



International Automakers and Dealers in America

2021

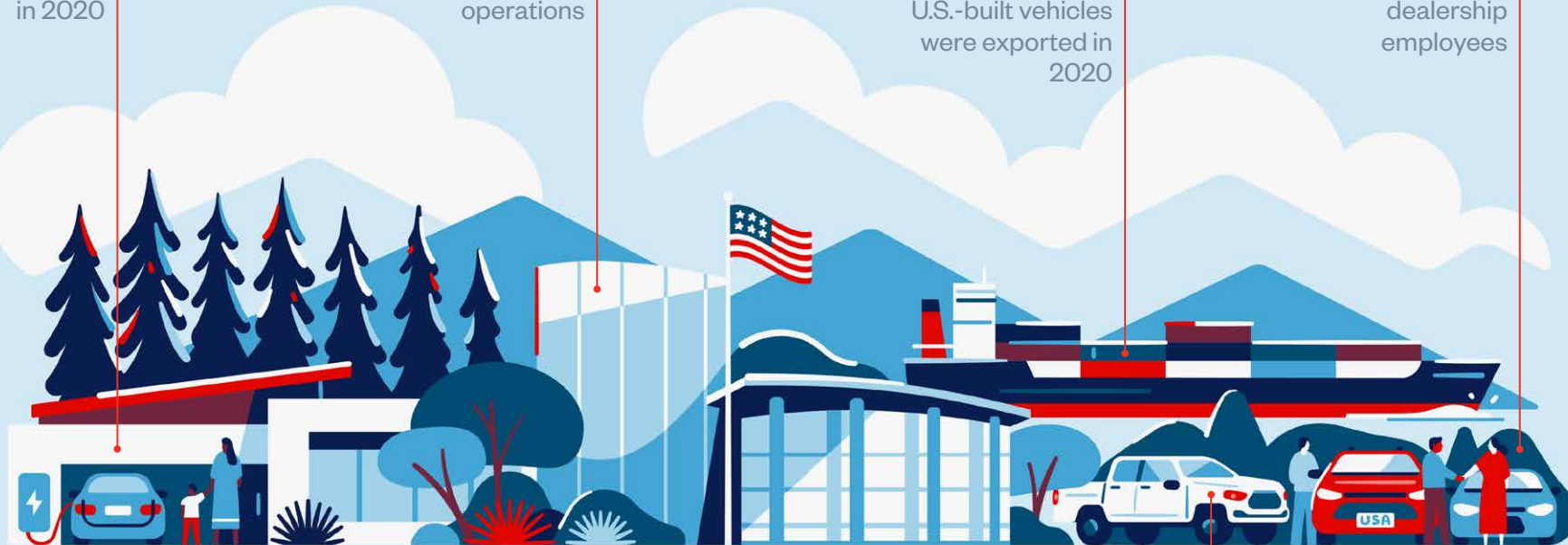
International Automakers & Dealers Across America

7.8 million new vehicles sold in 2020

\$98 billion invested into U.S. operations

135 countries and territories to which U.S.-built vehicles were exported in 2020

542,000 direct U.S. dealership employees



500 facilities operating in the U.S.

131,000 direct U.S. employees

4 million vehicles produced in 2020

55% market share of new vehicle sales

31 U.S. manufacturing facilities



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.

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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.

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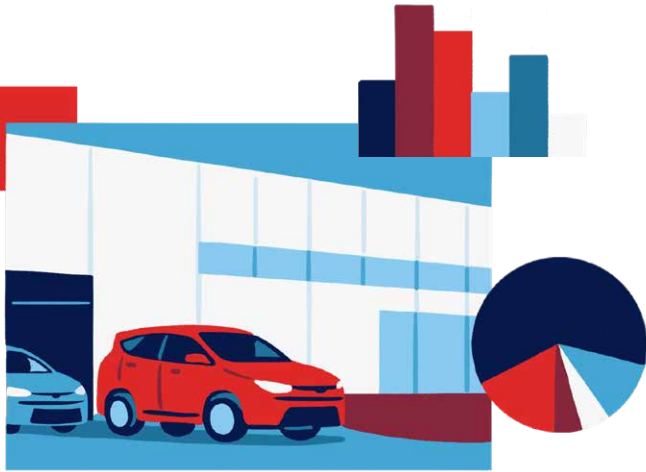
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Investment & Manufacturing

Creating quality jobs and empowering American workers.



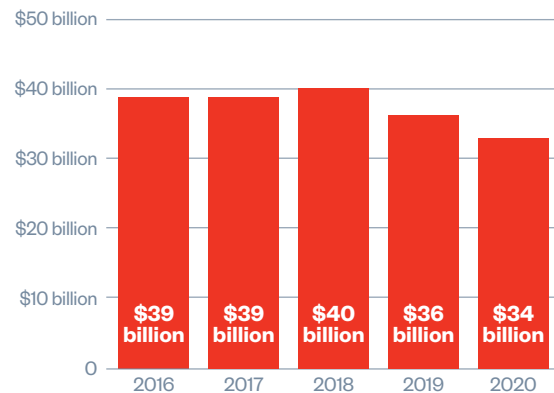
Investment



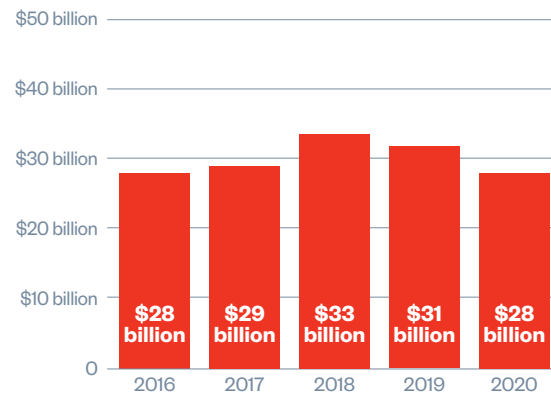
- International automakers have invested **\$98 billion** into U.S. operations
- International automakers operate **500** facilities across **36** states
- **\$28 billion** generated in state and local tax receipts and other revenues
- **\$34 billion** generated in federal tax receipts and other revenues
- **\$253 billion** contributed to gross domestic product

International Automakers and Auto Dealers Contribute Billions of Dollars in Federal, State and Local Taxes

FEDERAL



STATE AND LOCAL



Employment



- **131,000** direct U.S. employees
- Direct employee payroll of **\$11.6 billion**
- **60%** of direct jobs are in manufacturing
- **2.1 million**¹ direct and indirect U.S. jobs generated
- Total employee compensation of **\$146 billion**¹ in 2020

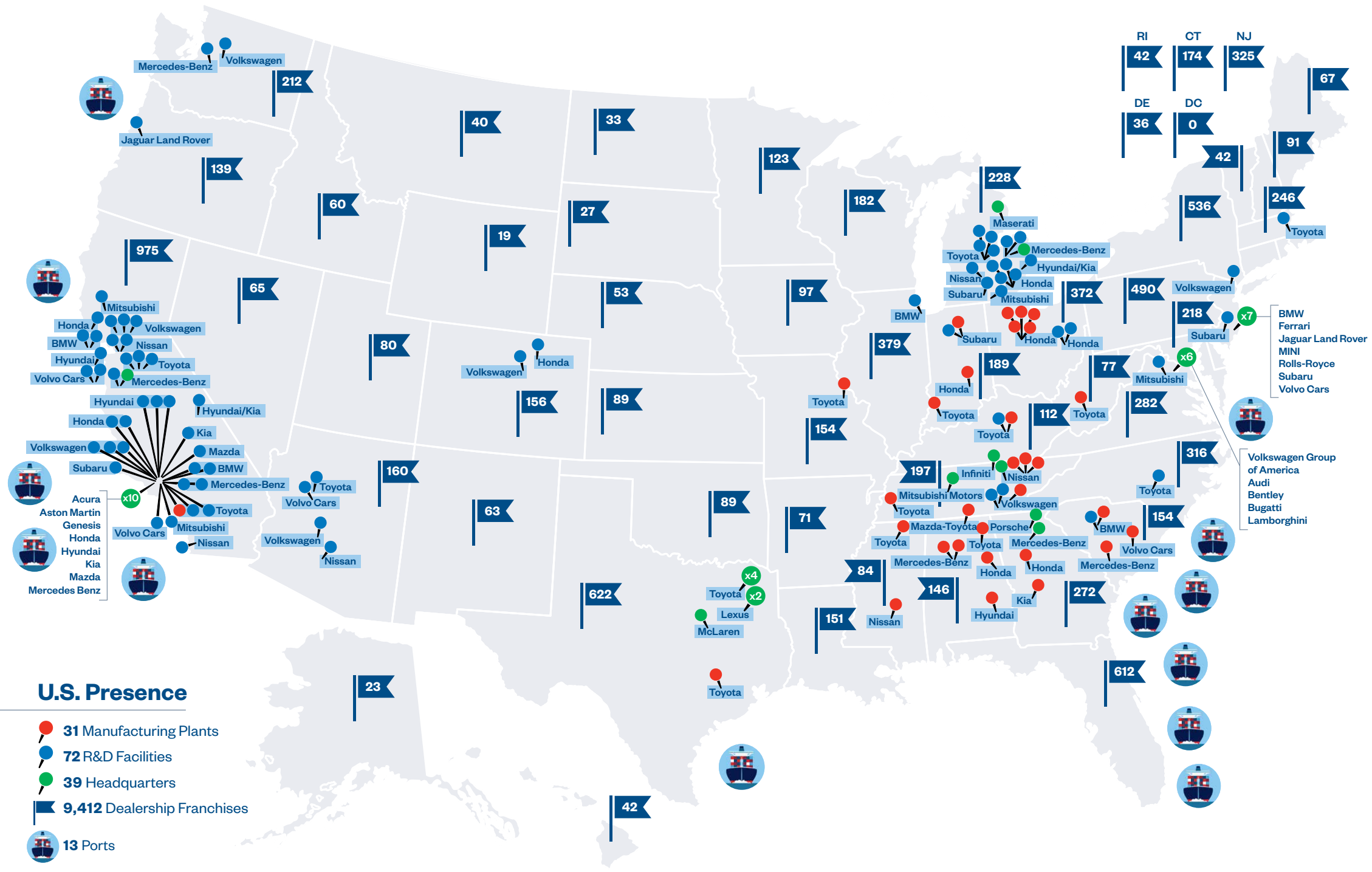
¹Indirect economic impacts derived by SCOUT Economics using direct employment, dealer employment, and auto parts employment multipliers from the IMPLAN input-output model.

