



# **International Automakers and Dealers in America**

## **Economic Impact Report 2022**

# Table of Contents

## Opening Messages

Autos Drive America President & CEO	2
AIADA President & CEO	3

## Investment

Manufacturing	4
Capital and Community Investment	10
Research & Development	12

## People

Employment	14
Workforce Development	15

## Trade

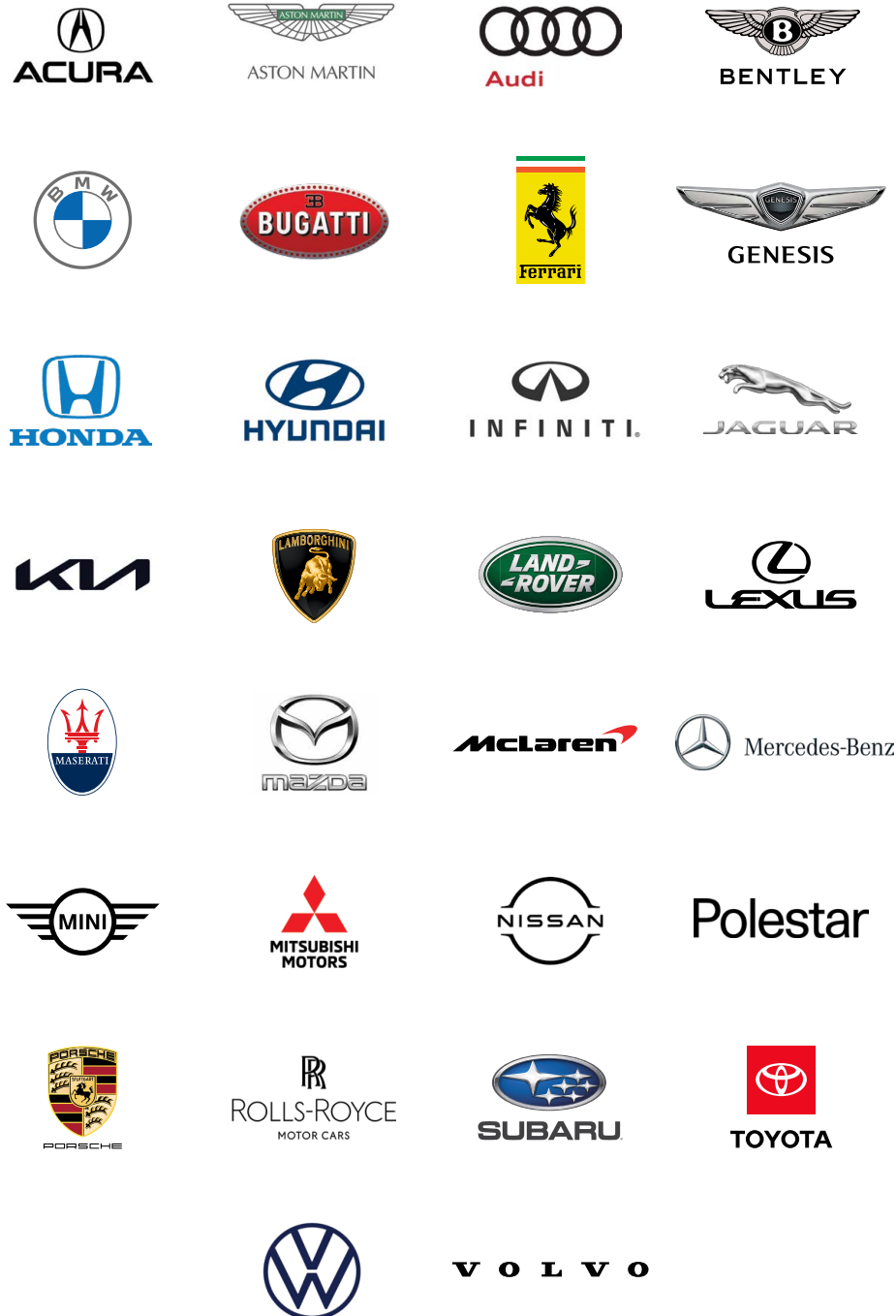
U.S.-Made Exports	16
Top Markets	18

## Sales

Dealerships	20
Sales	22
Green Sales	24

## States

## Automakers



# Autos Drive America

Each year, Autos Drive America and the American International Automobile Dealers Association (AIADA) compile an economic impact report to highlight international automakers and nameplate dealers' positive impact in the U.S. The latest report shows international automakers in the U.S. continued driving the American automotive industry forward, just like it has for the past 60 years.

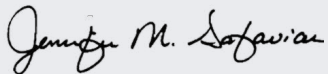
While automakers and dealers were not immune to the unprecedented challenges many industries faced throughout 2021, international automakers saw significant increases across jobs, production, sales, and exports. Importantly, international automakers increased their cumulative investments in the U.S. to over \$100 billion. With announcements of new assembly lines, new manufacturing facilities, and new research and design hubs right here in the U.S., international automakers yet again proved they are invested in the success of the U.S. auto industry and its workers.

With these new investments, international automakers also created more career opportunities nationwide. International automakers now directly employ more than 140,000 people in the U.S., a new record. And, alongside international nameplate dealerships, they support 2.3 million American jobs. To support a growing workforce, international automakers opened new state-of-the-art training facilities, announced new programs to train and upskill employees, and built new relationships with educational institutions to create pathways for STEM students interested in modern manufacturing.

All of these investments add up to one thing: better vehicles for Americans. International automakers account for nearly half (47%) of all domestic vehicle and truck production and lead new vehicle sales in 37 states.

As the global auto industry undergoes the shift to electrification, our members are ensuring the U.S. auto industry maintains its competitive edge during this transformative time. In 2021, international automakers sold over 1 million new green vehicles in the U.S., accounting for a majority (66%) of the market share. Through increased investments into green vehicle production, more efficient manufacturing practices, and a modern workforce, international automakers are paving the way for a more sustainable U.S. auto industry.

With each economic impact report, Autos Drive America and AIADA reflect on the achievements made by our members in the past year while looking forward to what comes next. As they have done consistently for decades, international automakers will continue investing to create careers and strengthen communities across the country. Our members are committed to every worker they employ, every investment they make, and to driving America forward.



Jennifer M. Safavian  
Autos Drive America President & CEO

# AIADA

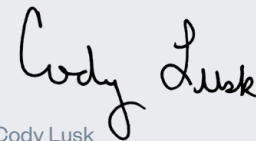
For decades, America's international nameplate automobile dealers have opened their doors to Americans seeking safe, reliable transportation. Shaped by both good times and bad, they have evolved to be responsible for 59 percent of all vehicles sold in the United States.

This year's Economic Impact Report reflects an industry that, despite recent headwinds, has grown, thrived, and embraced the potential for a greener future. International nameplate dealers are proud to have sold more than 1 million green vehicles in 2021, and are optimistic about a retail future that can benefit all Americans through growing employment, increased facility investment, and sustainable practices.

Through resilience and adaptability, AIADA's members have established themselves as cornerstones of communities across the country. Our newest Economic Impact Report lays bare the remarkable investment AIADA's members and brands have made in our country, and the unwavering commitment dealers have to the 543,000 Americans they employ and the millions of customers they serve each year. With a payroll of more than \$43.5 billion, dealers are bringing good, stable jobs to small towns and big cities in all 50 states.

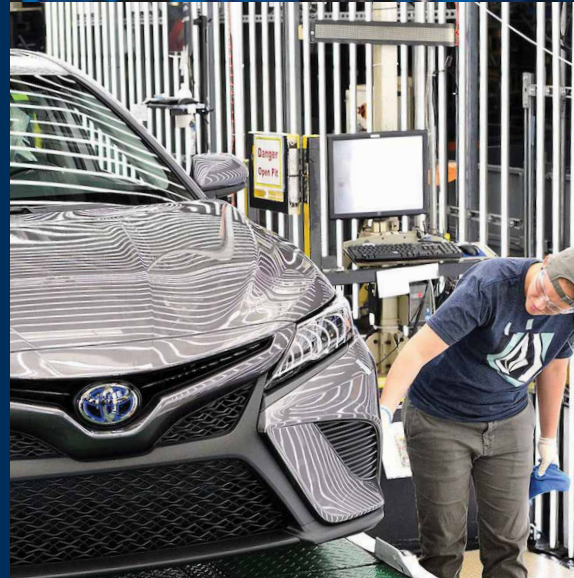
Our current auto franchise model benefits Americans by ensuring they have a brick and mortar location, in their community, where they can address repairs, recalls, and any questions they might have about their vehicle. At 9,383 locations across the country, dealers and their employees, who represent more than half of all U.S. dealership jobs, are the face of their manufacturers, and the ambassador for their brands.

By publishing this report, AIADA and our partners at Autos Drive America are raising awareness of the highly globalized nature of auto manufacturing and retailing, and the integral role international nameplate manufacturers and dealers play in the American economy. When dealers look to the future of auto retailing, they see nothing but potential. I hope that this report inspires you to share that sense of optimism.



Cody Lusk  
AIADA President & CEO

# Investment



Investment

People

Trade

Sales

States

Automakers



# Manufacturing



**31**

31 facilities producing vehicles, batteries, and components



**4.2M**

4.2 million vehicles produced in 2021



**47%**

47% of all U.S. vehicle production in 2021



**\$91B**

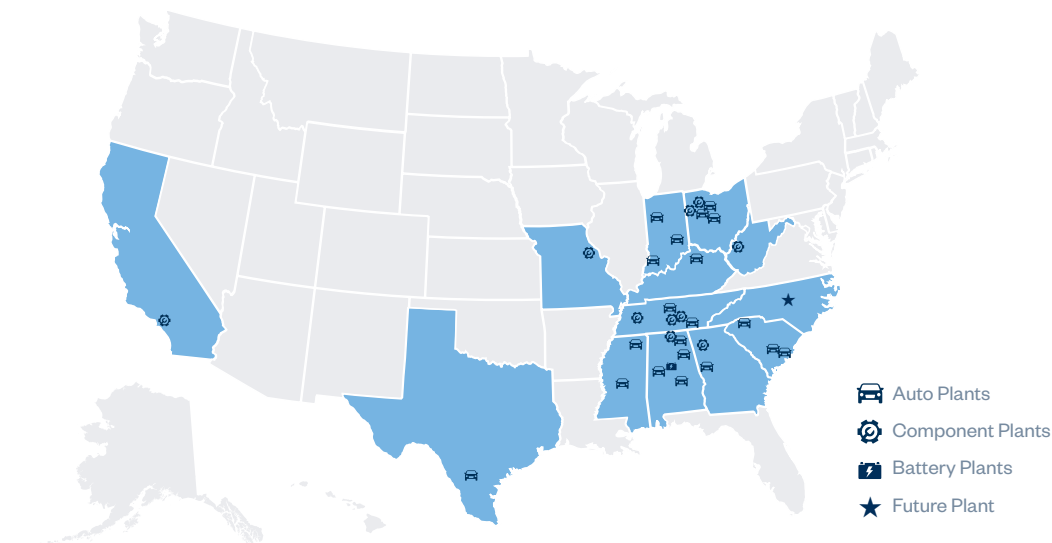
\$91 billion parts and services purchased



**\$23B**

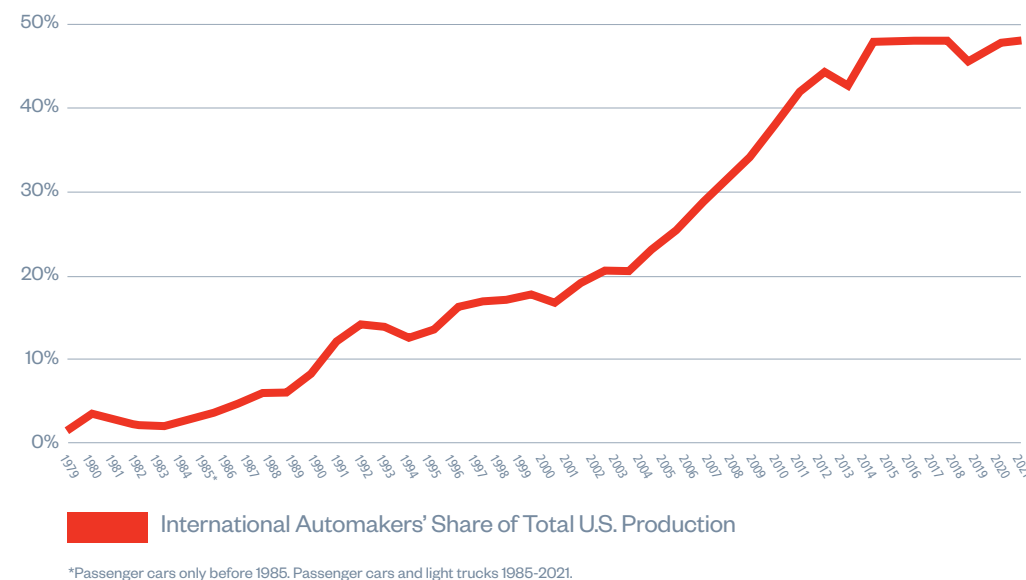
\$23 billion goods and services purchased

## 13 States with International Automaker Manufacturing Facilities

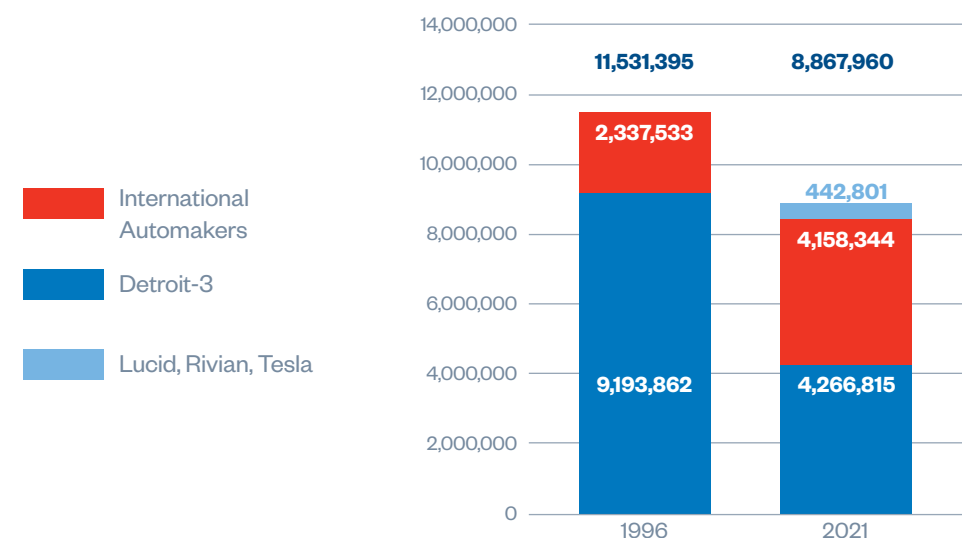


Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts. U.S. supplier purchases include parts and materials as well as goods and services.

