



## A map of the United States, including Alaska and Hawaii, is shown with a thick red outline. The interior of the map is filled with a repeating pattern of car brand names in a light blue, sans-serif font. The names are arranged in horizontal rows, with some overlapping and varying in opacity, creating a textured effect. The brands listed include: Lexus, Maserati, Volkswagen, Volvo Cars, Acura, Aston Martin, Audi, Bentley, BMW, Bugatti, Ferrari, Genesis, Honda, Hyundai, Infiniti, Jaguar, Kia, Lamborghini, Land Rover, Lexus, Maserati, Mazda, McLaren, Mercedes-Benz, Mini, Mitsubishi, Nissan, Polestar, Porsche, Rolls-Royce, Subaru, Toyota, and Volkswagen.

# Economic Impact Report 2023

## Autos Drive America Members



## AIADA Members



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## Automakers

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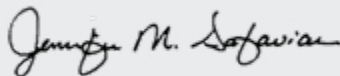
For more than sixty years, international automakers have been part of the fabric of U.S. automotive manufacturing. In 2022, vehicles produced by international automakers made up 45% of all cars built in the U.S.

Each year, Autos Drive America's members have a tremendous positive impact on the U.S. economy, providing community investment, economic growth, and good-paying careers across the country. As President and CEO of Autos Drive America, the voice for the international automotive industry in the U.S., I am proud this year's annual Economic Impact Report highlights once again how our members are driving the future of manufacturing careers and development in communities across the U.S.

2022 was a year of unparalleled growth for both international automakers and dealers. Autos Drive America's members are producing the vehicles consumers want to drive, while investing more into putting the vehicles of the future onto roads across the country. Last year, international automakers sold 1.1 million new green vehicles in the U.S. —58% of all green vehicles sold nationwide.

International automakers continue to create significant career opportunities nationwide. International automakers directly employ 156,000 people in the U.S., 103,600 of which are in manufacturing, and help drive an additional 2.3 million American jobs that support our industry. By creating programs to reskill and upskill existing workers and developing ways to educate those looking to enter the manufacturing industry, our members are creating valuable career pathways forward for Americans across the country.

This year's Economic Impact Report illustrates the integral role Autos Drive America and AIADA members play in the success of American manufacturing, American careers, and American communities. Through our investments nationwide, our dedication to our workforce, and our efforts to create a sustainable way forward, it's clear: our commitment to driving the future is stronger than ever.



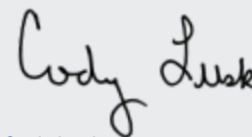
Jennifer M. Safavian  
Autos Drive America President & CEO



America's international nameplate automobile dealerships are keystones of their communities and the national economy. For more than half a century, members of the American International Auto Dealers Association have built thriving businesses and generated good, stable jobs in every corner of the United States. Today, international nameplate dealerships are responsible for 56 percent of all vehicles sold in the United States, a testament, in part, to the tenacity and adaptability of the dealers themselves.

Our latest Economic Impact Report takes a deep dive into the complex and highly globalized nature of today's auto industry and the enormous investment AIADA's members have made in their towns and cities. Since the first days of international brand vehicle sales in the United States, dealers have displayed an unwavering commitment to both their communities and their employees. Today, those direct employees number 549,000 Americans with an annual payroll of \$50 billion, powering a workforce that moves the American economy forward every day.

Along with our partners at Autos Drive America, AIADA is proud to share this report and raise awareness of the remarkable investment our manufacturers and retailers are making in our country. The numbers can't tell the whole story of our industry and the people behind it, but they do paint a compelling picture of the collaboration and investment it takes to build and sell vehicles in America today.