Nearly 40 Years of Investing in Workforce Training to Ensure America's Competitive Position in the Global Economy

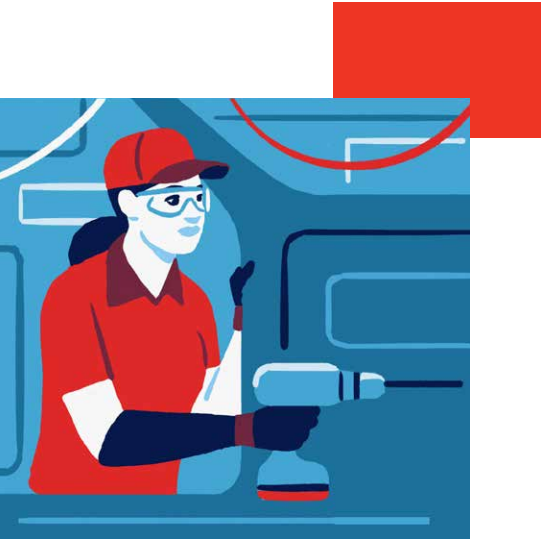
- **19 million** trainings conducted across the United States
- **215** workforce development programs offered by international automakers
- Workforce development programs available in **30 states**



International Automakers & Dealers Across America

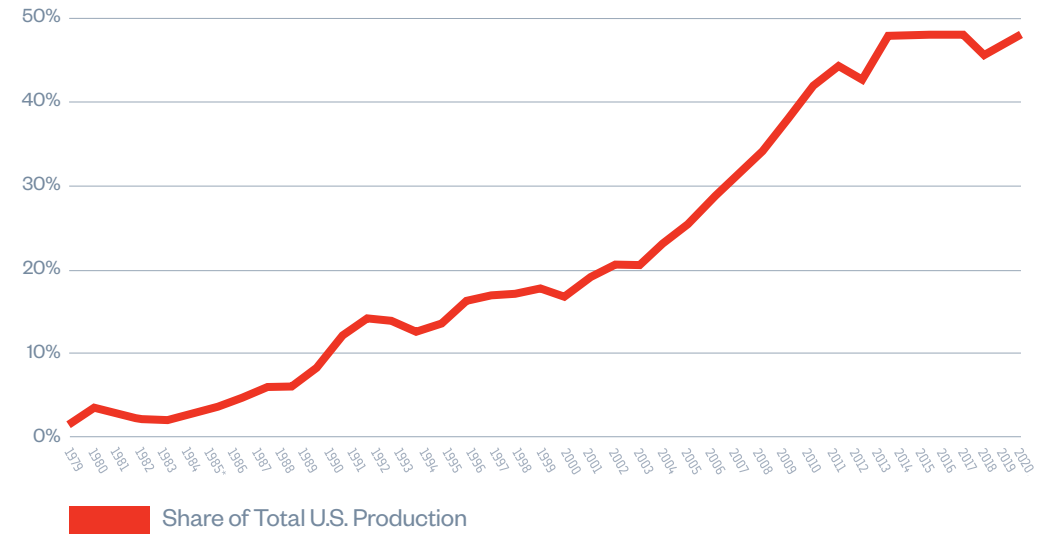


Manufacturing

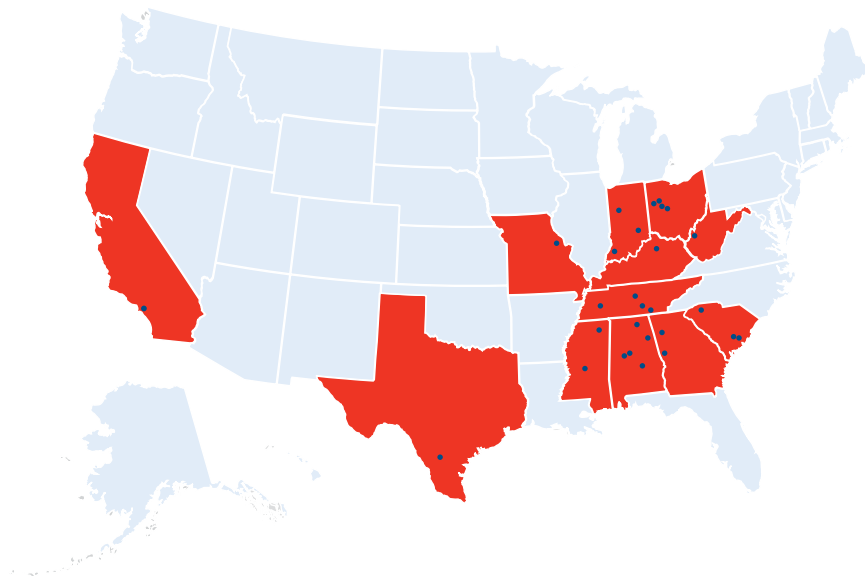


- **31** facilities produced vehicles, batteries, and components
- **\$118 billion** purchased from U.S. suppliers in 2020
- **4 million** vehicles produced in 2020
- **46%** of all U.S. vehicle production in 2020

International Automakers' Share of U.S. Auto Production Has Grown from **1%** in 1979 to **46%** in 2020

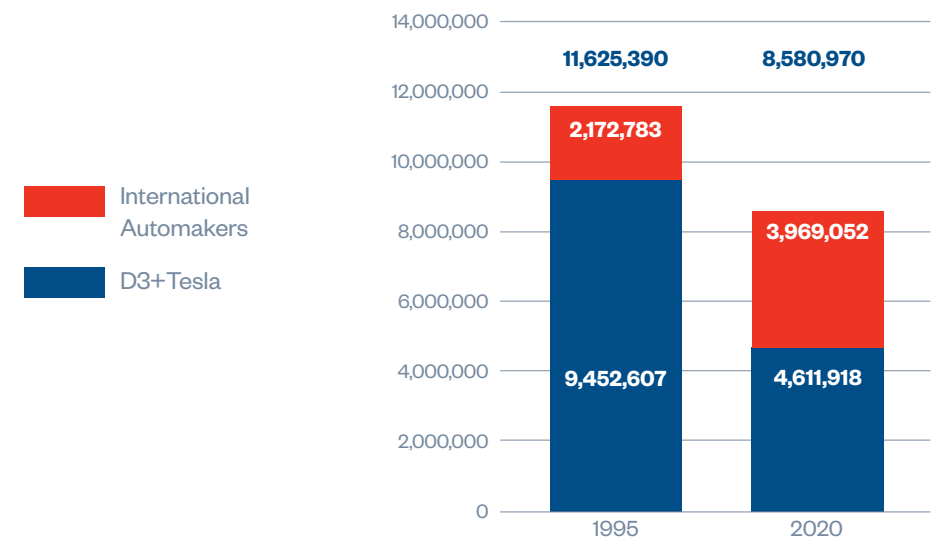


12 States with International Automaker Manufacturing Facilities



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

International Automakers Have Increased Their U.S. Production Volume by Nearly **82%** Over the Past 25 Years



*Passenger cars only before 1985. Passenger cars and light trucks 1985-2020.
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 Fe, Sonata
	Mazda-Toyota	 Mazda Toyota Manufacturing, U.S.A., Inc.	Huntsville	2021	Corolla, Mazda Crossover
	Mercedes-Benz	 Mercedes-Benz U.S. International, Inc.	Vance	1995	GLE SUV, GLE Coupe, GLS SUV, Mercedes-Maybach GLS
	Mercedes-Benz	 Mercedes-Benz U.S. International, Inc.	Woodstock	2021	Electric vehicle batteries
	Toyota	 Toyota Motor Manufacturing Alabama	Huntsville	2001	4-cylinder, V-6, and V-8 engines
California	Toyota	 TABCO, Inc.	Long Beach	1972	Steering columns, catalytic converters, sub-assemblies
Georgia	Honda	 Honda Transmission Plant – Georgia	Tallapoosa	2006	Transmissions
	Kia	 Kia Georgia	West Point	2009	Optima/K5, Sorento, Telluride
Indiana	Honda	 Honda Indiana Auto Plant	Greensburg	2008	Civic Hatchback, CR-V, CR-V Hybrid, Insight
	Subaru	 Subaru of Indiana Automotive, Inc.	Lafayette	1989	Ascent, Impreza, Legacy, Outback
	Toyota	 Toyota Motor Manufacturing Indiana	Princeton	1996	Highlander, Highlander Hybrid, Sequoia, Sienna 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
	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, NV Cargo, NV Passenger, 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

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 ILX, 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 power systems
	Honda	 Honda Transmission Plant – Ohio	Russells Point	1996	Transmissions, gears, four-wheel-drive components, hybrid power systems
South Carolina	BMW	 BMW Manufacturing Company	Greer	1994	X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7
	Mercedes-Benz	 Mercedes-Benz Vans, LLC	Ladson	2006	Metris Cargo**, Sprinter Cargo**, Sprinter Passenger**
	Volvo Cars	 Volvo Car Industrial Operations	Ridgeville	2018	S60 PHEV, S60 Sedan
Tennessee	Nissan	 Nissan Decherd Powertrain Plant	Decherd	1997	Engines
	Nissan	 Infiniti Decherd Powertrain Plant	Decherd	2014	Engines
	Nissan	 Nissan Smyrna Vehicle Assembly Plant	Smyrna	1983	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	Tacoma, Tundra
West Virginia	Toyota	 Toyota Motor Manufacturing West Virginia	Buffalo	1996	Automatic transmissions, 4-cylinder and V-6 engines

 20 Auto Plants
  11 Component Plants

**Assembly only

Exports & Trade

Smart policies that allow U.S. automotive communities to thrive.