## International Automakers' Share of U.S. Auto Production Has Grown from 1% in 1979 to 47% in 2021























## International Automakers Have Increased Their U.S. Production Volume by More Than 56% Over the Past 25 Years



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 Alabama Auto Plant	Lincoln	2001	Odyssey, Passport, Pilot, Ridgeline, V-6 engines
	Hyundai	 Hyundai Motor Manufacturing Alabama	Montgomery	2005	Elantra, Santa Cruz, Santa Fe, Sonata, Tucson
	Mazda-Toyota	 Mazda Toyota Manufacturing, U.S.A., Inc.	Huntsville	2021	Mazda CX-50†, Toyota Corolla Cross
	Mercedes-Benz	 Mercedes-Benz U.S. International, Inc.	Vance	1995	GLE SUV, GLE Coupe, GLS SUV, Mercedes-Maybach GLS
	Mercedes-Benz	 Mercedes-Benz U.S. International, Inc.	Woodstock	2022	Electric vehicle batteries
	Toyota	 Toyota Motor Manufacturing Alabama	Huntsville	2001	4-cylinder and V-6 gas and HEV engines
California	Toyota	 TABC, Inc.	Long Beach	1972	Current Tacoma model parts, Toyota service parts, Tesla parts
Georgia	Honda	 Honda Transmission Plant – Georgia	Tallapoosa	2006	Transmissions
	Kia	 Kia Georgia	West Point	2009	K5, Sorento, Sportage, Telluride
Indiana	Honda	 Honda Indiana Auto Plant	Greensburg	2008	Civic, CR-V, 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 Hybrid
Kentucky	Toyota	 Toyota Motor Manufacturing Kentucky	Georgetown	1986	Avalon, Avalon Hybrid, Camry, Camry Hybrid, RAV4 Hybrid, Lexus ES, Lexus ES Hybrid, 4-cylinder and V-6 engines, powertrain parts
Mississippi	Nissan	 Nissan Canton Vehicle Assembly Plant	Canton	2003	Altima, Frontier, Titan, Titan XD
	Toyota	 Toyota Motor Manufacturing Mississippi	Blue Springs	2007	Corolla
Missouri	Toyota	 Toyota Motor Manufacturing Missouri	Troy	1990	Cylinder heads, cylinder blocks, automatic transmission parts
North Carolina	Toyota	 Toyota Battery Manufacturing, North Carolina*	Liberty	2025	Electric vehicle batteries

State	Automaker	Facility Name	City	Production Start	Vehicles/ Components Produced
Ohio	Honda	 Honda Anna Engine Plant	Anna	1985	4-cylinder and V-6 engines
	Honda	 Honda East Liberty Auto Plant	East Liberty	1989	CR-V, CR-V Hybrid, Acura MDX, Acura RDX
	Honda	 Honda Marysville Auto Plant	Marysville	1982	Accord Sedan, Accord Hybrid, CR-V, Acura Integra†, Acura TLX
	Honda	 Honda Performance Manufacturing Center	Marysville	2016	Acura NSX, Acura PMC Edition Models
	Honda	 Honda Transmission Plant – Ohio	Russells Point	1996	Transmissions, gears, four-wheel-drive components, hybrid-electric systems
	BMW	 BMW Manufacturing Company	Greer	1994	X3, X4, X5, X5 PHEV, X6, X7
South Carolina	Mercedes-Benz	 Mercedes-Benz Vans, LLC	Ladson	2006	Metris Cargo**, Sprinter Cargo**, Sprinter Passenger**
	Volvo Cars	 Volvo Car U.S. Operations	Ridgeville	2018	S60 PHEV, S60 Sedan
Tennessee	Nissan	 Nissan Decherd Powertrain Plant	Decherd	1997	Engines, crankshaft forgings, cylinder block castings
	Nissan	 INFINITI Decherd Powertrain Plant	Decherd	2014	Engines
	Nissan	 Nissan Smyrna Vehicle Assembly Plant	Smyrna	1983	LEAF, Maxima, Murano, Pathfinder, Rogue, Infiniti QX60
	Toyota	 Toyota Motor Manufacturing Tennessee	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	Sequoia†, Tacoma††, Tundra, Tundra HEV
West Virginia	Toyota	 Toyota Motor Manufacturing West Virginia	Buffalo	1996	Automatic transmissions, 4-cylinder and V-6 engines

 20 Auto Plants    10 Component Plants    2 Battery Plants

\*Opening in 2025  
 \*\*Assembly only  
 †Production started in 2022  
 ††Production at this facility ended in 2022

## International Automakers' Vehicles



Acura Integra\*  
Made in Ohio



Acura MDX\*  
Made in Ohio



Acura NSX  
Made in Ohio



Acura RDX\*  
Made in Ohio



BMW X5 PHEV\*  
Made in South Carolina



BMW X6\*  
Made in South Carolina



BMW X7\*  
Made in South Carolina



Honda Accord\*  
Made in Ohio



Honda Insight\*\*\*  
Made in Indiana



Honda Odyssey\*  
Made in Alabama



Honda Passport\*  
Made in Alabama



Honda Pilot\*  
Made in Alabama



Hyundai Sonata\*  
Made in Alabama



Hyundai Tucson  
Made in Alabama



Infiniti QX60\*  
Made in Tennessee



Kia K5\*  
Made in Georgia



Lexus ES Hybrid\*  
Made in Kentucky



Mazda CX50\*  
Made in Alabama



Mercedes-Benz  
GLE SUV\*  
Made in Alabama



Mercedes-Benz  
GLE Coupe\*  
Made in Alabama



Mercedes-Benz  
Sprinter Cargo  
Made in South Carolina



Nissan Altima\*  
Made in Mississippi



Nissan Frontier\*  
Made in Mississippi



Nissan LEAF\*  
Made in Tennessee



Nissan Titan\*  
Made in Mississippi



Nissan Titan XD  
Made in Mississippi



Subaru Ascent\*  
Made in Indiana



Subaru Impreza\*  
Made in Indiana



Toyota Camry\*  
Made in Kentucky



Toyota Camry Hybrid\*  
Made in Kentucky



Toyota Corolla\*  
Made in Mississippi



Toyota Corolla Cross\*  
Made in Alabama



Toyota Sienna Hybrid\*  
Made in Indiana



Toyota Tacoma\*\*\*  
Made in Texas



Toyota Tundra\*  
Made in Texas



Toyota Tundra Hybrid  
Made in Texas



Volkswagen Atlas\*  
Made in Tennessee

## Made in America



Acura TLX\*  
Made in Ohio



BMW X3\*  
Made in South Carolina



BMW X4\*  
Made in South Carolina



BMW X5\*  
Made in South Carolina



Honda Accord Hybrid\*  
Made in Ohio



Honda Civic\*  
Made in Indiana



Honda CR-V\*  
Made in Indiana and Ohio



Honda CR-V Hybrid\*  
Made in Ohio



Honda Ridgeline\*  
Made in Alabama



Hyundai Elantra\*  
Made in Alabama



Hyundai Santa Cruz\*  
Made in Alabama



Hyundai Santa Fe\*  
Made in Alabama



Kia Sorento\*  
Made in Georgia



Kia Sportage  
Made in Georgia



Kia Telluride\*  
Made in Georgia



Lexus ES\*  
Made in Kentucky



Mercedes-Benz  
GLS SUV\*  
Made in Alabama



Mercedes-  
Maybach GLS  
Made in Alabama



Mercedes-Benz  
Metris Cargo  
Made in South Carolina



Mercedes-Benz  
Sprinter Passenger  
Made in South Carolina



Nissan Maxima\*  
Made in Tennessee



Nissan Murano\*  
Made in Tennessee



Nissan Pathfinder\*  
Made in Tennessee



Nissan Rogue\*  
Made in Tennessee



Subaru Legacy\*  
Made in Indiana



Subaru Outback\*  
Made in Indiana



Toyota Avalon\*  
Made in Kentucky



Toyota Avalon Hybrid\*  
Made in Kentucky



Toyota Highlander\*  
Made in Indiana



Toyota Highlander Hybrid\*  
Made in Indiana



Toyota RAV4 Hybrid  
Made in Kentucky



Toyota Sequoia\*\*  
Made in Texas



Volkswagen Atlas Cross Sport\*  
Made in Tennessee



Volkswagen Passat\*  
Made in Tennessee



Volvo S60 Sedan\*  
Made in South Carolina



Volvo S60 PHEV  
Made in South Carolina

\*Exported from America

\*\*Production started in 2022

\*\*\*Production at this facility ended in 2022

# Capital and Community Investment



**\$101B**

International automakers have invested \$101 billion into U.S. operations



**500**

International automakers operate 500 facilities across 36 states



**\$28.4B**

\$28.4 billion generated in state and local tax receipts and other revenues



**\$34.8B**

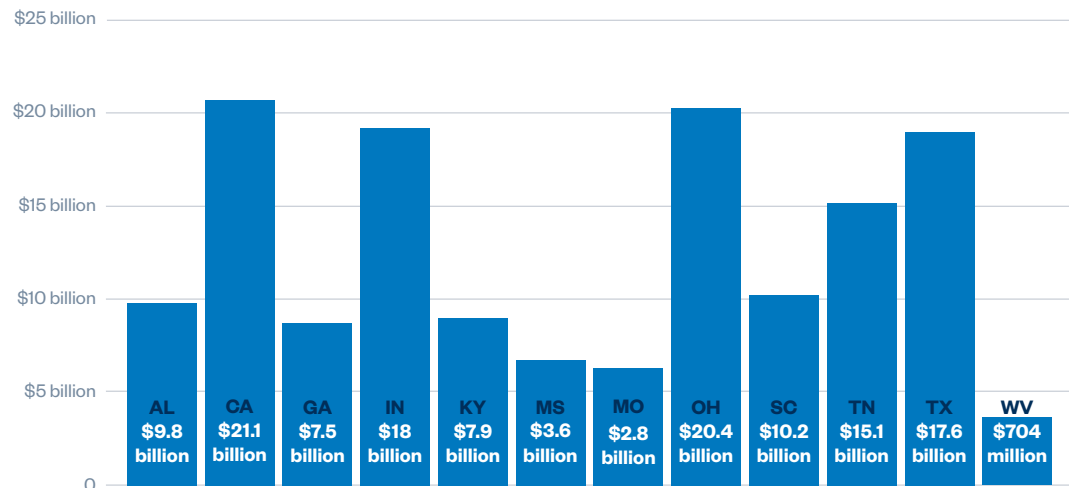
\$34.8 billion generated in federal tax receipts and other revenues



**\$283B**

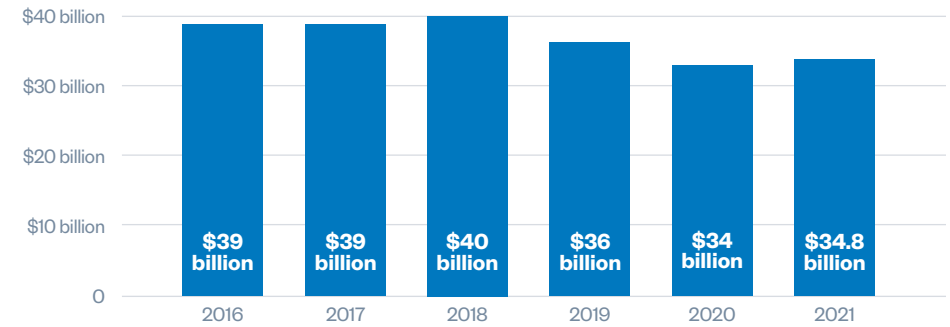
\$283 billion contributed to gross domestic product in 2021

## International Automakers and Auto Dealers Contributed Billions of Dollars to Gross State Product in 2021

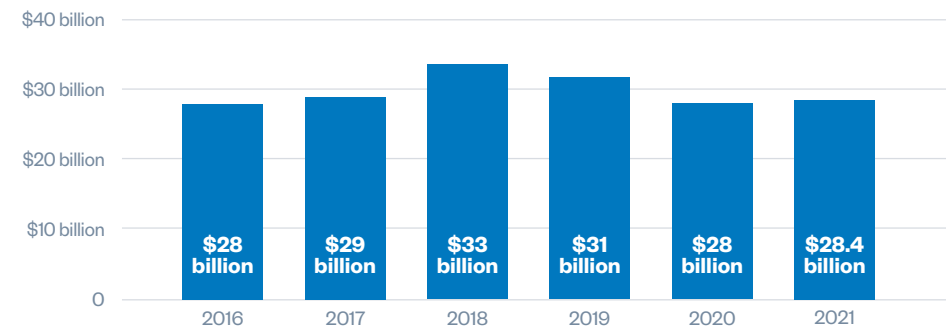


## Billions of Dollars in Federal, State and Local Taxes Are Generated by International Automakers and Auto Dealers

### FEDERAL



### STATE AND LOCAL





# Research & Development



73

73 R&D facilities  
located in 14 states



8,100

More than 8,100 R&D  
employees

## 69 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



Genesis G70  
Genesis G80  
Genesis G90  
Genesis GV70  
Genesis GV80



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



Hyundai Accent  
Hyundai Elantra  
Hyundai Ioniq 5  
Hyundai Kona  
Hyundai Nexo  
Hyundai Palisade  
Hyundai Santa Cruz  
Hyundai Santa Fe  
Hyundai Sonata  
Hyundai Tucson  
Hyundai Veloster N  
Hyundai Venue



