 1955

volvocars.com/us

Volvo Car Corporation
Government Affairs

House of Sweden
2900 K Street, NW
Suite 508
Washington, DC 20007
T 202.536.1607

Toyota

U.S. Headquarters:
Plano, Texas

U.S. Operations Established: 1958

Brands: Toyota and Lexus

toyota.com

Toyota Motor North America, Inc.
Government Affairs

325 7th Street, NW
Suite 1000
Washington, DC 20004
T 202.775.1700

Sources used to compile the data in this report:

- The 2019 Autos Drive America and AIADA Economic Impact Survey
- AIADA's membership roster
- NADA DATA
- WardsAuto InfoBank
- IHS Markit Vehicle Registration Data
- U.S. Bureau of Labor Statistics
- U.S. Bureau of Economic Analysis
- The University of Michigan Transportation Research Institute 1998 study prepared for the Association of International Automobile Manufacturers (AIAM)

Automobile manufacturers participating in the 2019 Autos Drive America and AIADA Economic Impact Survey:

- BMW Group
- Honda
- Hyundai
- Kia
- Mazda
- Mercedes-Benz
- Mitsubishi Motors
- Nissan
- Subaru
- Toyota
- Volkswagen Group
- Volvo Cars

Indirect economic impacts derived by SCOUT Economics using direct employment, dealer employment, and auto parts employment multipliers from the IMPLAN input-output model. Unemployment rates are for February 2020 (seasonally adjusted labor force from Bureau of Labor Statistics), prior to the COVID-19 outbreak in the U.S.



www.AutosDriveAmerica.org



[@AutosDrvAmerica](https://www.facebook.com/AutosDrvAmerica)



[@AutosDriveAmerica](https://twitter.com/AutosDriveAmerica)



AIADA[®]
American International Automobile Dealers Association

www.AIADA.org



[/AIADA.News](https://www.facebook.com/AIADA.News)



[@AIADA_News](https://twitter.com/AIADA_News)