Cody Lusk  
AIADA President & CEO



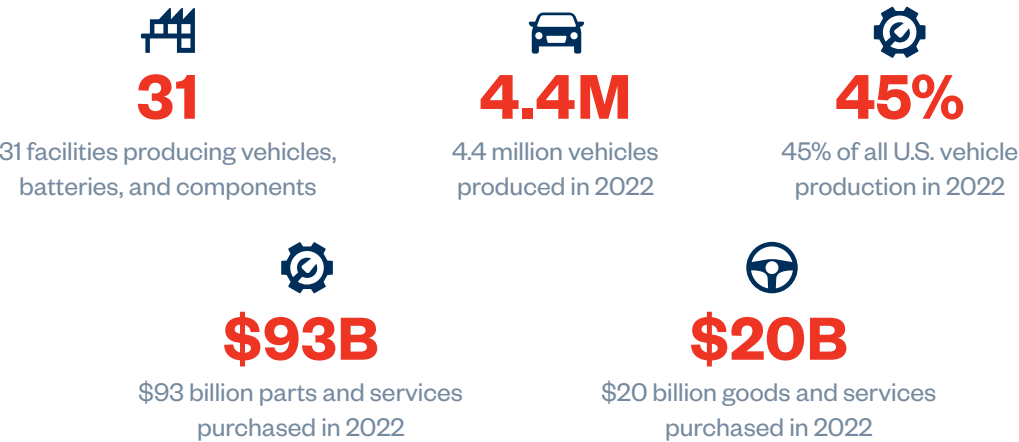
# Investment



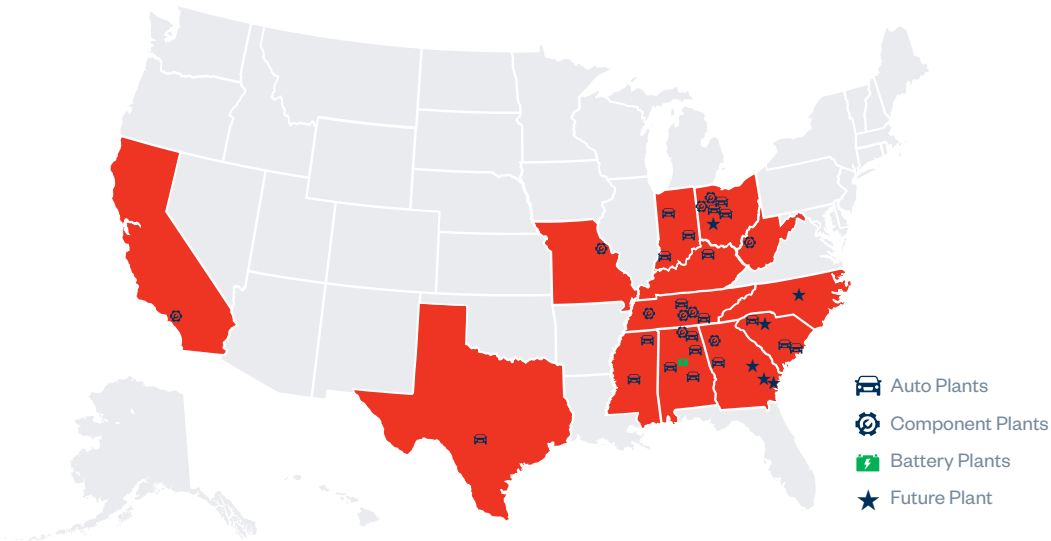


# Manufacturing

International automakers strengthen the American economy through our U.S. operations. Our manufacturing impacts millions of Americans and our investments drive the growth of America's skilled workforce, develop new vehicle technologies, and pave the way for the future.