Infiniti QX50  
Infiniti QX55  
Infiniti QX60



Kia EV6  
Kia K5  
Kia Cadenza\*  
Kia Forte\*  
Kia Niro\*  
Kia Rio\*  
Kia Sedona\*  
Kia Sorento\*  
Kia Soul\*  
Kia Sportage  
Kia Telluride  
Kia Seltos  
Kia Stinger



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

\*Multiple generations

# 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	Wittmann
California	Acura Design Studio	Torrance
	American Honda Motor Co., Inc., R&D Business Unit and Honda Design Studio	Torrance
	Audi Advanced Driver Assistance R&D (Volkswagen)	San Jose
	Audi of America Design Loft (Volkswagen)	Malibu
	Audi Innovation Center (Volkswagen)	San Francisco
	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 Innovations, Inc.	Mountain View
	Honda Proving Center of California	Cantil
	Honda Research Institute USA, Inc., Silicon Valley Research Office	San Jose
	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
	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
	Subaru Research & Development	Tustin
	Toyota Racing Development	Costa Mesa
	Toyota Research Institute	Palo Alto
	Toyota Info Technology 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	Sunnyvale
Colorado	American Honda Motor Co., Inc., Denver Test Lab	Denver
	Audi Test Lab (Volkswagen)	Golden
Indiana	Subaru Research & Development	Lafayette
Kentucky	Toyota Production Engineering and Manufacturing Center	Georgetown
Massachusetts	Toyota Research Institute	Cambridge
Michigan	American Honda Motor Co., Inc., Ann Arbor Test Lab	Ann Arbor
	American Honda Motor Co., Inc., Pontiac Office	Auburn Hills
	American Honda Motor Co., Inc., Warren Office	Warren
	Caltex Design Research (Toyota)	Ann Arbor
	Honda Research Institute USA, Inc., Detroit Research Office	Ann Arbor
	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
New Jersey	Volkswagen Engineering & Environmental Office	Auburn Hills
	Volkswagen Safety Affairs	Auburn Hills
North Carolina	Subaru Research & Development	Camden
	Volkswagen Allendale Test Center	Allendale
Ohio	Toyota Racing Development	Salisbury
	American Honda Motor Co., Inc., Columbus Research Labs	Columbus
	Honda Automotive Laboratories of Ohio (HALO)	East Liberty
	Honda North American Auto Development Center	Raymond
Oregon	Jaguar Land Rover Global Digital Design Center	Portland
South Carolina	BMW Group Information Technology Research Center	Greenville
	Volkswagen Innovation Hub	Knoxville
Tennessee	Volkswagen North American Engineering & Planning Center	Chattanooga
Washington	Mercedes-Benz R&D North America	Seattle
	Volkswagen Automotive Cloud, LLC	Redmond



# People



People

Trade

Sales

States

Automakers

# Employment



**140,000**

More than 140,000 direct U.S. employees



**\$13B**

Direct employee payroll of \$13 billion



**64%**

64% of direct jobs are in manufacturing



**2.3M**

2.3 million direct and indirect<sup>1</sup> U.S. jobs generated



**\$162B**

Total employee compensation of \$162 billion<sup>1</sup> in 2021

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

# Workforce Development



**19M**

19 million trainings conducted across the United States



**36**

Workforce development programs offered in 36 states



**131**

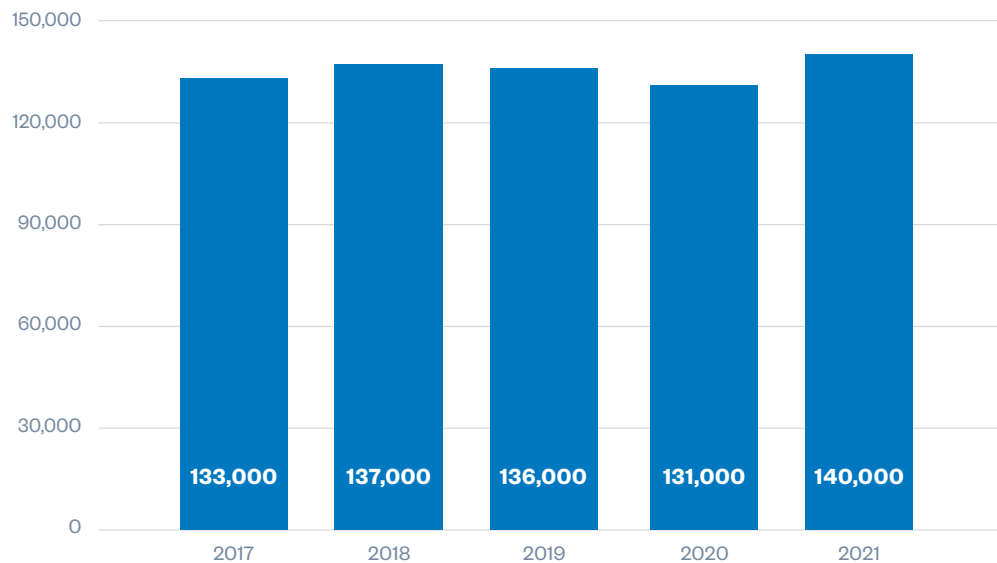
131 workforce development programs offered by international automakers



**191**

191 workforce development programs offered by partners

## International Automakers' Direct Employment 2017-2021





# Trade




Trade

Sales

States


Automakers

# U.S.-Made Exports




**\$24B**

\$24 billion in vehicle exports in 2021




**762,000**

762,000 U.S.-built vehicles exported by international automakers in 2021




**135**

Vehicles exported to more than 135 countries and territories




**18%**

18% of American-made vehicles were exported in 2021



**61**

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

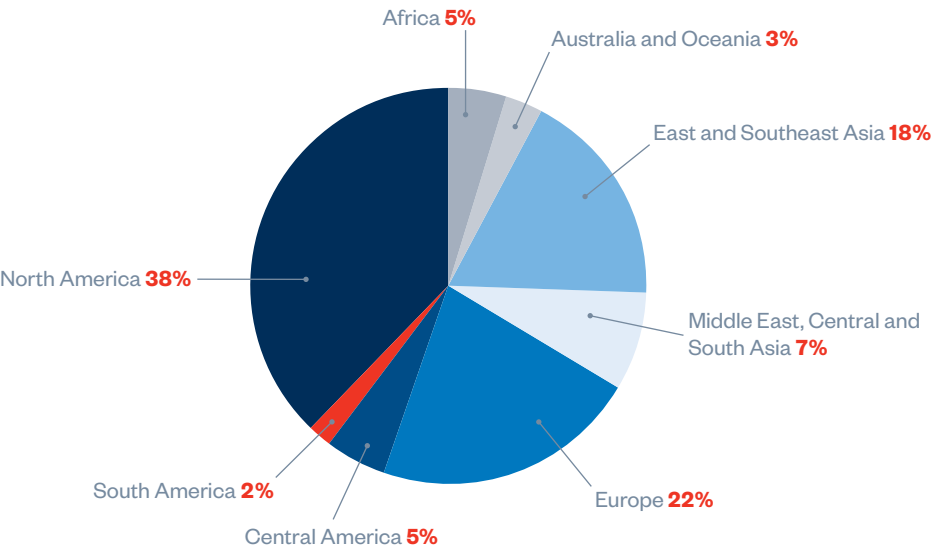


**38%**

38% of exports in 2021 were to U.S. free trade agreement partners



## U.S. Built Vehicles are Exported Worldwide



## Trade Supports Jobs in Manufacturing States

State	Total Jobs	2021 Production	Models Exported
Alabama	76,092	839,824	Honda: Odyssey, Passport, Pilot, Ridgeline Hyundai: Elantra, Santa Cruz, Santa Fe, Sonata Mercedes-Benz: GLE SUV, GLE Coupe, GLS SUV Toyota: Corolla Cross
Georgia	69,366	255,100	Kia: K5, Sorento, Telluride
Indiana	133,803	853,795	Honda: Civic, CR-V, Insight Subaru: Ascent, Impreza, Legacy, Outback Toyota: Highlander, Highlander Hybrid, Sequoia, Sienna Hybrid
Kentucky	68,965	438,202	Toyota: Avalon, Avalon Hybrid, Camry, Camry Hybrid, Lexus ES, Lexus ES Hybrid
Mississippi	28,928	327,832	Nissan: Altima, Frontier, Titan Toyota: Corolla
Ohio	184,320	416,176	Honda: Accord, Accord Hybrid, CR-V, CR-V Hybrid, Acura ILX, Acura MDX, Acura RDX, Acura TLX
South Carolina	79,083	498,546	BMW: X3, X4, X5, X5 PHEV, X6, X7 Volvo: S60
Tennessee	117,015	391,684	Nissan: LEAF, Maxima, Murano, Pathfinder, Rogue, Infiniti QX60 Volkswagen: Atlas, Atlas Cross Sport, Passat
Texas	138,546	137,185	Toyota: Tacoma, Tundra

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.

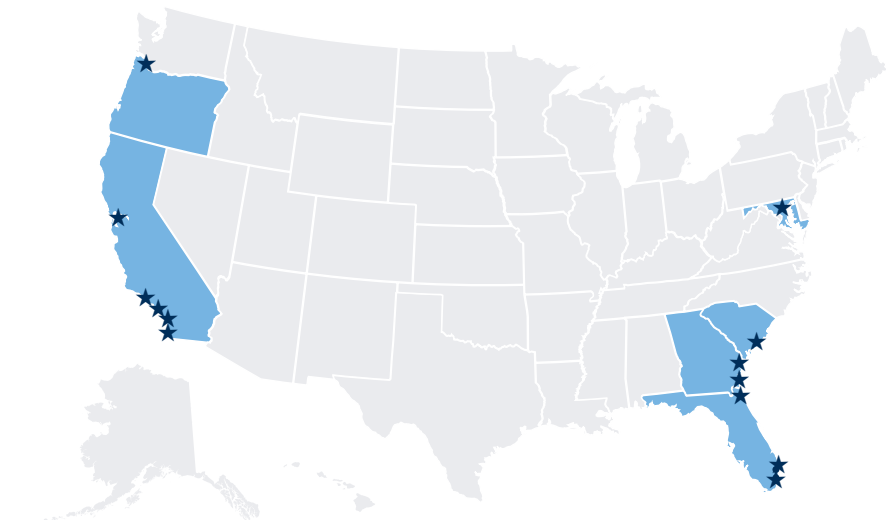


# Top Export Markets

Rank	Exports	Total Volume
1	Canada	200,815
2	European Union*	101,460
3	China	61,052
4	South Korea	30,428
5	Gulf Cooperation Council**	29,697
6	Mexico	25,736
7	Mauritius	23,066
8	Australia	16,392
9	United Kingdom	13,807
10	Russia	12,186
11	Puerto Rico	11,630
12	Saint Lucia	7,405
13	Switzerland	5,403
14	Japan	4,450
15	Thailand	3,929
16	Brazil	2,987
17	Peru	2,987
18	Chile	2,595
19	Colombia	2,237
20	South Africa	2,139

Italics indicate FTA countries  
\*EU 27  
\*\*Consists of Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, and the United Arab Emirates

## U.S. Seaports of Export



# Exports by Seaport

Port	Models Exported
Long Beach, CA	Honda: Accord, Accord Hybrid, Civic, CR-V, CR-V Hybrid, Insight, Odyssey, Passport, Pilot, Ridgeline, Acura ILX, Acura MDX, Acura RDX, Acura TLX Kia: Telluride Nissan: Altima Subaru: Ascent, Legacy, Outback Toyota: Camry, Corolla, Corolla Cross, Highlander, Highlander Hybrid, Sequoia, Sienna Hybrid, Tacoma, Tundra, Lexus ES
Los Angeles, CA	Nissan: Altima
National City, CA	Toyota: Tacoma, Tundra, Lexus ES
Oakland, CA	Toyota: Highlander, Sequoia, Tacoma, Tundra
Port Hueneme, CA	Honda: Civic, Odyssey, Pilot, Ridgeline Toyota: Avalon Hybrid, Sienna Hybrid
Jacksonville, FL	BMW: X3, X4, X5, X5 PHEV, X6, X7 Honda: Accord, Accord Hybrid, CR-V, Insight, Odyssey, Pilot, Ridgeline, Acura ILX, Acura MDX, Acura RDX, Acura TLX Hyundai: Santa Fe, Sonata Kia: K5, Sorento, Telluride Nissan: Altima, Frontier, LEAF, Maxima, Murano, Pathfinder, Titan, Infiniti QX60 Subaru: Impreza, Outback Toyota: Avalon, Avalon Hybrid, Camry, Camry Hybrid, Corolla, Corolla Cross, Highlander, Highlander Hybrid, Sequoia, Sienna Hybrid, Tacoma, Tundra, Lexus ES Volkswagen: Atlas, Atlas Cross Sport Volvo: S60
Miami, FL	BMW: X3, X4, X5, X5 PHEV, X6, X7 Honda: Accord, CR-V, Odyssey, Pilot, Ridgeline
Port Everglades, FL	BMW: X3, X4, X5, X5 PHEV, X6, X7 Honda: Accord, CR-V, Civic, Odyssey, Pilot, Ridgeline, Acura MDX, Acura RDX, Acura TLX Hyundai: Santa Fe Kia: Sorento Volkswagen: Atlas, Atlas Cross Sport
Brunswick, GA	BMW: X3, X4, X5, X5 PHEV, X6, X7 Honda: Accord Hybrid, Odyssey, Pilot, Ridgeline Kia: Telluride Nissan: Altima, LEAF, Maxima, Murano, Pathfinder, Infiniti QX60 Toyota: Camry, Highlander, Sienna Hybrid, Tacoma Volvo: S60 Volkswagen: Atlas, Atlas Cross Sport
Savannah, GA	BMW: X3, X4, X5, X5 PHEV, X6, X7 Honda: Ridgeline Nissan: Murano, Pathfinder Toyota: Tacoma, Tundra Volvo: S60
Baltimore, MD	Honda: Accord, Civic, CR-V, CR-V Hybrid, Insight, Odyssey, Passport, Pilot, Ridgeline, Acura MDX, Acura RDX, Acura TLX Subaru: Outback Toyota: Avalon, Highlander, Highlander Hybrid
Portland, OR	Honda: Accord, Accord Hybrid, CR-V, CR-V Hybrid, Odyssey, Pilot Toyota: Camry, Corolla Cross, Highlander, Sienna Hybrid, Tacoma, Tundra
Charleston, SC	BMW: X3, X4, X5, X5 PHEV, X6, X7 Volvo: S60