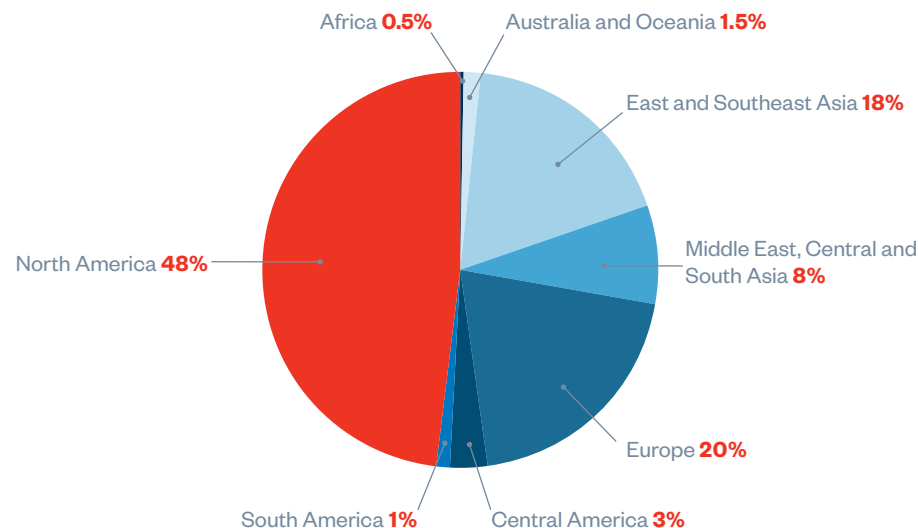


Exports

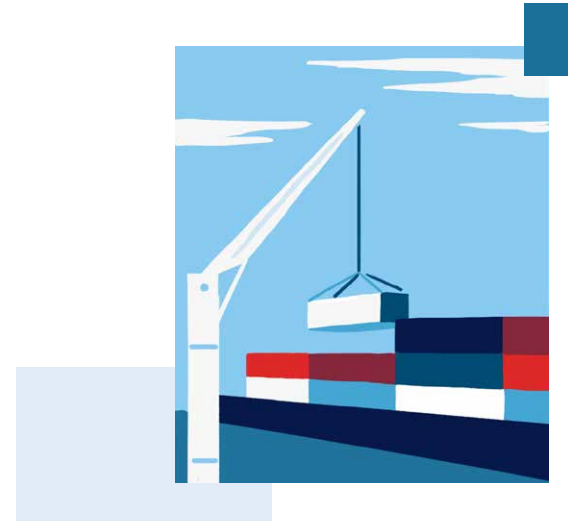


- **\$22 billion** in vehicle exports in 2020
- **650,000** U.S.-built vehicles exported by international automakers in 2020
- Vehicles exported to more than **135** countries and territories
- **16%** of American-made vehicles were exported in 2020
- **60** different models exported from international automakers' U.S. plants
- **43%** of exports in 2020 were to U.S. free trade agreement partners

U.S. Built Vehicles are Exported Worldwide



Trade



- **2.6 million** more vehicles built in the U.S. in 2020 than in 1993, the year before NAFTA took effect
- More than **\$82 billion** invested in U.S. operations since NAFTA took effect

Trade Supports Jobs in Manufacturing States

State	2020 Production	Models Exported
Alabama	66,101	Honda: Odyssey, Passport, Pilot, Ridgeline Hyundai: Elantra, Santa Fe, Sonata Mercedes-Benz: GLE SUV, GLE Coupe, GLS SUV
Georgia	64,649	Kia: Optima/K5, Sorento, Telluride
Indiana	120,769	Honda: Civic, CR-V, Insight Subaru: Ascent, Impreza, Legacy, Outback Toyota: Highlander, Highlander Hybrid, Sequoia, Sienna Hybrid
Kentucky	64,992	Toyota: Avalon, Avalon Hybrid, Camry, Camry Hybrid, Lexus ES, Lexus ES Hybrid
Mississippi	24,643	Nissan: Altima, Frontier, NV Cargo, NV Passenger, Titan Toyota: Corolla
Ohio	169,352	Honda: Accord, CR-V, Acura ILX, Acura MDX, Acura NSX, Acura RDX, Acura TLX
South Carolina	68,904	BMW: X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7 Volvo: S60
Tennessee	94,638	Nissan: LEAF, Maxima, Murano, Pathfinder, Rogue, Infiniti QX60 Volkswagen: Atlas, Atlas Cross Sport, Passat
Texas	136,567	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.

Exports to FTA Markets

2020 Export Volume	Country
199,598	Canada
40,628	Mexico
21,117	South Korea
6,049	Australia
1,505	Colombia
1,224	Oman
1,133	Chile
1,057	Panama
1,050	Dominican Republic
964	Bahrain
905	Peru
739	Singapore
617	Israel
576	Costa Rica
464	Guatemala
294	Jordan
292	El Salvador
138	Honduras
57	Nicaragua



Exports by Seaport

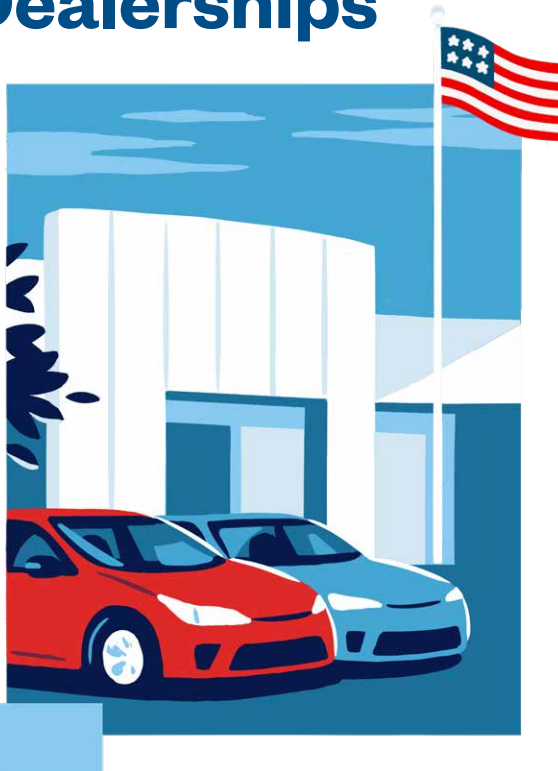
Port	Models Exported
Long Beach, CA	Honda: Accord, Civic, CR-V, Insight, Odyssey, Passport, Pilot, Ridgeline, Acura ILX, Acura MDX, Acura RDX, Acura TLX Nissan: Infiniti QX60 Toyota: Avalon, Camry, Corolla, Highlander, Sequoia, Sienna Hybrid, Tacoma, Tundra
National City, CA	Toyota: Avalon, Camry, Tacoma,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

Dealers & Sales

We do more than sell automobiles,
we build communities.

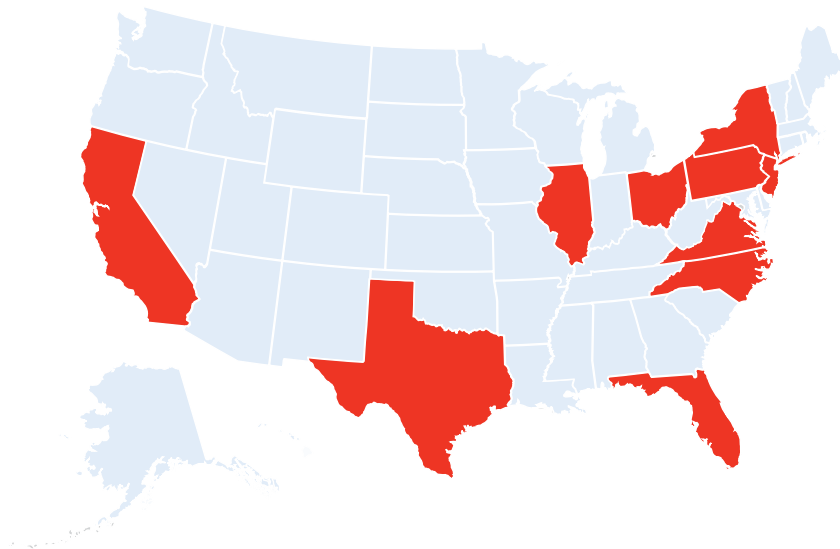


Dealerships



- **9,400** international nameplate automobile dealer franchises across the country
- **542,000** direct U.S. dealership employees
- Payroll of **\$35.3 billion**
- More than **half** of all U.S. dealership jobs are created by international nameplate automobile dealers
- **552,000** indirect jobs created by international nameplate dealerships in 2020