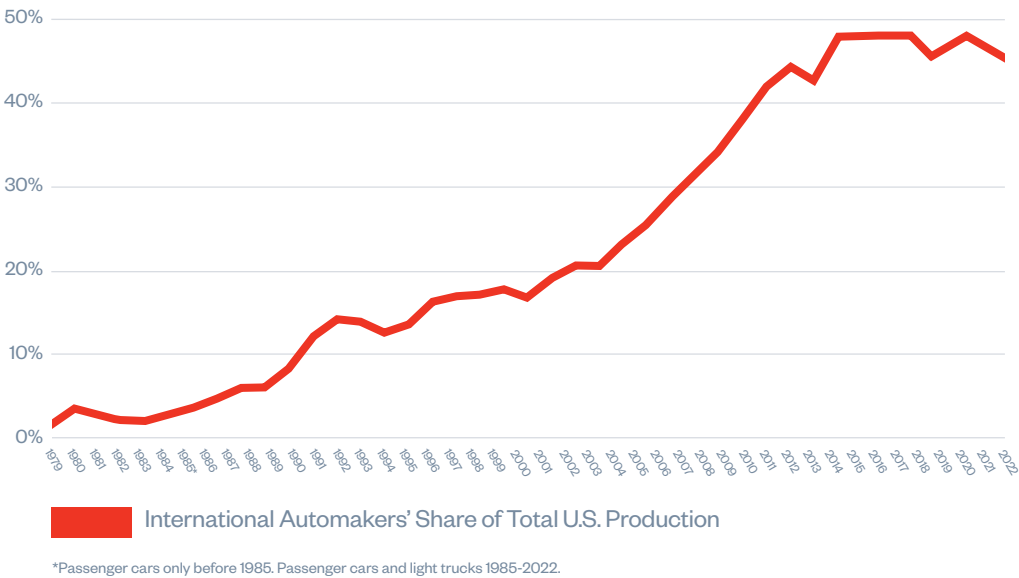


## 13 States with International Automaker Manufacturing Facilities

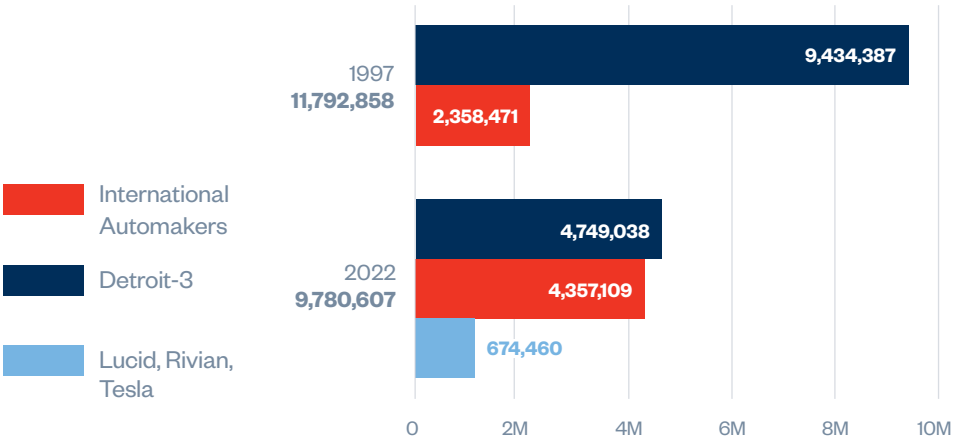


Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts. U.S. supplier purchases include parts and materials as well as goods and services.

## International Automakers' Share of U.S. Auto Production Has Grown from 1% in 1979 to 45% in 2022







## International Automakers Have Increased Their U.S. Production by More Than 85% 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, Genesis Electrified GV70*, 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	EQE SUV**, EQS SUV**, GLE Coupe**, GLE SUV**, 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, V-6, hybrid and turbo engines
California	Toyota	 TABC, Inc.	Long Beach	1972	Current Tacoma model parts, Toyota service parts
Georgia	Honda	 Honda Transmission Plant – Georgia	Tallapoosa	2006	Transmissions
	Hyundai	 Hyundai-LG Energy Solution Electric Battery Plant	Bryan County	2025	Electric vehicle batteries
	Hyundai	 Hyundai Motor Group Metaplant America	Bryan County	2025	Electric vehicles
	Hyundai	 Hyundai-SK Innovation Electric Battery Plant	Bartow County	2025	Electric vehicle batteries
	Kia	 Kia Georgia	West Point	2009	K5, Sorento, Sportage, Telluride
Indiana	Honda	 Honda Indiana Auto Plant	Greensburg	2008	Civic, CR-V, CR-V Hybrid
	Subaru	 Subaru of Indiana Automotive, Inc.	Lafayette	1989	Ascent, Impreza, Legacy, Outback
	Toyota	 Toyota Motor Manufacturing Indiana	Princeton	1996	Highlander, Highlander Hybrid, 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

State	Automaker	Facility Name	City	Production Start	Vehicles/Components Produced
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
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 and LG Energy Solution JV Battery Plant	Jeffersonville	2025	Electric vehicle batteries
	Honda	 Honda Marysville Auto Plant	Marysville	1982	Accord Sedan, Accord Hybrid, Acura Integra, Acura TLX
	Honda	 Honda Performance Manufacturing Center	Marysville	2016	Acura PMC Edition Models, CR-V FCEV*
	Honda	 Honda Transmission Plant – Ohio	Russells Point	1996	Transmissions, gears, four-wheel-drive components, hybrid-electric systems
	BMW	 BMW Manufacturing Corp, LLC	Greer	1994	X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7, XM PHEV
	BMW	 BMW Manufacturing Corp, LLC	Woodruff	2030	Electric vehicle battery assembly
	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	 INFINTITI Decherd Powertrain Plant	Decherd	2014	Engines
	Nissan	 Nissan Decherd Powertrain Plant	Decherd	1997	Engines, crankshaft forgings, cylinder block castings
	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, ID.4
Texas	Toyota	 Toyota Motor Manufacturing Texas	San Antonio	2003	Sequoia, Tundra, Tundra Hybrid
West Virginia	Toyota	 Toyota Motor Manufacturing West Virginia	Buffalo	1996	Automatic transmissions, 4-cylinder and V-6 engines