# Sales



Sales

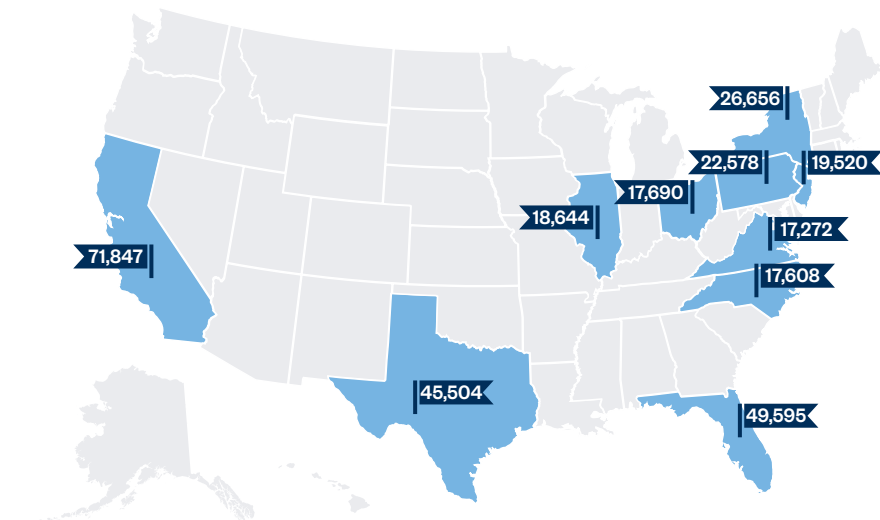
States

Automakers

# Dealerships



## 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	144	7,095	\$74,048	\$525,370,560
Alaska	21	871	\$72,228	\$62,910,588
Arizona	161	14,784	\$83,460	\$1,233,872,640
Arkansas	72	3,195	\$71,968	\$229,937,760
California	967	71,847	\$92,612	\$6,653,894,364
Colorado	157	10,366	\$81,744	\$847,358,304
Connecticut	176	8,150	\$78,676	\$641,209,400
Delaware	36	2,070	\$72,488	\$150,050,160
Florida	615	49,595	\$84,916	\$4,211,409,020
Georgia	268	17,043	\$83,616	\$1,425,067,488
Hawaii	40	2,419	\$82,056	\$198,493,464
Idaho	60	3,213	\$75,140	\$241,424,820
Illinois	378	18,644	\$71,656	\$1,335,954,464
Indiana	190	8,470	\$69,472	\$588,427,840
Iowa	94	3,330	\$70,044	\$233,246,520
Kansas	86	3,496	\$66,664	\$233,057,344
Kentucky	110	5,555	\$70,564	\$391,983,020
Louisiana	149	7,336	\$71,240	\$522,616,640
Maine	66	2,597	\$70,460	\$182,984,620
Maryland	216	13,797	\$77,740	\$1,072,578,780
Massachusetts	245	12,474	\$87,724	\$1,094,269,176
Michigan	228	9,464	\$74,152	\$701,774,528
Minnesota	123	6,612	\$66,872	\$442,157,664
Mississippi	83	3,572	\$67,756	\$242,024,432
Missouri	154	7,830	\$69,992	\$548,037,360
Montana	40	1,599	\$68,172	\$109,007,028
Nebraska	54	2,352	\$67,548	\$158,872,896
Nevada	66	5,940	\$93,184	\$553,512,960
New Hampshire	90	3,871	\$90,012	\$348,436,452
New Jersey	325	19,520	\$90,168	\$1,760,079,360
New Mexico	64	3,080	\$70,668	\$217,657,440
New York	537	26,656	\$81,952	\$2,184,512,512
North Carolina	318	17,608	\$74,204	\$1,306,584,032
North Dakota	31	1,092	\$63,960	\$69,844,320
Ohio	366	17,690	\$72,540	\$1,283,232,600
Oklahoma	89	4,212	\$72,332	\$304,662,384
Oregon	138	7,125	\$76,960	\$548,340,000
Pennsylvania	496	22,578	\$67,964	\$1,534,491,192
Rhode Island	40	2,065	\$74,204	\$153,231,260
South Carolina	150	8,308	\$74,620	\$619,942,960
South Dakota	27	1,020	\$67,964	\$69,323,280
Tennessee	194	10,880	\$79,040	\$859,955,200
Texas	627	45,504	\$86,008	\$3,913,708,032
Utah	80	5,538	\$77,584	\$429,660,192
Vermont	42	1,443	\$70,200	\$101,298,600
Virginia	279	17,272	\$75,036	\$1,296,021,792
Washington	211	13,056	\$80,080	\$1,045,524,480
West Virginia	77	2,655	\$60,216	\$159,873,480
Wisconsin	184	7,400	\$60,736	\$449,446,400
Wyoming	19	817	\$63,180	\$51,618,060
Total	9,383	543,106	\$73,447*	\$43,538,947,868

Source: AIADA Membership Roster and NADA DATA.  
\*National average annual earnings for employee at international nameplate automobile dealership

# U.S. Sales



**9M**

9 million new vehicles sold in 2021



**59%**

59% market share of U.S. new vehicle sales in 2021



**\$63B**

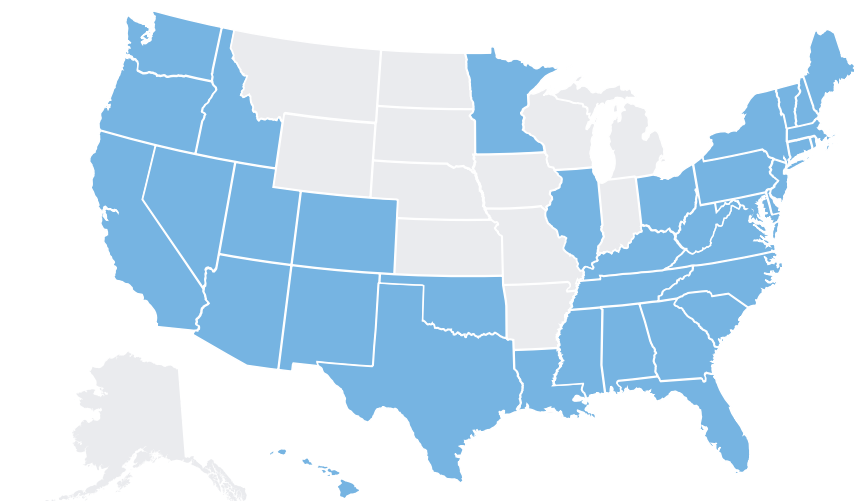
\$63 billion in parts and services sold by dealerships in 2021



**\$4.1B**

\$4.1 billion in advertising expenditures by dealerships in 2021

The Majority of New Vehicles Sold in 37 States and Washington, D.C. are Made by International Automakers

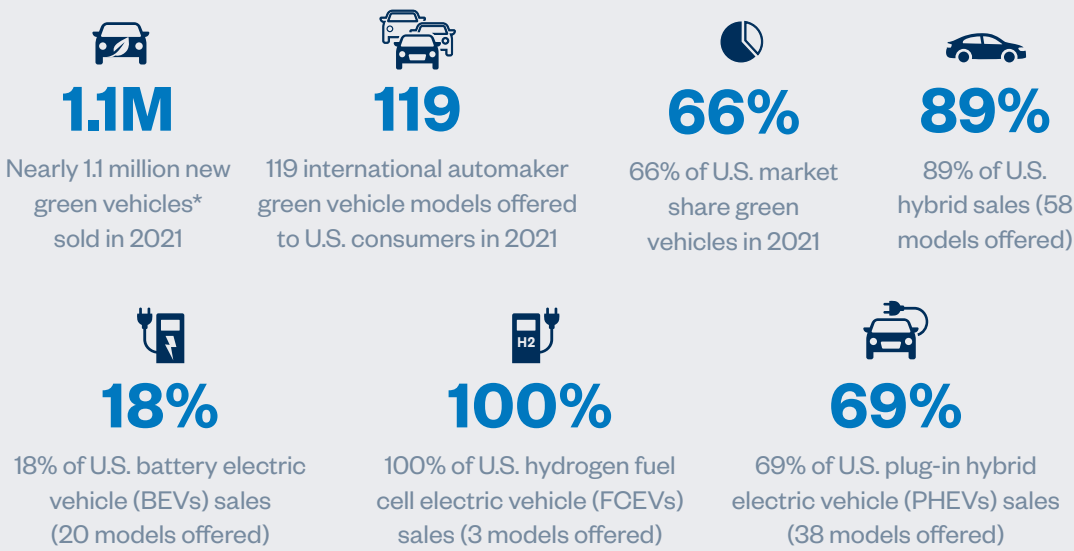


# U.S. New Vehicle Sales

State	Total Sales Volume	Int'l Automakers Sales*	Int'l Automakers Market Share
Alabama	199,382	113,874	57%
Alaska	24,411	11,152	46%
Arizona	357,786	198,104	55%
Arkansas	124,683	58,380	47%
California	1,757,749	1,214,993	69%
Colorado	261,283	153,833	59%
Connecticut	158,258	112,871	71%
Delaware	19,822	14,223	72%
District of Columbia	44,897	24,763	55%
Florida	1,325,361	905,566	68%
Georgia	467,110	281,175	60%
Hawaii	67,636	50,548	75%
Idaho	73,472	38,584	53%
Illinois	526,255	313,377	60%
Indiana	238,987	117,345	49%
Iowa	123,361	50,812	41%
Kansas	94,545	45,803	48%
Kentucky	150,513	80,303	53%
Louisiana	209,074	107,253	51%
Maine	67,187	36,972	55%
Maryland	280,299	186,822	67%
Massachusetts	316,355	219,503	69%
Michigan	520,704	123,786	24%
Minnesota	221,879	112,550	51%
Mississippi	104,830	58,615	56%
Missouri	270,285	119,119	44%
Montana	56,361	23,872	42%
Nebraska	81,123	36,439	45%
Nevada	137,582	83,910	61%
New Hampshire	95,688	54,999	57%
New Jersey	519,799	361,333	70%
New Mexico	81,293	42,655	52%
New York	917,837	603,682	66%
North Carolina	433,418	267,220	62%
North Dakota	34,651	11,251	32%
Ohio	549,426	300,072	55%
Oklahoma	422,090	227,938	54%
Oregon	171,516	114,166	67%
Pennsylvania	599,954	363,532	61%
Rhode Island	46,422	32,529	70%
South Carolina	210,680	128,100	61%
South Dakota	37,293	13,541	36%
Tennessee	269,345	161,582	60%
Texas	1,437,035	766,662	53%
Utah	136,963	73,708	54%
Vermont	41,364	23,495	57%
Virginia	355,192	236,133	66%
Washington	273,234	184,689	68%
West Virginia	73,222	38,304	52%
Wisconsin	226,393	111,954	49%
Wyoming	22,182	8,681	39%
<b>Total</b>	<b>15,236,187</b>	<b>9,020,773</b>	<b>59%</b>

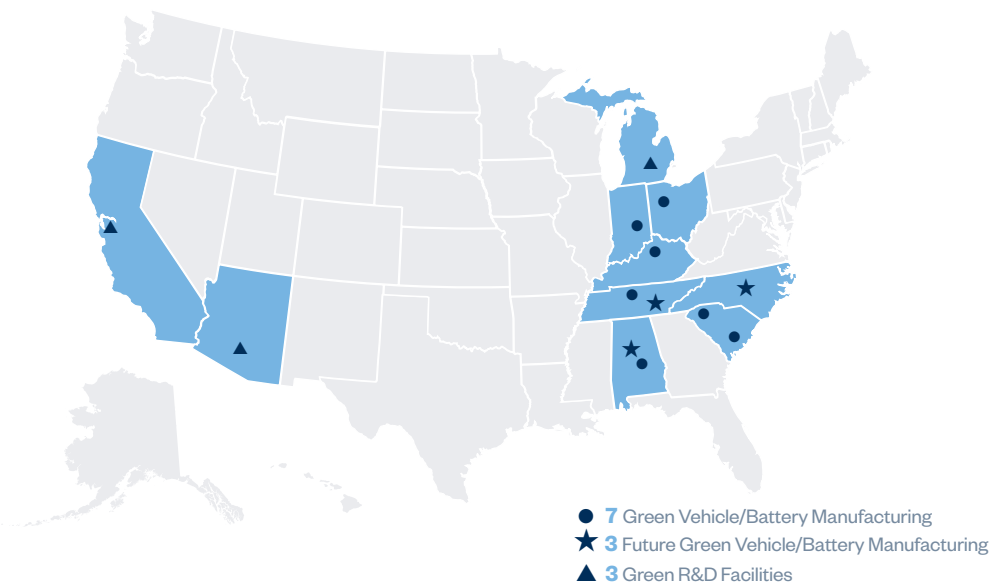
\*Retail and fleet sales CY2021 for Acura, Alfa Romeo, Aston Martin, Audi, Bentley, BMW, Bugatti, Ferrari, Fiat, Honda, Hyundai, Genesis, Infiniti, Jaguar, Kia, Karma, Lamborghini, Land Rover, Lexus, Lotus, Maserati, Mazda, McLaren, Mercedes-Benz, MINI, Mitsubishi Motors, Nissan, Polestar, Porsche, Rolls-Royce, Scion, Subaru, Toyota, Volkswagen, and Volvo Cars.  
Source: IHS Markit New Vehicle Registration Data

# Green Vehicles



\*Advanced technology vehicles (green) include all battery electric vehicles (BEV), hybrid electric vehicles (HEV), plug-in hybrid electric vehicles (PHEV), and fuel cell vehicles (FCEV).