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	146	7,040	\$60,684	\$427,215,360
Alaska	23	897	\$62,556	\$56,112,732
Arizona	160	13,770	\$67,548	\$930,135,960
Arkansas	71	3,124	\$59,072	\$184,540,928
California	975	73,953	\$72,748	\$5,379,932,844
Colorado	156	10,575	\$68,484	\$724,218,300
Connecticut	174	8,050	\$68,120	\$548,366,000
Delaware	36	2,190	\$62,556	\$136,997,640
Florida	612	48,867	\$65,884	\$3,219,553,428
Georgia	272	16,932	\$65,728	\$1,112,906,496
Hawaii	42	2,562	\$68,276	\$174,923,112
Idaho	60	3,162	\$60,268	\$190,567,416
Illinois	379	18,960	\$59,800	\$1,133,808,000
Indiana	189	8,305	\$57,304	\$475,909,720
Iowa	97	3,358	\$57,564	\$193,299,912
Kansas	89	3,588	\$57,148	\$205,047,024
Kentucky	112	5,665	\$58,448	\$331,107,920
Louisiana	151	7,095	\$58,500	\$415,057,500
Maine	67	2,646	\$58,292	\$154,240,632
Maryland	218	13,870	\$64,272	\$891,452,640
Massachusetts	246	12,705	\$73,372	\$932,191,260
Michigan	228	9,075	\$63,128	\$572,886,600
Minnesota	123	6,726	\$58,136	\$391,022,736
Mississippi	84	3,420	\$56,056	\$191,711,520
Missouri	154	7,714	\$59,540	\$459,291,560
Montana	40	1,599	\$57,772	\$92,377,428
Nebraska	53	2,304	\$57,460	\$132,387,840
Nevada	65	5,850	\$73,736	\$431,355,600
New Hampshire	91	3,950	\$71,604	\$282,835,800
New Jersey	325	19,200	\$73,424	\$1,409,740,800
New Mexico	63	3,078	\$57,772	\$177,822,216
New York	536	25,650	\$67,912	\$1,741,942,800
North Carolina	316	17,640	\$59,696	\$1,053,037,440
North Dakota	33	1,144	\$57,096	\$65,317,824
Ohio	372	17,342	\$59,436	\$1,030,739,112
Oklahoma	89	4,264	\$59,176	\$252,326,464
Oregon	139	7,316	\$63,076	\$461,464,016
Pennsylvania	490	21,995	\$57,460	\$1,263,832,700
Rhode Island	42	2,183	\$63,076	\$137,694,908
South Carolina	154	8,568	\$59,904	\$513,257,472
South Dakota	27	1,020	\$58,656	\$59,829,120
Tennessee	197	10,944	\$63,076	\$690,303,744
Texas	622	45,684	\$69,576	\$3,178,509,984
Utah	80	5,320	\$62,452	\$332,244,640
Vermont	42	1,368	\$59,696	\$81,664,128
Virginia	282	17,595	\$62,972	\$1,107,992,340
Washington	212	12,920	\$65,728	\$849,205,760
West Virginia	77	2,726	\$51,168	\$139,483,968
Wisconsin	182	7,300	\$52,468	\$383,016,400
Wyoming	19	836	\$55,536	\$46,428,096
	9,412	542,045	\$65,211*	\$35,347,307,840

Source: AIADA Membership Roster and NADA DATA.

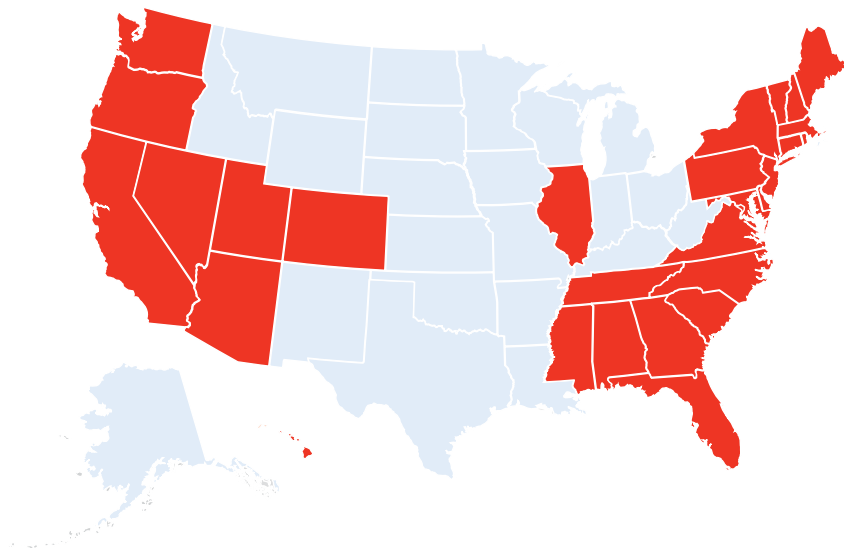
*National average annual earnings for employee at international nameplate automobile dealership

U.S. Sales



- **7.8 million** new vehicles sold in 2020
- **55%** market share of 2020 U.S. new vehicle sales
- **\$55.3 billion** in parts and services sold by dealerships in 2020
- **\$3.7 billion** in advertising expenditures by dealerships in 2020

The Majority of New Vehicles Sold in **28 States** are Made by International Automakers



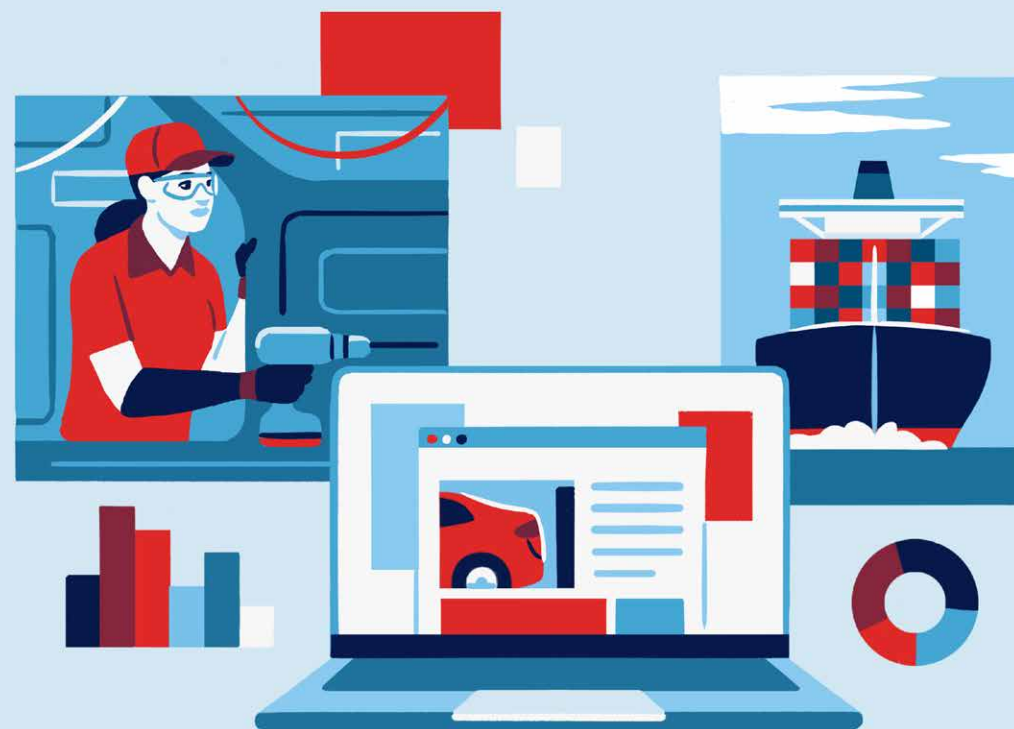
New Vehicle Sales

State	Total Sales Volume	Int'l Automakers Sales*	Int'l Automakers Market Share
Alabama	182,842	95,936	52%
Alaska	22,778	9,438	41%
Arizona	340,161	178,594	53%
Arkansas	120,387	52,355	43%
California	1,575,822	1,082,530	69%
Colorado	217,186	122,416	56%
Connecticut	141,190	97,751	69%
Delaware	41,701	22,376	54%
District of Columbia	15,844	11,788	74%
Florida	1,174,989	762,947	65%
Georgia	440,932	242,124	55%
Hawaii	52,267	35,601	68%
Idaho	46,366	21,983	47%
Illinois	499,308	269,037	54%
Indiana	222,892	98,252	44%
Iowa	117,521	43,676	37%
Kansas	87,520	38,559	44%
Kentucky	139,997	66,395	47%
Louisiana	192,283	92,785	48%
Maine	59,877	30,238	51%
Maryland	294,825	157,991	54%
Massachusetts	291,079	193,349	66%
Michigan	555,986	103,982	19%
Minnesota	215,320	96,331	45%
Mississippi	96,222	51,050	53%
Missouri	320,399	112,008	35%
Montana	41,532	15,486	37%
Nebraska	77,600	31,693	41%
Nevada	117,280	69,000	59%
New Hampshire	91,731	48,383	53%
New Jersey	500,855	326,185	65%
New Mexico	74,262	36,332	49%
New York	872,108	543,899	62%
North Carolina	388,166	221,953	57%
North Dakota	34,619	10,665	31%
Ohio	537,122	265,036	49%
Oklahoma	421,971	199,273	47%
Oregon	135,024	85,111	63%
Pennsylvania	549,780	310,090	56%
Rhode Island	45,271	29,864	66%
South Carolina	195,650	110,888	57%
South Dakota	36,220	12,070	33%
Tennessee	257,925	146,218	57%
Texas	1,300,325	633,662	49%
Utah	121,396	63,078	52%
Vermont	39,354	21,164	54%
Virginia	326,932	207,120	63%
Washington	240,749	155,441	65%
West Virginia	72,262	32,143	44%
Wisconsin	224,731	101,239	45%
Wyoming	22,373	7,716	34%
Total	14,190,932	7,773,201	55%

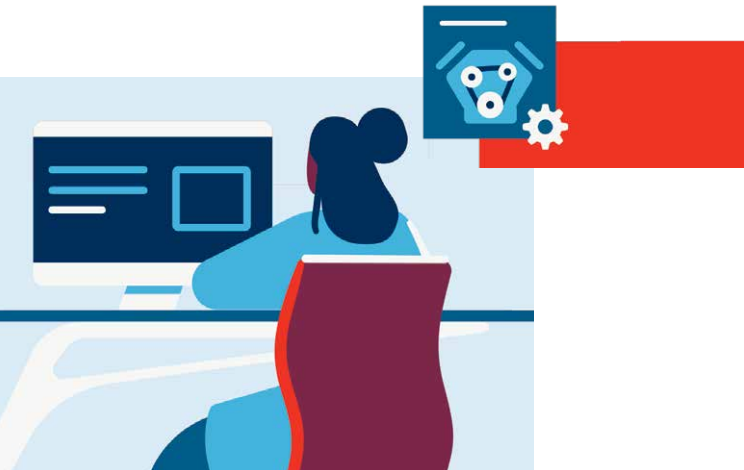
*Retail and fleet sales CY2020 for Acura, Alfa Romeo, Aston Martin, Audi, Bentley, BMW, Bugatti, Ferrari, Fiat, Honda, Hyundai, Genesis, Infiniti, Jaguar, Kia, Karma, Lamborghini, Land Rover, Lexus, Lotus, Maserati, Mazda, McLaren, Mercedes-Benz, MINI, Mitsubishi Motors, Nissan, Porsche, Rolls-Royce, Scion, smart, Subaru, Toyota, Volkswagen, and Volvo Cars. Source: Experian Information Solutions, Inc

Mobility & Innovation

Driving growth today, investing
in tomorrow.



Research & Development



- **72** R&D facilities located in **15** states
- More than **8,400** R&D employees

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



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



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



Infiniti QX50
Infiniti QX55
Infiniti QX60



Kia Cadenza*
Kia Forte*
Kia Niro*
Kia Sedona*
Kia Sorento*
Kia Soul*
Kia Sportage
Kia Telluride



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



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

*Multiple generations

R&D Facilities

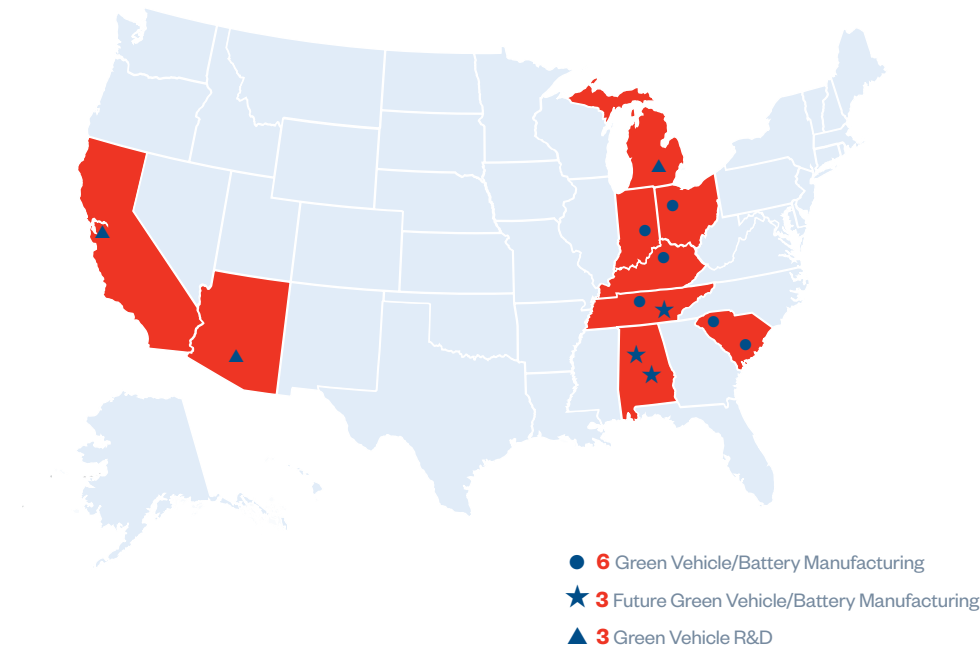
State	Facility	City
Arizona	Nissan Technical Center North America Arizona Test Center	Stanfield
	Toyota Arizona Proving Grounds	Wittman
	Volkswagen Arizona Proving Grounds	Maricopa
	Volvo Car Arizona Proving Ground	Wittmann
	American Honda Motor Co., Inc., R&D Business Unit	Torrance
	Audi Advanced Driver Assistance R&D (Volkswagen)	San Jose
	Audi of America Design Loft (Volkswagen)	Malibu
	Audi Innovation Center (Volkswagen)	San Francisco
	BMW iVentures	Mountain View
	BMW Technology Office	Mountain View
California	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	Mountain View
	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
	Subaru Research & Development	Camden
New Jersey	Volkswagen Allendale Test Center	Allendale
North Carolina	Toyota Racing Development	Salisbury
Ohio	American Honda Motor Co., Inc., Columbus Research Labs	Columbus
	American Honda Motor Co., Inc., 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	Knoxville
Tennessee	Volkswagen North American Engineering & Planning Center	Chattanooga
Virginia	Mitsubishi Motors R&D of America, Inc.	Arlington
Washington	Mercedes-Benz R&D North America	Seattle
	Volkswagen Automotive Cloud, LLC	Redmond

Green Vehicles

- **466,000** new green vehicles* sold in 2020
- Nearly **70** green vehicle models offered to U.S. consumers in 2020
- **62%** market share green vehicles in 2020



Eight States with Green Vehicle Manufacturing and 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	3,709	2,693	73%
Alaska	828	665	80%
Arizona	18,843	11,067	59%
Arkansas	2,290	1,731	76%
California	220,005	126,358	57%
Colorado	14,851	9,588	65%
Connecticut	8,039	5,313	66%
Delaware	2,321	1,527	66%
District of Columbia	2,246	1,566	70%
Florida	43,172	22,982	53%
Georgia	13,989	8,876	63%
Hawaii	4,046	2,148	53%
Idaho	2,449	1,955	80%
Illinois	27,541	17,571	64%
Indiana	8,463	5,811	69%
Iowa	4,167	3,220	77%
Kansas	3,464	2,413	70%
Kentucky	4,550	3,492	77%
Louisiana	2,623	2,038	78%
Maine	3,102	2,461	79%
Maryland	18,661	12,245	66%
Massachusetts	20,012	13,818	69%
Michigan	13,758	6,485	47%
Minnesota	10,360	7,036	68%
Mississippi	1,508	1,241	82%
Missouri	10,737	6,148	57%
Montana	1,461	1,167	80%
Nebraska	2,570	1,837	71%
Nevada	6,932	3,898	56%
New Hampshire	3,573	2,722	76%
New Jersey	23,924	12,658	53%
New Mexico	3,022	2,375	79%
New York	38,424	25,031	65%
North Carolina	16,772	11,335	68%
North Dakota	540	455	84%
Ohio	17,848	11,312	63%
Oklahoma	3,085	2,314	75%
Oregon	14,740	10,198	69%
Pennsylvania	24,002	16,761	70%
Rhode Island	2,128	1,573	74%
South Carolina	5,143	3,625	70%
South Dakota	783	575	73%
Tennessee	7,996	5,708	71%
Texas	35,966	22,197	62%
Utah	6,658	4,319	65%
Vermont	2,537	1,995	79%
Virginia	20,769	14,283	69%
Washington	30,507	20,280	66%
West Virginia	1,753	1,470	84%
Wisconsin	9,274	6,900	74%
Wyoming	625	510	82%
TOTAL	746,766	465,946	62%

*Retail and fleet sales CY2020 for Acura, Alfa Romeo, Aston Martin, Audi, Bentley, BMW, Bugatti, Ferrari, Fiat, Honda, Hyundai, Genesis, Infiniti, Jaguar, Kia, Karma, Lamborghini, Land Rover, Lexus, Lotus, Maserati, Mazda, McLaren, Mercedes-Benz, MINI, Mitsubishi Motors, Nissan, Porsche, Rolls-Royce, Scion, smart, Subaru, Toyota, Volkswagen, and Volvo Cars. Source: Experian Information Solutions, Inc.

States



Alabama

Economic Impact in Alabama

\$12.3 billion invested

Production

757,036 vehicles produced in 2020

100% total auto production in Alabama

\$6.3 billion purchased from U.S. suppliers

Sales

146 international nameplate dealerships

95,936 new vehicles sold in 2020

52% market share of new vehicle sales in Alabama

Employment

66,101 total jobs generated in Alabama

- **13,835** direct employment
- **7,040** dealership jobs
- **45,226** other indirect employment

\$4.1 billion total employee compensation

- **\$427 million** dealership employee compensation
- **\$3.7 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers in Alabama generated:

- **\$588 million** in state and local tax receipts and other revenues
- **\$943 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 **\$8.1 billion (3.6%)** to Alabama's Gross State Product (GSP) in 2020.



Vehicles Made in Alabama



Honda Odyssey*



Honda Passport*



Honda Pilot*



Honda Ridgeline*



Hyundai Elantra*



Hyundai Santa Fe*



Hyundai Sonata*



Mercedes-Benz
GLE SUV*



Mercedes-Benz
GLE Coupe*



Mercedes-Benz
GLS SUV*



Mercedes-
Maybach GLS

*Exported from America

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



Ten models manufactured by international automakers in Alabama are exported to **39 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

- Mercedes-Benz USA Marshalling — Vance

*Plant coming soon

Alaska

Economic Impact in Alaska

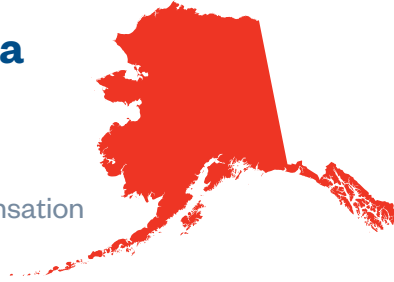
23 international nameplate dealerships

897 dealership jobs

\$56 million dealership employee compensation

9,438 new vehicles sold in 2020

41% market share of new vehicle sales in Alaska



Arizona

Economic Impact in Arizona

\$531 million invested

1,010 direct employment

\$55 million purchased from U.S. suppliers in 2020

160 international nameplate dealerships

13,770 dealership jobs

\$930 million dealership employee compensation

178,594 new vehicles sold in 2020

53% market share of new vehicle sales in Arizona



International Automaker Facilities

R&D

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

Arkansas

Economic Impact in Arkansas

\$9.5 million purchased from U.S. suppliers in 2020

71 international nameplate dealerships

3,124 dealership jobs

\$185 million dealership employee compensation

52,355 new vehicles sold in 2020

43% market share of new vehicle sales in Arkansas



California

Economic Impact in California

\$4.1 billion invested

\$3.9 billion purchased from U.S. suppliers

Sales

975 international nameplate dealerships

1,082,530 new vehicles sold in 2020

69% market share of new vehicle sales in California



Employment

166,618 total jobs generated in California

- **9,273** direct employment
- **73,953** dealership jobs
- **83,392** other indirect employment

\$11.8 billion total employee compensation

- **\$5.4 billion** dealership employee compensation
- **\$6.4 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers in California generated:

- **\$3.3 billion** in state and local tax receipts and other revenues
- **\$2.7 billion** in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$19.7 billion** to California's Gross State Product (GSP) in 2020.