## 10 States with Green Vehicle and Battery Manufacturing or R&D Facilities



# Green Vehicle Sales

State	Green Vehicle Total Sales	Int'l Automakers* Green Vehicle Sales	Int'l Automakers Green Vehicle Market Share
Alabama	10,631	7,754	73%
Alaska	1,750	1,322	76%
Arizona	37,009	23,481	63%
Arkansas	6,228	4,426	71%
California	412,648	252,220	61%
Colorado	34,559	22,419	65%
Connecticut	19,263	13,957	72%
Delaware	4,522	3,116	69%
District of Columbia	4,700	3,213	68%
Florida	117,337	72,415	62%
Georgia	36,275	24,195	67%
Hawaii	8,460	4,724	56%
Idaho	7,351	5,496	75%
Illinois	53,926	37,006	69%
Indiana	20,437	14,809	72%
Iowa	9,524	6,931	73%
Kansas	7,511	5,157	69%
Kentucky	10,771	8,252	77%
Louisiana	9,103	6,787	75%
Maine	6,808	5,415	80%
Maryland	37,896	27,073	71%
Massachusetts	42,415	31,115	73%
Michigan	32,682	14,848	45%
Minnesota	21,057	14,383	68%
Mississippi	4,522	3,416	76%
Missouri	20,637	14,186	69%
Montana	4,458	3,337	75%
Nebraska	5,814	3,920	67%
Nevada	17,374	10,281	59%
New Hampshire	7,967	6,104	77%
New Jersey	57,636	36,990	64%
New Mexico	6,699	4,769	71%
New York	92,462	68,316	74%
North Carolina	37,586	25,881	69%
North Dakota	1,581	1,092	69%
Ohio	39,490	25,711	65%
Oklahoma	20,021	12,887	64%
Oregon	31,425	23,489	75%
Pennsylvania	53,408	39,270	74%
Rhode Island	4,891	3,885	79%
South Carolina	14,136	10,088	71%
South Dakota	2,144	1,471	69%
Tennessee	19,545	13,519	69%
Texas	102,036	64,107	63%
Utah	14,824	9,244	62%
Vermont	5,479	3,942	72%
Virginia	43,460	30,947	71%
Washington	54,612	37,591	69%
West Virginia	4,390	3,570	81%
Wisconsin	18,959	13,442	71%
Wyoming	1,398	1,035	74%
Total	1,639,817	1,083,004	66%

\*Retail and fleet sales CY2021 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, Polestar, Porsche, Rolls-Royce, Scion, smart, Subaru, Toyota, Volkswagen, and Volvo Cars.  
Source: Experian Information Solutions, Inc.



# States





# Alabama

## Economic Impact in Alabama

**\$12.7 billion** invested

### Production

**839,824** vehicles produced in 2021

**100%** of total auto production in Alabama

**\$8.2 billion** purchased from U.S. suppliers

### Sales

**144** international nameplate dealerships

**113,874** new vehicles sold in 2021

**57%** market share of new vehicle sales in Alabama

**7,754** new green vehicles sold in 2021

**73%** market share of new green vehicle sales in Alabama

### Employment

**76,092** total jobs generated in Alabama

- **14,838** direct employment
- **7,095** dealership jobs
- **54,159** other indirect employment

**\$4.9 billion** total employee compensation

- **\$525 million** dealership employee compensation
- **\$4.4 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Alabama generated:

- **\$672 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 **\$9.8 billion (4%)** to Alabama's Gross State Product (GSP) in 2021.

## Vehicles Made in Alabama



Honda Odyssey\*



Honda Passport\*



Honda Pilot\*



Honda Ridgeline\*



Hyundai Elantra\*



Hyundai Santa Cruz\*



Hyundai Santa Fe\*



Hyundai Sonata\*



Hyundai Tucson



Mazda CX50†



Mercedes-Benz GLE SUV\*



Mercedes-Benz GLE Coupe\*



Mercedes-Benz GLS SUV\*



Mercedes-Maybach GLS



Toyota Corolla Cross\*

\*Exported from America

†Production started in 2022

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



**12 models** manufactured by international automakers in Alabama are exported to **40 countries and territories** around the globe.

## International Automaker Facilities

### Manufacturing

- Honda Alabama Auto Plant — 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

### Parts Center

- Mercedes-Benz USA Parts Distribution Center — Vance

### Other

- Honda Lock-America Co., Inc. — Selma
- Mercedes-Benz USA Marshalling — Vance
- Southeast Toyota Finance (*Independent Distributer*) — Mobile

## Alaska

### Economic Impact in Alaska

**\$1 million** purchased from U.S. suppliers in 2021

**21** international nameplate dealerships

**871** dealership jobs

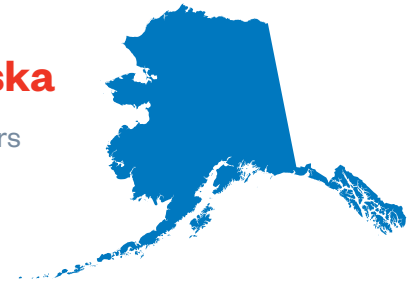
**\$63 million** dealership employee compensation

**11,152** new vehicles sold in 2021

**46%** market share of new vehicle sales in Alaska

**1,322** new green vehicles sold in 2021

**76%** market share of new green vehicle sales in Alaska



# Arizona

## Economic Impact in Arizona

**\$418 million** invested  
**931** direct employment  
**\$29 million** purchased from U.S. suppliers in 2021  
**161** international nameplate dealerships  
**14,784** dealership jobs  
**\$1.2 billion** dealership employee compensation  
**198,104** new vehicles sold in 2021  
**55%** market share of new vehicle sales in Arizona  
**23,481** new green vehicles sold in 2021  
**63%** market share of new green vehicle sales in Arizona



# Arkansas

## Economic Impact in Arkansas

**\$5 million** purchased from U.S. suppliers in 2021  
**72** international nameplate dealerships  
**3,195** dealership jobs  
**\$230 million** dealership employee compensation  
**58,380** new vehicles sold in 2021  
**47%** market share of new vehicle sales in Arkansas  
**4,426** new green vehicles sold in 2021  
**71%** market share of new green vehicle sales in Arkansas



## 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 — Wittmann

### Finance

- Toyota Financial Services Dealer Service Center — Chandler
- Toyota Financial Services Customer Service Center — Chandler
- Toyota Financial Services Data Center — Phoenix

### Parts Center

- Toyota Parts Distribution Center — Phoenix

### Other

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

# California

## Economic Impact in California

**\$4.3 billion** invested

**\$5.4 billion** purchased from U.S. suppliers

### Sales

**967** international nameplate dealerships

**1,214,993** new vehicles sold in 2021

**69%** market share of new vehicle sales in California

**252,220** new green vehicles sold in 2021

**61%** market share of new green vehicle sales in California

### Employment

**170,752** total jobs generated in California

- **8,603** direct employment
- **71,847** dealership jobs
- **90,302** other indirect employment

**\$12.7 billion** total employee compensation

- **\$6.7 billion** dealership employee compensation
- **\$6 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in California generated:

- **\$3.5 billion** in state and local tax receipts and other revenues
- **\$2.9 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 **\$21.1 billion** to California's Gross State Product (GSP) in 2021.



International automakers **exported 31 models** from the California seaports of Long Beach, Los Angeles, National City, Oakland, and Port Hueneme in 2021.

## International Automaker Facilities

### Headquarters

- Acura — 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 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

- Acura Design Studio — Torrance
- American Honda Motor Co., Inc., R&D Business Unit and Honda Design Studio — Torrance
- Audi Advanced Driver Assistance R&D (Volkswagen) — San Jose
- Audi of America Design Loft (Volkswagen) — Malibu
- Audi Innovation Center (Volkswagen) — San Francisco

## R&D (Continued)

- 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 Innovations, Inc. — Mountain View
- Honda Proving Center of California — Cantil
- Honda Research Institute USA, Inc., Silicon Valley Research Office — San Jose
- 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
- 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
- Subaru Research & Development — Tustin
- 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 — Sunnyvale

## Finance

- American Honda Finance Corporation Western Service Center — Cypress
- Hyundai Capital America — Newport Beach
- Hyundai Capital Irvine Headquarters — Irvine
- Toyota Financial Services District Sales and Service Office — Arcadia

## Sales and Training

- BMW of North America Regional Office — Newbury Park
- BMW of North America Training Center — Ontario
- Honda / Acura — Torrance
- Hyundai Motor America Service Engineer — Fountain Valley
- Hyundai Western Region — Fountain Valley
- Hyundai Warranty Technical Center — Fountain Valley
- Hyundai Western Satellite Service Training Center — San Jose
- 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 USA Western Region Office — 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 Area Training Center — Rialto
- Subaru Zone Office — Pleasanton
- Subaru Area 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

## 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 — French Camp
- Honda Parts Distribution Center — Torrance



## Parts Centers (Continued)

- Jaguar Western Parts Distribution Center — Brisbane
- Land Rover Western Parts Distribution Center — Ontario
- Mercedes-Benz USA 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 — Rialto
- Toyota Parts 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 iVentures — Mountain View
- BMW of North America Vehicle Distribution Center — Oxnard
- BMW National Workshop — Riverside
- BMW Group Representative Office — Sacramento
- BMW Performance Center West — Thermal
- Jaguar Land Rover Vehicle Distribution Center — Port Hueneme
- Mercedes-Benz USA Classic Car Center — Irvine
- Mercedes-Benz USA VPC & Learning and Performance Center — Long Beach
- North American Subaru Inc. — Cypress
- Toyota Port/Transport Operations — Benecia
- 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

**\$183 million** invested

**232** direct employment

**\$44 million** purchased from U.S. suppliers in 2021

**157** international nameplate dealerships

**10,366** dealership jobs

**\$847 million** dealership employee compensation

**153,833** new vehicles sold in 2021

**59%** market share of new vehicle sales in Colorado

**22,419** new green vehicles sold in 2021

**65%** market share of new green vehicle sales in Colorado



## 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 — Englewood

### Sales and Training

- Honda Zone Office — Englewood
- Hyundai Motor America Regional Office - Mountain States Region — Greenwood Village
- Nissan Regional Office — Denver
- Subaru Area 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

## Other

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

# Connecticut

## Economic Impact in Connecticut



**\$26 million** purchased from U.S. suppliers in 2021

**176** international nameplate dealerships

**8,150** dealership jobs

**\$641 million** dealership employee compensation

**112,871** new vehicles sold in 2021

**71%** market share of new vehicle sales in Connecticut

**13,957** new green vehicles sold in 2021

**72%** market share of new green vehicle sales in Connecticut

## International Automaker Facilities

### Parts Center

- Honda Parts Distribution Center — Windsor Locks

# Delaware

## Economic Impact in Delaware

**\$9 million** purchased from U.S. suppliers in 2021  
**36** international nameplate dealerships  
**2,070** dealership jobs  
**\$150 million** dealership employee compensation  
**14,223** new vehicles sold in 2021  
**72%** market share of new vehicle sales in Delaware  
**3,116** new green vehicles sold in 2021  
**69%** market share of new green vehicle sales in Delaware



# District of Columbia

## Economic Impact in District of Columbia

**\$14 million** invested  
**98** direct employment  
**\$3 million** purchased from U.S. suppliers in 2021  
**24,763** new vehicles sold in 2021  
**55%** market share of new vehicle sales in District of Columbia  
**3,213** new green vehicles sold in 2021  
**68%** market share of new green vehicle sales 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 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.
- North American Subaru, Inc. 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

**\$109 million** invested

**506** direct employment

**\$196 million** purchased from U.S. suppliers in 2021

**615** international nameplate dealerships

**49,595** dealership jobs

**\$4.2 billion** dealership employee compensation

**905,566** new vehicles sold in 2021

**68%** market share of new vehicle sales in Florida

**72,415** new green vehicles sold in 2021

**62%** market share of new green vehicle sales in Florida



## 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

## Other

- Mercedes-Benz USA Quality Evaluation Center — Jacksonville
- Southeast Toyota Distributors, Headquarters (*Independent Distributer*) — Deerfield Beach
- Southeast Toyota Vehicle Processing Centers (*Independent Distributer*) — Jacksonville
- Toyota Independent Distributor — Deerfield Beach

## International Automaker Facilities

### Finance

- Volvo Car Financial Services — Pompano Beach

### Sales and Training

- Hyundai Southern Satellite Service Training Center — Orlando
- Kia Training Center — Orlando
- Mazda Training Center — Alamonte Springs
- Mazda Regional Office — Jacksonville
- Mercedes-Benz Learning and Performance Center — Jacksonville
- Mercedes-Benz USA Southern Region Office — Jacksonville
- Mitsubishi Motors Regional Office — Lake Mary
- Nissan Service Training Center — Miramar
- Subaru Area Training Office — Melbourne
- Subaru Zone Office — Orlando



International automakers **exported 47 models** from the Florida seaports of Jacksonville, Miami, and Port Everglades in 2021.



# Georgia

## Economic Impact in Georgia

**\$3 billion** invested

### Production

**255,100** vehicles produced in 2021

**100%** of total auto production in Georgia

**\$1.9 billion** purchased from U.S. suppliers

### Sales

**268** international nameplate dealerships

**281,175** new vehicles sold in 2021

**60%** market share of new vehicle sales in Georgia

**24,195** new green vehicles sold in 2021

**67%** market share of new green vehicle sales in Georgia

### Employment

**69,366** total jobs generated in Georgia

- **5,236** direct employment
- **17,043** dealership jobs
- **47,087** other indirect employment

**\$4.4 billion** total employee compensation

- **\$1.4 billion** dealership employee compensation
- **\$3 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Georgia generated:

- **\$706 million** in state and local tax receipts and other revenues
- **\$969 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 **\$7.5 billion** to Georgia's Gross State Product (GSP) in 2021.