International automakers **exported 32 models** from the California seaports of Long Beach, National City, Oakland, and Port Hueneme in 2020.

International Automaker Facilities

Headquarters

- Acura — Torrance
- American Honda Finance Corporation — Torrance
- American Honda Motor Co., Inc. — Torrance
- Aston Martin Lagonda of North America, Inc. — Irvine
- Genesis — Fountain Valley
- Hyundai Motor America National — Fountain Valley
- Kia 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

- American Honda Motor Co., Inc., R&D Business Unit — Torrance
- Audi Advanced Driver Assistance R&D (Volkswagen) — San Jose
- Audi of America Design Loft (Volkswagen) — Malibu
- Audi Innovation Center (Volkswagen) — San Francisco
- BMW iVentures — Mountain View
- BMW Technology Office — Mountain View
- BMW of North America Engineering and Emission Test Center — Oxnard
- Caltex Design Research (Toyota) — Newport Beach
- Caltex Design Research (Toyota Innovation Hub) — Oakland
- Designworks (BMW Group) — Newbury Park
- Honda 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

R&D (Continued)

- 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 — Mountain View
- Volvo Car Technology — Sunnyvale

Finance

- American Honda Finance Corporation Regional Office — Cypress
- American Honda Finance Corporation Regional Office — San Ramon
- 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 Zone Offices — Torrance
- Hyundai Motor America Service Engineer — Fountain Valley
- Hyundai Western Region — Fountain Valley
- Hyundai Warranty Technical Center — Fountain Valley

Sales and Training (Continued)

- 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
- Mercedes-Benz USA VPC & Learning and Performance Center — 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 — Fontana
- 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
- 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

Parts Centers (Continued)

- Nissan Parts Distribution Center — Compton
- Nissan Parts Distribution Center — Riverside
- Nissan Parts Distribution Center — Sacramento
- Subaru Regional Distribution Center — Fontana
- 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 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
- North American Subaru Inc. — Costa Mesa
- 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

\$171 million invested

187 direct employment

\$70 million purchased from U.S. suppliers in 2020

156 international nameplate dealerships

10,575 dealership jobs

\$724 million dealership employee compensation

122,416 new vehicles sold in 2020

56% market share of new vehicle sales in Colorado



Connecticut

Economic Impact in Connecticut

\$19 million purchased from U.S. suppliers in 2020

174 international nameplate dealerships

8,050 dealership jobs

\$548 million dealership employee compensation

97,751 new vehicles sold in 2020

69% market share of new vehicle sales in Connecticut



International Automaker Facilities

R&D

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

Finance

- Toyota Financial Services District Sales and Service Office — 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

International Automaker Facilities

Parts Center

- Honda Parts Distribution Center — Windsor Locks

Delaware

Economic Impact in Delaware

\$12 million purchased from U.S. suppliers in 2020

36 international nameplate dealerships

2,190 dealership jobs

\$137 million dealership employee compensation

22,376 new vehicles sold in 2020

54% market share of new vehicle sales in Delaware



District of Columbia

Economic Impact in District of Columbia

\$18 million invested

99 direct employment

\$1.1 billion purchased from U.S. suppliers in 2020

11,788 new vehicles sold in 2020

74% market share of new vehicle sales in District of Columbia



International Automaker Facilities

Finance

- American Honda Finance Corporation Regional Office — Wilmington

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.
- Subaru Government Affairs — 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

\$90 million invested

414 direct employment

\$1.3 billion purchased from U.S. suppliers in 2020

612 international nameplate dealerships

48,867 dealership jobs

\$3.2 billion dealership employee compensation

762,947 new vehicles sold in 2020

65% market share of new vehicle sales in Florida



Other

- Mercedes-Benz USA Quality Evaluation Center — Jacksonville
- Toyota Independent Distributor — Deerfield Beach
- Volvo Car USA — Pompano Beach



International automakers **exported 49 models** from the Florida seaports of Jacksonville, Miami, and Port Everglades in 2020.

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

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

Georgia

Economic Impact in Georgia

\$2.8 billion invested

Production

222,274 vehicles produced in 2020

100% total auto production in Georgia

\$1.9 billion purchased from U.S. suppliers

Sales

272 international nameplate dealerships

242,124 new vehicles sold in 2020

55% market share of new vehicle sales in Georgia

Employment

64,649 total jobs generated in Georgia

- **5,302** direct employment
- **16,932** dealership jobs
- **42,415** other indirect employment

\$3.9 billion total employee compensation

- **\$1.1 billion** dealership employee compensation
- **\$2.8 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers in Georgia generated:

- **\$667 million** in state and local tax receipts and other revenues
- **\$856 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 **\$6.6 billion** to Georgia's Gross State Product (GSP) in 2020.

Vehicles Made in Georgia



Kia Optima/K5*



Kia Sorento*



Kia Telluride*

*Exported from America

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



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



International automakers **exported 27 models** from the Georgia seaports of Brunswick and Savannah in 2020.

International Automaker Facilities

Headquarters

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

Manufacturing

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

Finance

- American Honda Finance Corporation Regional Office — Alpharetta
- Hyundai Capital America — Atlanta
- Mercedes-Benz Financial Services USA — Sandy Springs/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 Parkmobile, LLC — Atlanta
- BMW of North America Vehicle Distribution Center — Brunswick
- Jaguar Land Rover Vehicle Distribution Centers — Brunswick
- Mercedes-Benz Vehicle Preparation Center — Brunswick

Hawaii

Economic Impact in Hawaii

- 42** international nameplate dealerships
- 2,562** dealership jobs
- \$175 million** dealership employee compensation
- 35,601** new vehicles sold in 2020
- 68%** market share of new vehicle sales in Hawaii



International Automaker Facilities

Other

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

Idaho

Economic Impact in Idaho

\$1.9 billion purchased from U.S. suppliers in 2020

60 international nameplate dealerships

3,162 dealership jobs

\$191 million dealership employee compensation

21,983 new vehicles sold in 2020

47% market share of new vehicle sales in Idaho



Illinois

Economic Impact in Illinois

\$876 million invested

1,122 direct employment

\$11.6 billion purchased from U.S. suppliers in 2020

379 international nameplate dealerships

18,960 dealership jobs

\$1.1 billion dealership employee compensation

269,037 new vehicles sold in 2020

54% market share of new vehicle sales in Illinois



International Automaker Facilities

Finance

- American Honda Finance Corporation Regional Office — Elgin
- 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 Regional Office — Carol Stream
- Nissan Regional Office — Aurora
- Nissan Service Training Center — Aurora
- Subaru Area Training Center — Elgin
- Subaru Regional Office — Itasca

Sales and Training (Continued)

- Subaru Zone Office — Itasca
- Toyota Motor Sales U.S.A., Inc. Regional Office — Aurora
- Volkswagen and Audi Regional Offices — Rosemont
- Volvo Dealer Training Academy — Naperville

Parts Centers

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

Indiana

Economic Impact in Indiana

\$8.8 billion invested

Production

807,629 vehicles produced in 2020

74% of auto production in Indiana

\$15.4 billion purchased from U.S. suppliers

Sales

189 international nameplate dealerships

98,252 new vehicles sold in 2020

44% market share of new vehicle sales in Indiana

Employment

120,769 total jobs generated in Indiana

- **12,901** direct employment
- **8,305** dealership jobs
- **99,563** other indirect employment

\$8 billion total employee compensation

- **\$476 million** dealership employee compensation
- **\$7.5 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers in Indiana generated:

- **\$947 million** 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 **\$15.3 billion (4.1%)** to Indiana's Gross State Product (GSP) in 2020.

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

Vehicles Made in Indiana



Honda Civic**



Honda Civic Hatchback**



Honda CR-V*



Honda CR-V Hybrid*



Honda Insight*



Subaru Ascent*



Subaru Impreza*



Subaru Legacy*



Subaru Outback*



Toyota Highlander*



Toyota Highlander Hybrid*



Toyota Sequoia*



Toyota Sienna Hybrid*

*Exported from America

*Production ended in 2021

**Production began in 2021

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



Eleven models manufactured by international automakers in Indiana are exported to **64 countries and territories** around the globe.

Iowa

Economic Impact in Iowa

\$228 million purchased from U.S. suppliers in 2020

97 international nameplate dealerships

3,358 dealership jobs

\$193 million dealership employee compensation

43,676 new vehicles sold in 2020

37% market share of new vehicle sales in Iowa



Kansas

Economic Impact in Kansas

\$31 million purchased from U.S. suppliers in 2020

89 international nameplate dealerships

3,588 dealership jobs

\$205 million dealership employee compensation

38,559 new vehicles sold in 2020

44% market share of new 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

\$8.2 billion invested



Production

390,358 vehicles produced in 2020

39% total auto production in Kentucky

\$10.5 billion purchased from U.S. suppliers

Sales

112 international nameplate dealerships

66,395 new vehicles sold in 2020

47% market share of new vehicle sales in Kentucky

Employment

64,992 total jobs generated in Kentucky

- **9,216** direct employment
- **5,665** dealership jobs
- **50,111** other indirect employment

\$4.3 billion total employee compensation

- **\$331 million** dealership employee compensation
- **\$4 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers in Kentucky generated:

- **\$537 million** in state and local tax receipts and other revenues
- **\$890 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 **\$7.1 billion (3.4%)** to Kentucky's Gross State Product (GSP) in 2020.

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 **15 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



\$8.3 million purchased from U.S. suppliers in 2020

151 international nameplate dealerships

7,095 dealership jobs

\$415 million dealership employee compensation

92,785 new vehicles sold in 2020

48% market share of new vehicle sales in Louisiana

Maine

Economic Impact in Maine

\$31 million purchased from U.S. suppliers in 2020

67 international nameplate dealerships

2,646 dealership jobs

\$154 million dealership employee compensation

30,238 new vehicles sold in 2020

51% market share of new vehicle sales in Maine



Maryland

Economic Impact in Maryland

\$111 million invested

757 direct employment

\$580 million purchased from U.S. suppliers in 2020

218 international nameplate dealerships

13,870 dealership jobs

\$891 million dealership employee compensation

157,991 new vehicles sold in 2020

54% market share of new 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
- North American Subaru Inc. — Columbia



International automakers **exported 17 models** from the seaport of Baltimore in 2020.

Massachusetts

Economic Impact in Massachusetts

\$70 million invested

388 direct employment

\$1.5 billion purchased from U.S. suppliers in 2020

246 international nameplate dealerships

12,705 dealership jobs

\$932 million dealership employee compensation

193,349 new vehicles sold in 2020

66% market share of new vehicle sales in Massachusetts



International Automaker Facilities

R&D

- Toyota Research Institute — Cambridge

Finance

- American Honda Finance Corporation Regional Office — Holyoke

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

\$2.2 billion invested

5,173 direct employment

\$8.8 billion purchased from U.S. suppliers in 2020

228 international nameplate dealerships

9,075 dealership jobs

\$573 million dealership employee compensation

103,982 new vehicles sold in 2020

19% market share of new 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



\$36 million purchased from U.S. suppliers in 2020

123 international nameplate dealerships

6,726 dealership jobs

\$391 million dealership employee compensation

96,331 new vehicles sold in 2020

45% market share of new vehicle sales in Minnesota

International Automaker Facilities

Sales and Training

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

Mississippi

Economic Impact in Mississippi

\$4.6 billion invested

Production

306,580 vehicles produced in 2020

100% total auto production in Mississippi

\$2.9 billion purchased from U.S. suppliers

Sales

84 international nameplate dealerships

51,050 new vehicles sold in 2020

53% market share of new vehicle sales in Mississippi

Employment

24,643 total jobs generated in Mississippi

- **6,730** direct employment
- **3,420** dealership jobs
- **14,493** other indirect employment

\$1.5 billion total employee compensation

- **\$192 million** dealership employee compensation
- **\$1.3 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers in Mississippi generated:

- **\$277 million** in state and local tax receipts and other revenues
- **\$331 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 **\$2.9 billion** to Mississippi's Gross State Product (GSP) in 2020.

Vehicles Made in Mississippi



Nissan Altima*



Nissan Frontier*



Nissan NV Cargo*



Nissan NV Passenger*



Nissan Titan*



Nissan Titan XD



Toyota Corolla*

*Exported from America

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



Six models manufactured by international automakers in Mississippi are exported to **7 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

\$937 million invested

\$424 million purchased from U.S. suppliers



Sales

154 international nameplate dealerships

112,008 new vehicles sold in 2020

35% market share of new vehicle sales in Missouri

Employment

27,716 total jobs generated in Missouri

- **990** direct employment
- **7,714** dealership jobs
- **19,012** other indirect employment

\$1.6 billion total employee compensation

- **\$459 million** dealership employee compensation
- **\$1.1 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers in Missouri generated:

- **\$238 million** in state and local tax receipts and other revenues
- **\$331 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 **\$2.5 billion** to Missouri's Gross State Product (GSP) in 2020.

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



\$6.4 million purchased from U.S. suppliers in 2020

40 international nameplate dealerships

1,599 dealership jobs

\$92 million dealership employee compensation

15,486 new vehicles sold in 2020

37% market share of new vehicle sales in Montana

Nevada

Economic Impact in Nevada



\$8.6 million purchased from U.S. suppliers in 2020

65 international nameplate dealerships

5,850 dealership jobs

\$431 million dealership employee compensation

69,000 new vehicles sold in 2020

59% market share of new vehicle sales in Nevada

International Automaker Facilities

Finance

- Toyota Financial Savings Bank — Henderson

Nebraska

Economic Impact in Nebraska



\$36 million purchased from U.S. suppliers in 2020

53 international nameplate dealerships

2,304 dealership jobs

\$132 million dealership employee compensation

31,693 new vehicles sold in 2020

41% market share of new vehicle sales in Nebraska

New Hampshire

Economic Impact in New Hampshire

\$857 million purchased from U.S. suppliers in 2020

91 international nameplate dealerships

3,950 dealership jobs

\$283 million dealership employee compensation

48,383 new vehicles sold in 2020

53% market share of new vehicle sales in New Hampshire



New Jersey

Economic Impact in New Jersey

\$976 million invested

3,809 direct employment

\$447 million purchased from U.S. suppliers in 2020

325 international nameplate dealerships

19,200 dealership jobs

\$1.4 billion dealership employee compensation

326,185 new vehicles sold in 2020

65% market share of new 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 — Rockleigh

R&D

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

Finance

- Toyota Financial Services Eastern Regional Office — Parsippany
- Volvo Car USA — Rockleigh

Sales and Training

- Acura Training Center — Mt. Laurel
- BMW of North America Technical Training Center — Woodcliff Lake
- Honda/Acura Zone Office — Mt. Laurel

Sales and Training (Continued)

- 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
- 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
- Mercedes-Benz Manhattan Body Shop/Education Center — North Bergen
- North American Subaru Inc. — Camden
- North American Subaru Inc. — Pennsauken
- Toyota Port Operation — Newark

New Mexico

Economic Impact in New Mexico

\$403 million purchased from U.S. suppliers in 2020

63 international nameplate dealerships

3,078 dealership jobs

\$178 million dealership employee compensation

36,332 new vehicles sold in 2020

49% market share of new vehicle sales in New Mexico



New York

Economic Impact in New York



\$197 million invested
515 direct employment
\$2.7 billion purchased from U.S. suppliers in 2020
536 international nameplate dealerships
25,650 dealership jobs
\$1.7 billion dealership employee compensation
543,899 new vehicles sold in 2020
62% market share of new vehicle sales in New York

International Automaker Facilities

Sales and Training

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

Other

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

North Carolina

Economic Impact in North Carolina



\$332 million invested
206 direct employment
\$345 million purchased from U.S. suppliers in 2020
316 international nameplate dealerships
17,640 dealership jobs
\$1.1 billion dealership employee compensation
221,953 new vehicles sold in 2020
57% market share of new vehicle sales in North Carolina

International Automaker Facilities

R&D

- Toyota Racing Development — Salisbury

Finance

- American Honda Finance Corporation Regional Office — Charlotte

Sales and Training

- Subaru Area Training Center — Huntersville

North Dakota

Economic Impact in North Dakota



\$66 million purchased from U.S. suppliers

33 international nameplate dealerships

1,144 dealership jobs

\$65 million dealership employee compensation

10,665 new vehicles sold in 2020

31% market share of new vehicle sales in North Dakota

Ohio

Economic Impact in Ohio



\$14.8 billion invested

Production

499,064 vehicles produced in 2020

58% total auto production in Ohio

\$9.9 billion purchased from U.S. suppliers

Sales

372 international nameplate dealerships

265,036 new vehicles sold in 2020

49% market share of new vehicle sales in Ohio

Employment

169,352 total jobs generated in Ohio

- **15,321** direct employment
- **17,342** dealership jobs
- **136,689** other indirect employment

\$11.2 billion total employee compensation

- **\$1 billion** dealership employee compensation
- **\$10.2 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers in Ohio generated:

- **\$1.7 billion** in state and local tax receipts and other revenues
- **\$2.4 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 **\$18.1 billion (2.7%)** to Ohio's Gross State Product (GSP) in 2020.

Vehicles Made in Ohio



Acura ILX*



Acura MDX*



Acura NSX*



Acura RDX*



Acura TLX*



Honda Accord Sedan*



Honda Accord Hybrid



Honda CR-V*



Honda CR-V Hybrid⁺

*Exported from America
*Production began in 2021

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 **32 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
- American Honda Motor Co., Inc., North American Auto Development Center — Raymond

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



\$219 million purchased from U.S. suppliers in 2020

89 international nameplate dealerships

4,264 dealership jobs

\$252 million dealership employee compensation

199,273 new vehicles sold in 2020

47% market share of new vehicle sales in Oklahoma

Oregon

Economic Impact in Oregon



\$163 million invested

702 direct employment

\$1.5 billion purchased from U.S. suppliers in 2020

139 international nameplate dealerships

7,316 dealership jobs

\$461 million dealership employee compensation

85,111 new vehicles sold in 2020

63% market share of new 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
- Subaru Regional Distribution Center — Portland
- Toyota Parts Distribution Center — Portland

Other

- Toyota Port/Transport Operations — Portland



International automakers **exported 11 models** from the seaport of Portland in 2020.

Pennsylvania

Economic Impact in Pennsylvania

\$22 million invested

265 direct employment

\$321 million purchased from U.S. suppliers in 2020

490 international nameplate dealerships

21,995 dealership jobs

\$1.3 billion dealership employee compensation

310,090 new vehicles sold in 2020

56% market share of new vehicle sales in Pennsylvania



Rhode Island

Economic Impact in Rhode Island

\$31 million purchased from U.S. suppliers in 2020

42 international nameplate dealerships

2,183 dealership jobs

\$138 million dealership employee compensation

29,864 new vehicles sold in 2020

66% market share of new vehicle sales in Rhode Island



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
- Jaguar Eastern Parts Distribution Center — Mechanicsburg
- Land Rover Eastern Parts Distribution Center — Easton
- Mazda Parts Distribution Center — Covington Township



International automakers **exported three models** from the seaport of Philadelphia in 2020.