## Vehicles Made in Georgia



Kia K5\*



Kia Sorento\*



Kia Sportage



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 25 models** from the Georgia seaports of Brunswick and Savannah in 2021.

## International Automaker Facilities

### Manufacturing

- Honda Transmission Plant – Georgia — Tallapoosa
- Kia Georgia — West Point

## Headquarters

- Mercedes-Benz USA — Sandy Springs/Atlanta
- Porsche Cars North America — Atlanta

## Finance

- American Honda Finance Corporation Eastern Service Center — Alpharetta
- Hyundai Capital America — Atlanta
- Toyota Financial Services District Sales and Service Office — Alpharetta

## Sales and Training

- BMW 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 Area 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 of North America Vehicle Distribution Center — Brunswick
- Honda Lock-America Co., Inc. — Bremen
- Jaguar Land Rover Vehicle Distribution Centers — Brunswick
- Mercedes-Benz Vehicle Preparation Center — Brunswick
- Southeast Toyota Distributors (*Independent Distributer*) — Commerce

# Hawaii

## Economic Impact in Hawaii

- 40** international nameplate dealerships
- 2,419** dealership jobs
- \$198 million** dealership employee compensation
- 50,548** new vehicles sold in 2021
- 75%** market share of new vehicle sales in Hawaii
- 4,724** new green vehicles sold in 2021
- 56%** market share of new green vehicle sales in Hawaii

## International Automaker Facilities

### Other

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



# Idaho

## Economic Impact in Idaho

**\$9 million** purchased from U.S. suppliers in 2021  
**60** international nameplate dealerships  
**3,213** dealership jobs  
**\$241 million** dealership employee compensation  
**38,584** new vehicles sold in 2021  
**53%** market share of new vehicle sales in Idaho  
**5,496** new green vehicles sold in 2021  
**75%** market share of new green vehicle sales in Idaho



# Illinois

## Economic Impact in Illinois

**\$1.4 billion** invested  
**1,263** direct employment  
**\$3.5 billion** purchased from U.S. suppliers in 2021  
**378** international nameplate dealerships  
**18,644** dealership jobs  
**\$1.3 billion** dealership employee compensation  
**313,377** new vehicles sold in 2021  
**60%** market share of new vehicle sales in Illinois  
**37,006** new green vehicles sold in 2021  
**69%** market share of new green vehicle sales in Illinois



## International Automaker Facilities

### Finance

- Volkswagen Credit Call Center — Libertyville

### Sales and Training

- BMW of North America Regional Office — Schaumburg
- Honda 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
- Mercedes-Benz USA Central Region Office — Carol Stream
- Nissan Regional Office — Aurora
- Nissan Service Training Center — Aurora



## Sales and Training (Continued)

- Subaru Area 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

**\$9.2 billion** invested

### Production

**853,795** vehicles produced in 2021

**73%** of total auto production in Indiana

**\$23.3 billion** purchased from U.S. suppliers

### Sales

**190** international nameplate dealerships

**117,345** new vehicles sold in 2021

**49%** market share of new vehicle sales in Indiana

**14,809** new green vehicles sold in 2021

**72%** market share of new green vehicle sales in Indiana

### Employment

**133,803** total jobs generated in Indiana

- **15,736** direct employment
- **8,470** dealership jobs
- **109,597** other indirect employment

**\$9.1 billion** total employee compensation

- **\$588 million** dealership employee compensation
- **\$8.5 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Indiana generated:

- **\$1.1 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 **\$18 billion (4.3%)** to Indiana's Gross State Product (GSP) in 2021.



**Eleven models** manufactured by international automakers in Indiana are exported to **75 countries and territories** around the globe.

## Vehicles Made in Indiana



Honda Insight<sup>\*\*\*</sup>



Honda Civic<sup>\*</sup>



Honda CR-V<sup>\*</sup>



Subaru Ascent<sup>\*</sup>



Subaru Impreza<sup>\*</sup>



Subaru Legacy<sup>\*</sup>



Subaru Outback<sup>\*</sup>



Toyota Highlander<sup>\*</sup>



Toyota Highlander Hybrid<sup>\*</sup>



Toyota Sequoia<sup>\*\*\*</sup>



Toyota Sienna Hybrid<sup>\*</sup>

## International Automaker Facilities

### Manufacturing

- Honda Indiana Auto Plant — 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

- North American Subaru Inc. — Lafayette
- Subaru Field Service — Lafayette
- Subaru Yard Operations — Lafayette
- Toyota Logistics Services, Inc./Marshalling Yard — Princeton

<sup>\*</sup>Exported from America

<sup>\*\*</sup>Production at this facility ended in 2022

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

# Iowa

## Economic Impact in Iowa

**721** direct employment

**\$15 million** purchased from U.S. suppliers in 2021

**94** international nameplate dealerships

**3,330** dealership jobs

**\$233 million** dealership employee compensation

**50,812** new vehicles sold in 2021

**41%** market share of new vehicle sales in Iowa

**6,931** new green vehicles sold in 2021

**73%** market share of new green vehicle sales in Iowa



# Kansas

## Economic Impact in Kansas

**\$32 million** purchased from U.S. suppliers in 2021

**86** international nameplate dealerships

**3,496** dealership jobs

**\$233 million** dealership employee compensation

**45,803** new vehicles sold in 2021

**48%** market share of new vehicle sales in Kansas

**5,157** new green vehicles sold in 2021

**69%** market share of new green vehicle sales in Kansas



## International Automaker Facilities

### Finance

- Toyota Financial Services Customer Service Center — Cedar Rapids

### Parts Center

- Honda Parts Distribution Center — Davenport

## International Automaker Facilities

### Sales

- Subaru Area Training Center — Lenexa

# Kentucky

## Economic Impact in Kentucky

**\$8.5 billion** invested



### Production

**438,202** vehicles produced in 2021

**44%** of total auto production in Kentucky

**\$12 billion** purchased from U.S. suppliers

### Sales

**110** international nameplate dealerships

**80,303** new vehicles sold in 2021

**53%** market share of new vehicle sales in Kentucky

**8,252** new green vehicles sold in 2021

**77%** market share of new green vehicle sales in Kentucky

### Employment

**68,965** total jobs generated in Kentucky

- **9,209** direct employment
- **5,555** dealership jobs
- **54,201** other indirect employment

**\$4.7 billion** total employee compensation

- **\$392 million** dealership employee compensation
- **\$4.3 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Kentucky generated:

- **\$556 million** in state and local tax receipts and other revenues
- **\$959 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 **\$7.9 billion (3.3%)** to Kentucky's Gross State Product (GSP) in 2021.

## Vehicles Made in Kentucky



Lexus ES\*



Lexus ES Hybrid\*



Toyota Avalon\*



Toyota Avalon Hybrid\*



Toyota Camry\*



Toyota Camry Hybrid\*



Toyota RAV4 Hybrid

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



**Six models** manufactured by international automakers in Kentucky are exported to **seven 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



**\$3 million** purchased from U.S. suppliers in 2021

**149** international nameplate dealerships

**7,336** dealership jobs

**\$523 million** dealership employee compensation

**107,253** new vehicles sold in 2021

**51%** market share of new vehicle sales in Louisiana

**6,787** new green vehicles sold in 2021

**75%** market share of new green vehicle sales in Louisiana

# Maine

## Economic Impact in Maine

**\$27 million** purchased from U.S. suppliers in 2021

**66** international nameplate dealerships

**2,597** dealership jobs

**\$183 million** dealership employee compensation

**36,972** new vehicles sold in 2021

**55%** market share of new vehicle sales in Maine

**5,415** new green vehicles sold in 2021

**80%** market share of new green vehicle sales in Maine



# Maryland

## Economic Impact in Maryland

**\$101 million** invested

**744** direct employment

**\$139 million** purchased from U.S. suppliers in 2021

**216** international nameplate dealerships

**13,797** dealership jobs

**\$1.1 billion** dealership employee compensation

**186,822** new vehicles sold in 2021

**67%** market share of new vehicle sales in Maryland

**27,073** new green vehicles sold in 2021

**71%** market share of new green vehicle sales in Maryland



## International Automaker Facilities

### Finance

- Toyota Financial Services Customer Service Center — Owings Mills

### Sales and Training

- Subaru Zone Office — Columbia
- Subaru Area Training Center — Frederick
- Toyota Motor Sales U.S.A., Inc. Regional Office — Glen Burnie

### Parts Centers

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

### Other

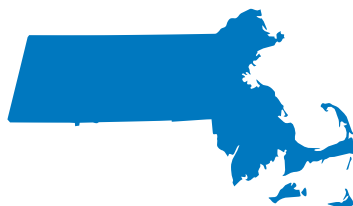
- BMW of North America Vehicle Distribution Center — Baltimore
- Jaguar Land Rover Vehicle Distribution Centers — Baltimore
- Mercedes-Benz Vehicle Preparation Center — Baltimore



International automakers **exported 16 models** from the seaport of Baltimore in 2021.

# Massachusetts

## Economic Impact in Massachusetts



**\$70 million** invested

**338** direct employment

**\$174 million** purchased from U.S. suppliers in 2021

**245** international nameplate dealerships

**12,474** dealership jobs

**\$1.1 billion** dealership employee compensation

**219,503** new vehicles sold in 2021

**69%** market share of new vehicle sales in Massachusetts

**31,115** new green vehicles sold in 2021

**73%** market share of new green vehicle sales in Massachusetts

## International Automaker Facilities

### R&D

- Toyota Research Institute — Cambridge

### Sales and Training

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

### Parts Center

- Toyota Parts Distribution Center — Mansfield

### Other

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

# Michigan

## Economic Impact in Michigan



**\$1.7 billion** invested

**2,866** direct employment

**\$8.4 billion** purchased from U.S. suppliers in 2021

**228** international nameplate dealerships

**9,464** dealership jobs

**\$702 million** dealership employee compensation

**123,786** new vehicles sold in 2021

**24%** market share of new vehicle sales in Michigan

**14,848** new green vehicles sold in 2021

**45%** market share of new green vehicle sales in Michigan

## International Automaker Facilities

### Headquarters

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

### R&D

- American Honda Motor Co., Inc., Ann Arbor Test Lab — Ann Arbor
- American Honda Motor Co., Inc., Pontiac Office — Auburn Hills
- American Honda Motor Co., Inc., Warren Office — Warren
- Caltex Design Research (Toyota) — Ann Arbor
- Honda Research Institute USA, Inc., Detroit Research Office — Ann Arbor
- 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 — Van Buren Township
- Toyota Motor North America R&D — Ann Arbor
- Toyota Research Institute — Ann Arbor
- Toyota Motor North America R&D — Saline

## Other

- Mazda Wixom Center — Wixom
- Mazda Quality Research Building — Woodhaven
- North American Subaru Inc. — Van Buren Township
- Toyota Motor Sales U.S.A., Inc. Public Relations — Detroit
- Volkswagen Call Center and Technical Services — Auburn Hills

# Minnesota

## Economic Impact in Minnesota



**\$47 million** purchased from U.S. suppliers in 2021

**123** international nameplate dealerships

**6,612** dealership jobs

**\$442 million** dealership employee compensation

**112,550** new vehicles sold in 2021

**51%** market share of new vehicle sales in Minnesota

**14,383** new green vehicles sold in 2021

**68%** market share of new green vehicle sales in Minnesota

## International Automaker Facilities

### Sales and Training

- Subaru Area Training Center — Bloomington
- Subaru Zone Office — Minneapolis



# Mississippi

## Economic Impact in Mississippi

**\$4.7 billion** invested

### Production

**327,832** vehicles produced in 2021

**100%** of total auto production in Mississippi

**\$2.7 billion** purchased from U.S. suppliers

### Sales

**83** international nameplate dealerships

**58,615** new vehicles sold in 2021

**56%** market share of new vehicle sales in Mississippi

**3,416** new green vehicles sold in 2021

**76%** market share of new green vehicle sales in Mississippi

### Employment

**28,928** total jobs generated in Mississippi

- **6,879** direct employment
- **3,572** dealership jobs
- **18,477** other indirect employment

**\$1.7 billion** total employee compensation

- **\$242 million** dealership employee compensation
- **\$1.5 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Mississippi generated:

- **\$317 million** in state and local tax receipts and other revenues
- **\$395 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 **\$3.6 billion (2.8%)** to Mississippi's Gross State Product (GSP) in 2021.

## Vehicles Made in Mississippi



Nissan Altima\*



Nissan Frontier\*



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.



**Four models** manufactured by international automakers in Mississippi are exported to **nine 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

**\$443 million** invested

**\$652 million** purchased from U.S. suppliers



### Sales

**154** international nameplate dealerships

**119,119** new vehicles sold in 2021

**44%** market share of new vehicle sales in Missouri

**14,186** new green vehicles sold in 2021

**69%** market share of new green vehicle sales in Missouri

### Employment

**29,441** total jobs generated in Missouri

- **988** direct employment
- **7,830** dealership jobs
- **20,623** other indirect employment

**\$1.7 billion** total employee compensation

- **\$548 million** dealership employee compensation
- **\$1.2 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Missouri generated:

- **\$259 million** in state and local tax receipts and other revenues
- **\$364 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 **\$2.8 billion** to Missouri's Gross State Product (GSP) in 2021.

## International Automaker Facilities

### Manufacturing

- Toyota Motor Manufacturing Missouri — Troy

### 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



**\$4 million** purchased from U.S. suppliers in 2021

**40** international nameplate dealerships

**1,599** dealership jobs

**\$109 million** dealership employee compensation

**23,872** new vehicles sold in 2021

**42%** market share of new vehicle sales in Montana

**3,337** new green vehicles sold in 2021

**75%** market share of new green vehicle sales in Montana

# Nevada

## Economic Impact in Nevada



**\$2 million** purchased from U.S. suppliers in 2021

**66** international nameplate dealerships

**5,940** dealership jobs

**\$554 million** dealership employee compensation

**83,910** new vehicles sold in 2021

**61%** market share of new vehicle sales in Nevada

**10,281** new green vehicles sold in 2021

**59%** market share of new green vehicle sales in Nevada

## International Automaker Facilities

### Finance

- Toyota Financial Savings Bank — Henderson

# Nebraska

## Economic Impact in Nebraska



**\$40 million** purchased from U.S. suppliers in 2021

**54** international nameplate dealerships

**2,352** dealership jobs

**\$159 million** dealership employee compensation

**36,439** new vehicles sold in 2021

**45%** market share of new vehicle sales in Nebraska

**3,920** new green vehicles sold in 2021

**67%** market share of new green vehicle sales in Nebraska

# New Hampshire

## Economic Impact in New Hampshire

**\$25 million** purchased from U.S. suppliers in 2021  
**90** international nameplate dealerships  
**3,871** dealership jobs  
**\$348 million** dealership employee compensation  
**54,999** new vehicles sold in 2021  
**57%** market share of new vehicle sales in New Hampshire  
**6,104** new green vehicles sold in 2021  
**77%** market share of new green vehicle sales in New Hampshire



# New Jersey

## Economic Impact in New Jersey

**\$1.1 billion** invested  
**3,775** direct employment  
**\$779 million** purchased from U.S. suppliers in 2021  
**325** international nameplate dealerships  
**19,520** dealership jobs  
**\$1.8 billion** dealership employee compensation  
**361,333** new vehicles sold in 2021  
**70%** market share of new vehicle sales in New Jersey  
**36,990** new green vehicles sold in 2021  
**64%** market share of new green vehicle sales 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 — Mahwah

### R&D

- Subaru Research & Development — Camden
- Volkswagen Allendale Test Center — Allendale

### Finance

- Toyota Financial Services Eastern Regional Office — Parsippany

### Sales and Training

- Acura Training Center — Mt. Laurel
- BMW of North America Technical Training Center — Woodcliff Lake



## Sales and Training (Continued)

- Honda/Acura Zone Office — Mt. Laurel
- Hyundai Motor America Regional Office — Jamesburg
- Infiniti Regional Office — Somerset
- Kia Regional Office — Parsippany
- 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 Regional Office — Camden
- Subaru Zone Office — Camden
- Subaru Area 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

- Honda Parts Distribution Center — Mt. Laurel
- Jaguar Land Rover Eastern Parts Distribution Center — Mickleton
- 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

- BMW National Workshop — Bordentown
- BMW of North America Vehicle Distribution Center — Jersey City
- North American Subaru Inc. — Camden
- North American Subaru Inc. — Pennsauken
- Toyota Port Operation — Newark

# New Mexico

## Economic Impact in New Mexico



**\$150 million** purchased from U.S. suppliers in 2021

**64** international nameplate dealerships

**3,080** dealership jobs

**\$218 million** dealership employee compensation

**42,655** new vehicles sold in 2021

**52%** market share of new vehicle sales in New Mexico

**4,769** new green vehicles sold in 2021

**71%** market share of new green vehicle sales in New Mexico

# New York

## Economic Impact in New York

**\$155 million** invested

**284** direct employment

**\$2.8 billion** purchased from U.S. suppliers in 2021

**537** international nameplate dealerships

**26,656** dealership jobs

**\$2.2 billion** dealership employee compensation

**603,682** new vehicles sold in 2021

**66%** market share of new vehicle sales in New York

**68,316** new green vehicles sold in 2021

**74%** market share of new green vehicle sales in New York



# North Carolina

## Economic Impact in North Carolina

**\$1 billion** invested

**1,691** direct employment

**\$273 million** purchased from U.S. suppliers in 2021

**318** international nameplate dealerships

**17,608** dealership jobs

**\$1.3 billion** dealership employee compensation

**267,220** new vehicles sold in 2021

**62%** market share of new vehicle sales in North Carolina

**25,881** new green vehicles sold in 2021

**69%** market share of new green vehicle sales in North Carolina



## International Automaker Facilities

### Sales and Training

- BMW of Manhattan — New York
- Mercedes-Benz Manhattan — New York

### Other

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

## International Automaker Facilities

### Manufacturing

- Toyota Battery Toyota Manufacturing\* — Liberty

### R&D

- Toyota Racing Development — Salisbury

### Sales and Training

- Subaru Area Training Center — Huntersville

\*Opening in 2025

# North Dakota

## Economic Impact in North Dakota



**31** international nameplate dealerships

**1,092** dealership jobs

**\$70 million** dealership employee compensation

**11,251** new vehicles sold in 2021

**32%** market share of new vehicle sales in North Dakota

**1,092** new green vehicles sold in 2021

**69%** market share of new green vehicle sales in North Dakota

# Ohio

## Economic Impact in Ohio

**\$15 billion** invested



### Production

**416,176** vehicles produced in 2021

**51%** of total auto production in Ohio

**\$9.4 billion** purchased from U.S. suppliers

### Sales

**366** international nameplate dealerships

**300,072** new vehicles sold in 2021

**55%** market share of new vehicle sales in Ohio

**25,711** new green vehicles sold in 2021

**65%** market share of new green vehicle sales in Ohio

### Employment

**184,321** total jobs generated in Ohio

- **15,672** direct employment
- **17,690** dealership jobs
- **150,959** other indirect employment

**\$12.5 billion** total employee compensation

- **\$1.3 billion** dealership employee compensation
- **\$11.2 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Ohio generated:

- **\$1.8 billion** in state and local tax receipts and other revenues
- **\$2.6 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 **\$20.4 billion (2.8%)** to Ohio's Gross State Product (GSP) in 2021.

## Vehicles Made in Ohio



Acura Integra<sup>†</sup>



Acura MDX<sup>\*</sup>



Acura NSX



Acura RDX<sup>\*</sup>



Acura TLX<sup>\*</sup>



Honda Accord Sedan<sup>\*</sup>



Honda Accord Hybrid<sup>\*</sup>



Honda CR-V<sup>\*</sup>



Honda CR-V Hybrid<sup>\*</sup>

<sup>\*</sup>Exported from America  
<sup>†</sup>Production started in 2022

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 **42 countries and territories** around the globe.

## International Automaker Facilities

### Manufacturing

- Honda Anna Engine Plant — Anna
- Honda East Liberty Auto Plant — East Liberty
- Honda Marysville Auto Plant — Marysville
- Honda Performance Manufacturing Center — Marysville
- Honda Transmission Plant - Ohio — Russells Point

### R&D

- American Honda Motor Co., Inc., Columbus Research Labs — Columbus
- Honda North American Auto Development Center — Raymond
- Honda Automotive Laboratories of Ohio (HALO) — East Liberty

### Finance

- BMW Financial Services NA, LLC — Hilliard

### Sales and Training

- Honda Zone Office — Troy
- Hyundai Central Satellite Service Training Center — Fairfield
- Nissan Service Training Center — Grove City
- Subaru Area 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



# Oklahoma

## Economic Impact in Oklahoma



**89** international nameplate dealerships

**4,212** dealership jobs

**\$305 million** dealership employee compensation

**227,938** new vehicles sold in 2021

**54%** market share of new vehicle sales in Oklahoma

**12,887** new green vehicles sold in 2021

**64%** market share of new green vehicle sales in Oklahoma

# Oregon

## Economic Impact in Oregon



**\$101 million** invested

**686** direct employment

**\$41 million** purchased from U.S. suppliers in 2021

**138** international nameplate dealerships

**7,125** dealership jobs

**\$548 million** dealership employee compensation

**114,166** new vehicles sold in 2021

**67%** market share of new vehicle sales in Oregon

**23,489** new green vehicles sold in 2021

**75%** market share of new green vehicle sales in Oregon

## International Automaker Facilities

### R&D

- Jaguar Land Rover Global Digital Design Center — Portland

### Finance

- Volkswagen Credit Call Center — Hillsboro

### Sales and Training

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

### Parts Centers

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

### Parts Centers (Continued)

- Subaru Regional Distribution Center — Portland
- Toyota Parts Distribution Center — Portland

### Other

- Toyota Port/Transport Operations — Portland



International automakers **exported 12 models** from the seaport of Portland in 2021.

## Pennsylvania

### Economic Impact in Pennsylvania



**\$23 million** invested

**284** direct employment

**\$799 million** purchased from U.S. suppliers in 2021

**496** international nameplate dealerships

**22,578** dealership jobs

**\$1.5 billion** dealership employee compensation

**363,532** new vehicles sold in 2021

**61%** market share of new vehicle sales in Pennsylvania

**39,270** new green vehicles sold in 2021

**74%** market share of new green vehicle sales in Pennsylvania

### International Automaker Facilities

#### 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
- Mazda Parts Distribution Center — Covington Township

# Rhode Island

## Economic Impact in Rhode Island

**\$40 million** purchased from U.S. suppliers in 2021

**40** international nameplate dealerships

**2,065** dealership jobs

**\$153 million** dealership employee compensation

**32,529** new vehicles sold in 2021

**70%** market share of new vehicle sales in Rhode Island

**3,885** new green vehicles sold in 2021

**79%** market share of new green vehicle sales in Rhode Island



# South Carolina

## Economic Impact in South Carolina

**\$13.8 billion** invested

### Production

**498,546** vehicles produced in 2021

**100%** of total auto production in South Carolina

**\$14.6 billion** purchased from U.S. suppliers

### Sales

**150** international nameplate dealerships

**128,100** new vehicles sold in 2021

**61%** market share of new vehicle sales in South Carolina

**10,088** new green vehicles sold in 2021

**71%** market share of new green vehicle sales in South Carolina

### Employment

**79,117** total jobs generated in South Carolina

- **15,221** direct employment
- **8,308** dealership job
- **55,588** other indirect employment

**\$5.2 billion** total employee compensation

- **\$620 million** dealership employee compensation
- **\$4.6 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in South Carolina generated:

- **\$809 million** in state and local tax receipts and other revenues
- **\$1.2 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 **\$10.2 billion (3.8%)** to South Carolina's Gross State Product (GSP) in 2021.

## Vehicles Made in South Carolina



BMW X3\*



BMW X4\*



BMW X5\*



BMW X5 PHEV\*



BMW X6\*



BMW X7\*



Volvo S60 Sedan\*



Volvo S60 PHEV

\*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



**Seven models** manufactured by international automakers in South Carolina are exported to **117 countries and territories** around the globe.



International automakers **exported seven models** from the seaport of Charleston in 2021.

## International Automaker Facilities

### Manufacturing

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

### R&D

- BMW Group Information Technology Research Center — Greenville

### Sales and Training

- BMW of North America Training Center — Greer
- Volvo South Carolina Technical Center — Ridgeville
- Volvo Manufacturing Training Center — Ridgeville
- Volvo Car University — 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 US Operations — Summerville

# South Dakota

## Economic Impact in South Dakota



**27** international nameplate dealerships

**1,020** dealership jobs

**\$69 million** dealership employee compensation

**13,541** new vehicles sold in 2021

**36%** market share of new vehicle sales in South Dakota

**1,471** new green vehicles sold in 2021

**69%** market share of new green vehicle sales in South Dakota

# Tennessee

## Economic Impact in Tennessee



**\$13.1 billion** invested

### Production

**391,684** vehicles produced in 2021

**80%** of total auto production in Tennessee

**\$5.2 billion** purchased from U.S. suppliers

### Sales

**194** international nameplate dealerships

**161,582** new vehicles sold in 2021

**60%** market share of new vehicle sales in Tennessee

**13,519** new green vehicles sold in 2021

**69%** market share of new green vehicle sales in Tennessee

### Employment

**117,015** total jobs generated in Tennessee

- **15,301** direct employment
- **10,880** dealership jobs
- **90,734** other indirect employment

**\$8.4 billion** total employee compensation

- **\$860 million** dealership employee compensation
- **\$7.5 billion** in direct and other indirect employee compensation

### 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 **\$15.1 billion (3.6%)** to Tennessee's Gross State Product (GSP) in 2021.

## Vehicles Made in Tennessee



Infiniti QX60\*



Nissan LEAF\*



Nissan Maxima\*



Nissan Murano\*



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 **29 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 Motor Manufacturing Tennessee — Jackson
- Volkswagen Chattanooga Assembly Plant — Chattanooga

### R&D

- Volkswagen Innovation Hub — Knoxville
- Volkswagen North American Engineering and Planning Center — Chattanooga

### Sales and Training

- Nissan Service Training Center — Franklin

### Parts Centers

- Honda Parts Distribution Center — Loudon
- Land Rover South Eastern Parts Distribution Center — Memphis
- 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

**\$5.3 billion** invested

### Production

**137,185** vehicles produced in 2021

**29%** of total auto production in Texas

**\$2.4 billion** purchased from U.S. suppliers

### Sales

**627** international nameplate dealerships

**766,662** new vehicles sold in 2021

**53%** market share of new vehicle sales in Texas

**64,107** new green vehicles sold in 2021

**63%** market share of new green vehicle sales in Texas

### Employment

**138,546** total jobs generated in Texas

- **10,108** direct employment
- **45,504** dealership jobs
- **82,934** other indirect employment

**\$9.6 billion** total employee compensation

- **\$3.9 billion** dealership employee compensation
- **\$5.7 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Texas generated:

- **\$1.6 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 **\$17.6 billion** to Texas's Gross State Product (GSP) in 2021.

## Vehicles Made in Texas



Toyota Sequoia<sup>†</sup>



Toyota Tacoma<sup>\*\*</sup>



Toyota Tundra<sup>\*</sup>



Toyota Tundra Hybrid

<sup>\*</sup>Exported from America

<sup>†</sup>Production began in 2022

<sup>\*\*</sup>Production at this facility ended in 2022

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 **11 countries and territories** around the globe.