South Carolina

Economic Impact in South Carolina

\$12.5 billion invested

Production

422,081 vehicles produced in 2020

100% total auto production in South Carolina

\$10.6 billion purchased from U.S. suppliers

Sales

154 international nameplate dealerships

110,888 new vehicles sold in 2020

57% market share of new vehicle sales in South Carolina

Employment

68,904 total jobs generated in South Carolina

- **14,139** direct employment
- **8,568** dealership job
- **46,197** other indirect employment

\$4.4 billion total employee compensation

- **\$513 million** dealership employee compensation
- **\$3.9 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers in South Carolina generated:

- **\$717 million** in state and local tax receipts and other revenues
- **\$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 **\$8.5 billion (3.5%)** to South Carolina's Gross State Product (GSP) in 2020.

Vehicles Made in South Carolina



BMW X3*



BMW X3 PHEV*



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



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



International automakers **exported 8 models** from the seaport of Charleston in 2020.

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
- North American Subaru Inc. — North Charleston

South Dakota

Economic Impact in South Dakota



27 international nameplate dealerships

1,020 dealership jobs

\$60 million dealership employee compensation

12,070 new vehicles sold in 2020

33% market share of new vehicle sales in South Dakota

Tennessee

Economic Impact in Tennessee



\$13.4 billion invested

Production

393,921 vehicles produced in 2020

73% total auto production in Tennessee

\$5.7 billion purchased from U.S. suppliers

Sales

197 international nameplate dealerships

146,218 new vehicles sold in 2020

57% market share of new vehicle sales in Tennessee

Employment

94,638 total jobs generated in Tennessee

- **14,027** direct employment
- **10,944** dealership jobs
- **69,667** other indirect employment

\$6.5 billion total employee compensation

- **\$690 million** dealership employee compensation
- **\$5.8 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers in Tennessee generated:

- **\$872 million** in state and local tax receipts and other revenues
- **\$1.4 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 **\$11.2 billion (3.1%)** to Tennessee's Gross State Product (GSP) in 2020.

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 **27 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 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

Investment

\$5.5 billion invested

Production

170,109 vehicles produced in 2020

43% total auto production in Texas

\$11.1 billion purchased from U.S. suppliers

Sales

622 international nameplate dealerships

633,662 new vehicles sold in 2020

49% market share of new vehicle sales in Texas

Employment

136,567 total jobs generated in Texas

- **10,262** direct employment
- **45,684** dealership jobs
- **80,621** other indirect employment

\$9.3 billion total employee compensation

- **\$3.2 billion** dealership employee compensation
- **\$6.1 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers in Texas generated:

- **\$1.5 billion** in state and local tax receipts and other revenues
- **\$3.5 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 **\$16.3 billion** to Texas's Gross State Product (GSP) in 2020.

Vehicles Made in Texas



Toyota Tacoma*



Toyota Tundra*

*Exported from America

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



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



International automakers **exported 8 models** from the seaport of Laredo in 2020.

International Automaker Facilities

Headquarters

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

Manufacturing

- Toyota Motor Manufacturing Texas — San Antonio

Finance

- American Honda Finance Corporation National Service Center — Irving
- American Honda Finance Corporation Regional Office — Irving

Finance (Continued)

- Hyundai Capital America — Plano
- Mazda Financial Services — 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 — Coppell
- Kia Training Center — Lancaster
- Kia Regional Office — Plano
- Mazda Training Center — Grapevine
- Mazda Regional Office — Sugarland
- Mercedes-Benz Learning and Performance Center — Grapevine
- Mitsubishi Motors Regional Office — Irving
- Nissan Regional Office — Irving
- Nissan Service Training Center — Irving
- Subaru Area Training Center — Coppell
- Subaru Zone Office — Frisco
- Volvo Dealer Training Academy — Irving

Parts Centers

- BMW of North America Regional Parts Distribution Center — Lancaster
- Honda Parts Distribution Center — Irving
- Mazda Parts Distribution Center — Grapevine
- Mercedes-Benz Parts Distribution Center — Grapevine
- Mobis Parts Distribution Center (Hyundai/Kia) — Lancaster
- Nissan Parts Distribution Center — Irving
- Subaru Regional Distribution Center — Coppell
- 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

\$187 million purchased from U.S. suppliers in 2020

80 international nameplate dealerships

5,320 dealership jobs

\$332 million dealership employee compensation

63,078 new vehicles sold in 2020

52% market share of new vehicle sales in Utah



Vermont

Economic Impact in Vermont

\$117 million purchased from U.S. suppliers in 2020

42 international nameplate dealerships

1,368 dealership jobs

\$82 million dealership employee compensation

21,164 new vehicles sold in 2020

54% market share of new vehicle sales in Vermont



International Automaker Facilities

Finance

- BMW Bank of North America — Salt Lake City

Virginia

Economic Impact in Virginia

\$189 million invested

1,020 direct employment

\$154 million purchased from U.S. suppliers in 2020

282 international nameplate dealerships

17,595 dealership jobs

\$1.1 billion dealership employee compensation

207,120 new vehicles sold in 2020

63% market share of new vehicle sales in Virginia



Washington

Economic Impact in Washington

\$10 million invested

277 direct employment

\$39 million purchased from U.S. suppliers in 2020

212 international nameplate dealerships

12,920 dealership jobs

\$849 million dealership employee compensation

155,441 new vehicles sold in 2020

65% market share of new 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

R&D

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

Sales and Training

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

Other

- 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

Other

- North American Subaru Inc. — Everett
- North American Subaru Inc. — Kirkland

West Virginia

Economic Impact in West Virginia

\$1.8 billion invested

\$1.8 billion purchased from U.S. suppliers



Sales

77 international nameplate dealerships

32,143 new vehicles sold in 2020

44% market share of new vehicle sales in West Virginia

Employment

7,496 total jobs generated in West Virginia

- **1,922** direct employment
- **2,726** dealership jobs
- **2,848** other indirect employment

\$400 million total employee compensation

- **\$139 million** dealership employee compensation
- **\$261 million** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers in West Virginia generated:

- **\$99 million** in state and local tax receipts and other revenues
- **\$85 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 **\$685 million** to West Virginia's Gross State Product (GSP) in 2020.

International Automaker Facilities

Manufacturing

- Toyota Motor Manufacturing West Virginia — Buffalo

Wisconsin

Economic Impact in Wisconsin

\$125 million purchased from U.S. suppliers in 2020

182 international nameplate dealerships

7,300 dealership jobs

\$383 million dealership employee compensation

101,239 new vehicles sold in 2020

45% market share of new vehicle sales in Wisconsin



International Automaker Facilities

Parts Center

- Volkswagen Parts Distribution Center — Pleasant Prairie

Wyoming

Economic Impact in Wyoming

19 international nameplate dealerships

836 dealership jobs

\$46 million dealership employee compensation

7,716 new vehicles sold in 2020

34% market share of new 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, DC 20001
T 202.393.2150

Ferrari

U.S. Headquarters:

Englewood Cliffs, New Jersey

U.S. Operations Established: 1990

ferrari.com

Ferrari North America, Inc.

250 Sylvan Avenue
Englewood Cliffs, NJ 07632
T 201.816.2600

Honda

U.S. Headquarters:

Torrance, California

U.S. Operations Established: 1959

Brands: Honda and Acura

hondainamerica.com

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

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

Hyundai

U.S. Headquarters:

Fountain Valley, California

U.S. Operations Established: 1985

Brands: Hyundai and Genesis

hyundaiusa.com

Hyundai Motor Company Washington Office

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

Jaguar Land Rover

U.S. Headquarters:

Mahwah, New Jersey

U.S. Operations Established: 2001

jaguarlandrover.com

Jaguar Land Rover Government Relations

100 Jaguar Land Rover Way
Mahwah, NJ 07495
T 201.818.8500

KIA

U.S. Headquarters:

Irvine, California

U.S. Operations Established: 1992

kia.com

Kia Corporation

Government Affairs

601 New Jersey Avenue, NW

Suite 800

Washington, DC 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

Brands: Mercedes-Benz and smart

daimler.com

Mercedes-Benz USA/Daimler External Affairs — Americas

800 Maine Avenue, SW

Suite 625

Washington, DC 20024

T 202.649.4500

Mazda

U.S. Headquarters:

Irvine, California

U.S. Operations Established: 1970

mazdausa.com

Mazda North American

Operations Government & Public Affairs

1025 Connecticut Avenue, NW

Suite 910

Washington, DC 20036

T 202.467.5095

Mitsubishi Motors

U.S. Headquarters:

Franklin, Tennessee

U.S. Operations Established: 1981

mitsubishicars.com

Mitsubishi Motors R&D of America, Inc.

Government & Industry Relations

2200 Clarendon Blvd

Suite 1401

Arlington VA 22201

T 734.477.6119

Nissan

U.S. Headquarters:

Franklin, Tennessee

U.S. Operations Established: 1958

Brands: Nissan and Infiniti

nissanusa.com

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

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

Volkswagen Group of America**Public Affairs**

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

Subaru

U.S. Headquarters:

Camden, New Jersey

U.S. Operations Established: 1968

subaru.com

Subaru of America, Inc.**Government Relations**

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

Volvo Cars

U.S. Headquarters:

Rockleigh, New Jersey

U.S. Operations Established: 1955

volvocars.com/us

Volvo Car Corporation**Government Affairs**

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

Toyota

U.S. Headquarters:

Plano, Texas

U.S. Operations Established: 1958

Brands: Toyota and Lexus

toyota.com

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

325 7th Street, NW
Suite 1000
Washington, DC 20004
T 202.463.6800

Sources used to compile the data in this report:

- The 2020 Autos Drive America and AIADA Economic Impact Survey
- AIADA's membership roster
- NADA DATA
- WardsAuto InfoBank
- Experian Information Solutions, Inc. Vehicle Registration Data

Automobile manufacturers participating in the 2020 Autos Drive America and AIADA Economic Impact Survey:

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

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





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