## International Automaker Facilities

### Headquarters

- Lexus — Plano
- Lexus Financial Services — Plano
- McLaren North America — Coppell

## Headquarters (Continued)

- 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 Corporate Central Service Center — Irving
- Hyundai Capital America — Plano
- Mercedes-Benz Financial Services USA — Fort Worth
- Nissan Motor Acceptance Corporation — Irving
- Toyota Financial Services Dealer Service Center — Plano
- Toyota Financial Services Data Center — Carrollton

## Sales and Training

- Honda/Acura Zone Office — Irving
- Hyundai Motor America Regional Office — Coppel
- 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 Area Training Center — Coppel
- Subaru Zone Office — Frisco
- Volvo Car USA Dealer Training Academy — Irving

## Parts Centers

- BMW with BMW of North America Vehicle Distribution Center — Galveston
- Honda Parts Distribution Center — Irving
- Mazda Parts Distribution Center — Grapevine
- Mercedes-Benz Parts Distribution Center — Grapevine

## Parts Centers (Continued)

- Mobis Parts Distribution Center (Hyundai/Kia) — Lancaster
- Nissan Parts Distribution Center — Irving
- Subaru Regional Distribution Center — Coppel
- Volkswagen Group of America Parts Distribution Center — Ft. Worth
- Volkswagen Parts Distribution Center — Haslet

## Other

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

# Utah

## Economic Impact in Utah

**\$81 million** purchased from U.S. suppliers in 2021  
**80** international nameplate dealerships  
**5,538** dealership jobs  
**\$430 million** dealership employee compensation  
**73,708** new vehicles sold in 2021  
**54%** market share of new vehicle sales in Utah  
**9,244** new green vehicles sold in 2021  
**62%** market share of new green vehicle sales in Utah



# Vermont

## Economic Impact in Vermont

**\$148 million** purchased from U.S. suppliers in 2021  
**42** international nameplate dealerships  
**1,443** dealership jobs  
**\$101 million** dealership employee compensation  
**23,495** new vehicles sold in 2021  
**57%** market share of new vehicle sales in Vermont  
**3,942** new green vehicles sold in 2021  
**72%** market share of new green vehicle sales in Vermont



## International Automaker Facilities

### Finance

- BMW Bank of North America — Salt Lake City

# Virginia

## Economic Impact in Virginia

**\$186 million** invested

**1,010** direct employment

**\$70 million** purchased from U.S. suppliers in 2021

**279** international nameplate dealerships

**17,272** dealership jobs

**1.3 billion** dealership employee compensation

**236,133** new vehicles sold in 2021

**66%** market share of new vehicle sales in Virginia

**30,947** new green vehicles sold in 2021

**71%** market share of new green vehicle sales in Virginia



# Washington

## Economic Impact in Washington

**\$16 million** invested

**310** direct employment

**\$60 million** purchased from U.S. suppliers in 2021

**211** international nameplate dealerships

**13,056** dealership jobs

**\$1 billion** dealership employee compensation

**184,689** new vehicles sold in 2021

**68%** market share of new vehicle sales in Washington

**37,591** new green vehicles sold in 2021

**69%** market share of new green vehicle sales in Washington



## International Automaker Facilities

### Headquarters

- Audi — Herndon
- Bentley — Herndon
- Bugatti — Herndon
- Lamborghini — Herndon
- Volkswagen Electrify America — Reston
- Volkswagen Group of America — 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 Service Training Center — Sterling

### Other

- Nissan North America, Inc. Government Affairs — Herndon

## International Automaker Facilities

### R&D

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

### Sales and Training

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



# West Virginia

## Economic Impact in West Virginia

**\$1.9 billion** invested

**\$3.1 billion** purchased from U.S. suppliers



### Sales

**77** international nameplate dealerships

**38,304** new vehicles sold in 2021

**52%** market share of new vehicle sales in West Virginia

**3,570** new green vehicles sold in 2021

**81%** market share of new green vehicle sales in West Virginia

### Employment

**7,627** total jobs generated in West Virginia

- **1,909** direct employment
- **2,655** dealership jobs
- **3,063** other indirect employment

**\$411 million** total employee compensation

- **\$160 million** dealership employee compensation
- **\$251 million** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in West Virginia generated:

- **\$101 million** in state and local tax receipts and other revenues
- **\$88 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 **\$704 million** to West Virginia's Gross State Product (GSP) in 2021.

## International Automaker Facilities

### Manufacturing

- Toyota Motor Manufacturing West Virginia — Buffalo

# Wisconsin

## Economic Impact in Wisconsin



**\$124 million** purchased from U.S. suppliers in 2021

**184** international nameplate dealerships

**7,400** dealership jobs

**\$449 million** dealership employee compensation

**111,954** new vehicles sold in 2021

**49%** market share of new vehicle sales in Wisconsin

**13,442** new green vehicles sold in 2021

**71%** market share of new green vehicle sales in Wisconsin

## International Automaker Facilities

### Parts Center

- Volkswagen Parts Distribution Center — Pleasant Prairie

# Wyoming

## Economic Impact in Wyoming



**19** international nameplate dealerships

**817** dealership jobs

**\$52 million** dealership employee compensation

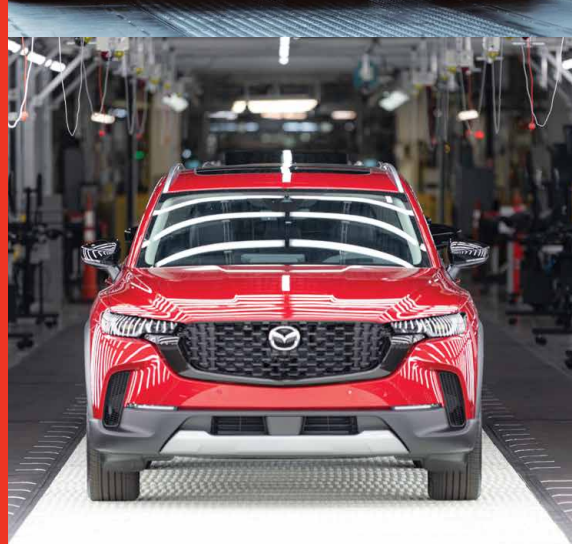
**8,681** new vehicles sold in 2021

**39%** market share of new vehicle sales in Wyoming

**1,035** new green vehicles sold in 2021

**74%** market share of new green vehicle sales in Wyoming

# Automakers



# 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:**

Woodoliff 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, D.C. 20001

## 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**

**American Honda Motor Co., Inc.  
Government & Industry**

**Relations**

1001 G Street, NW  
Suite 950  
Washington, D.C. 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, D.C. 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 Corporation

### Government Affairs

601 New Jersey Avenue, NW

Suite 800

Washington, D.C. 20001

T 202.503.1515

# McLaren

## U.S. Headquarters:

Coppell, Texas

**U.S. Operations Established:** 2010

**mclaren.com**

## McLaren North America

1405 S Belt Line Rd

Suite 100

Coppell, TX 75019

T 855.202.8815

# 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:

Sandy Springs/Atlanta, Georgia

**U.S. Operations Established:** 1965

**group.mercedes-benz.com**

## Mercedes-Benz North America

### External Affairs

800 Maine Avenue, SW

Suite 625

Washington, D.C. 20024

T 202.649.4501

# 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, D.C. 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

3735 Varsity Drive

Ann Arbor, MI 48108

T 734.477.6119



# Nissan

**U.S. Headquarters:**

Franklin, Tennessee

**U.S. Operations Established:** 1958

**Brands:** Nissan and Infiniti

[nissanusa.com](http://nissanusa.com)

**Nissan North America, Inc.****Government Affairs**

1 Nissan Way  
Franklin, TN 37067  
T 615.725.8742

# Volkswagen Group of America

**U.S. Headquarters:**

Herndon, Virginia

**U.S. Operations Established:** 1955

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

[volkswagengroupofamerica.com](http://volkswagengroupofamerica.com)

**Volkswagen Group of America****Public Affairs**

601 Pennsylvania Avenue, NW  
Suite 740  
Washington, D.C. 20004  
T 202.899.1000

# Subaru

**U.S. Headquarters:**

Camden, New Jersey

**U.S. Operations Established:** 1968

[subaru.com](http://subaru.com)

**North American Subaru, Inc.****Government Relations**

1001 G Street, NW  
Suite 300 East  
Washington, D.C. 20001  
T 856.488.8500

# Volvo Cars

**U.S. Headquarters:**

Mahwah, New Jersey

**U.S. Operations Established:** 1955

[volvocars.com/us](http://volvocars.com/us)

**Volvo Car Corporation****Government Affairs**

House of Sweden  
2900 K Street, NW  
Suite 508  
Washington, D.C. 20007  
T 202.536.1607

# Toyota

**U.S. Headquarters:**

Plano, Texas

**U.S. Operations Established:** 1958

**Brands:** Toyota and Lexus

[toyota.com](http://toyota.com)

**Toyota Motor North America, Inc.****Government Affairs**

325 7th Street, NW  
Suite 1000  
Washington, D.C. 20004  
T 202.463.6800

**Sources used to compile the data in this report:**

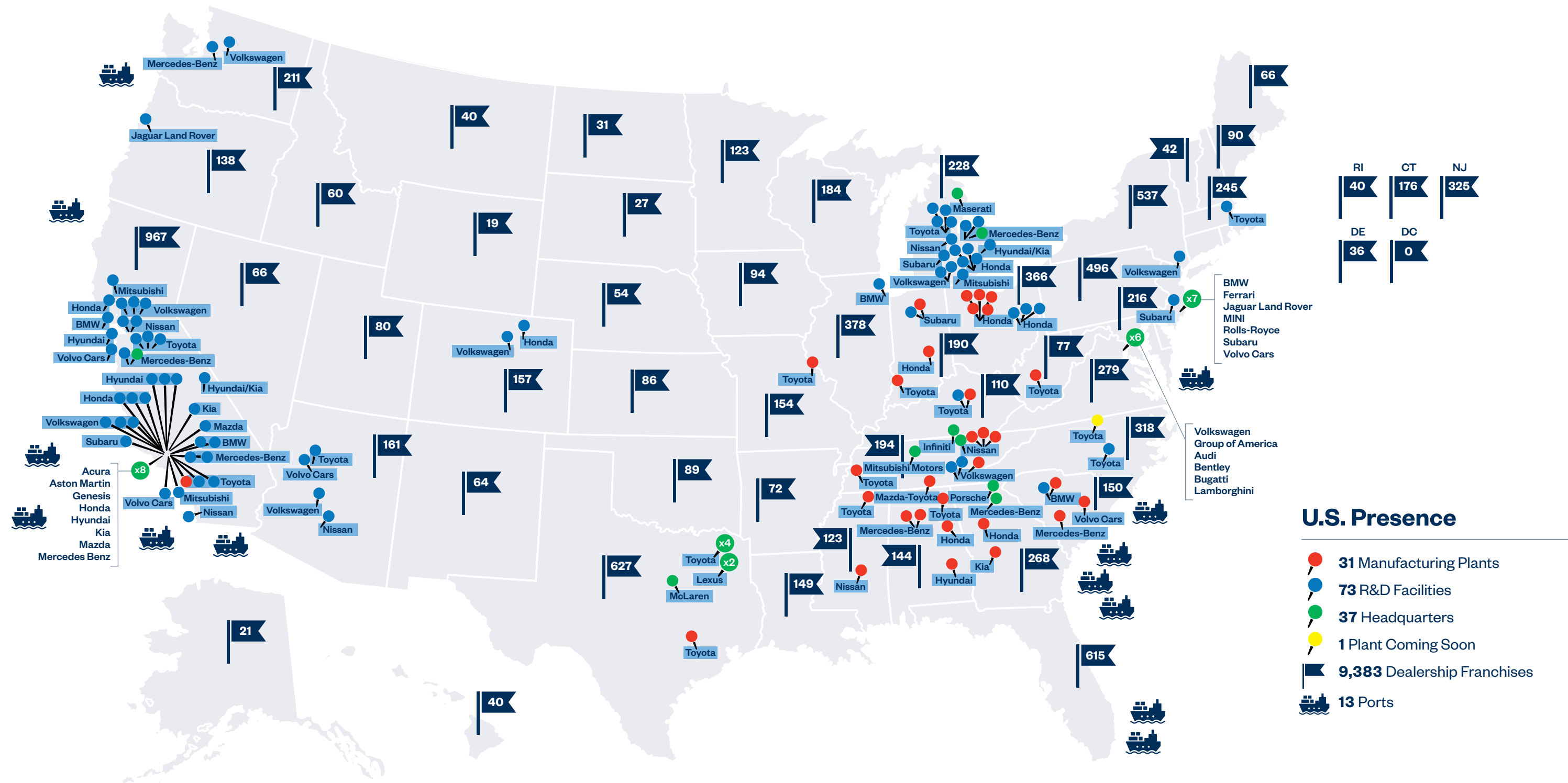
- The 2021 Autos Drive America and AIADA Economic Impact Survey
- AIADA's membership roster
- NADA DATA
- WardsAuto InfoBank
- IHS Markit New Vehicle Registration Data

**Automobile manufacturers participating in the 2021 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 for the U.S. and each state derived by SCOUT Economics using direct employment, dealer employment, and auto parts employment multipliers from the IMPLAN input-output model.

# International Automakers & Dealers Across America





Autos Drive America represents the U.S. operations of international motor vehicle manufacturers integral to America's workforce, communities, and economy.

As the voice of international automakers in the United States, Autos Drive America works closely with policymakers at all levels of government to advance policies that promote jobs, trade, and growth in the U.S. automotive industry.

**Autos Drive America**

801 Pennsylvania Ave, NW, Suite 620  
Washington, D.C. 20004  
T 202-650-5555  
[www.AutosDriveAmerica.org](http://www.AutosDriveAmerica.org)



The American International Automobile Dealers Association (AIADA) serves as an advocate for international nameplate new automobile dealership franchises before Congress, the White House, and federal agencies. AIADA focuses 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](http://www.AIADA.org)



[www.AutosDriveAmerica.org](http://www.AutosDriveAmerica.org)

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



[www.AIADA.org](http://www.AIADA.org)

 [/AIADA.News](https://www.facebook.com/AIADA.News)  [@AIADA\\_News](https://twitter.com/AIADA_News)