 21 Auto Plants

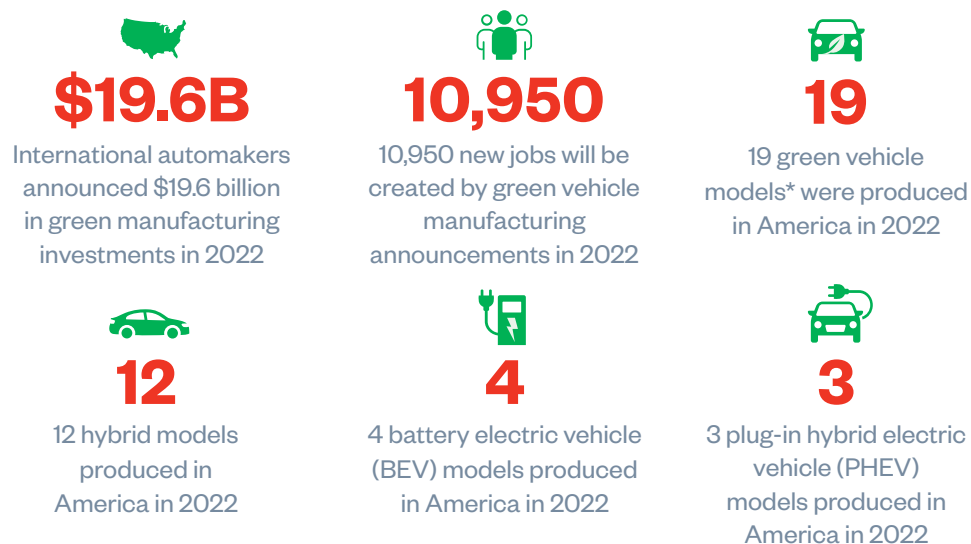
 10 Component Plants

 6 Battery Plants

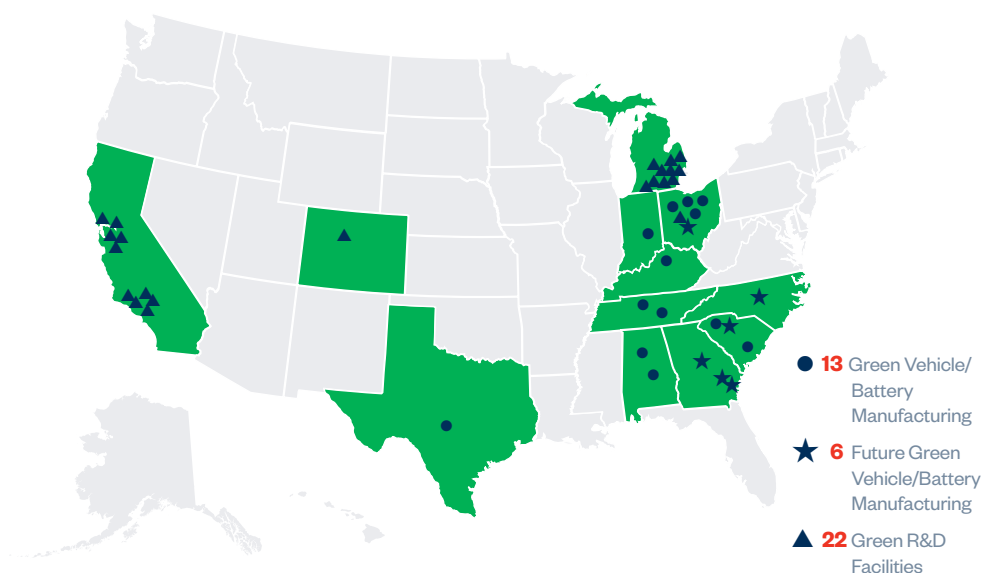
\*Production starting in 2023/2024  
 \*\*Production at this facility ended in 2022  
 \*\*Assembly only

# Green Manufacturing

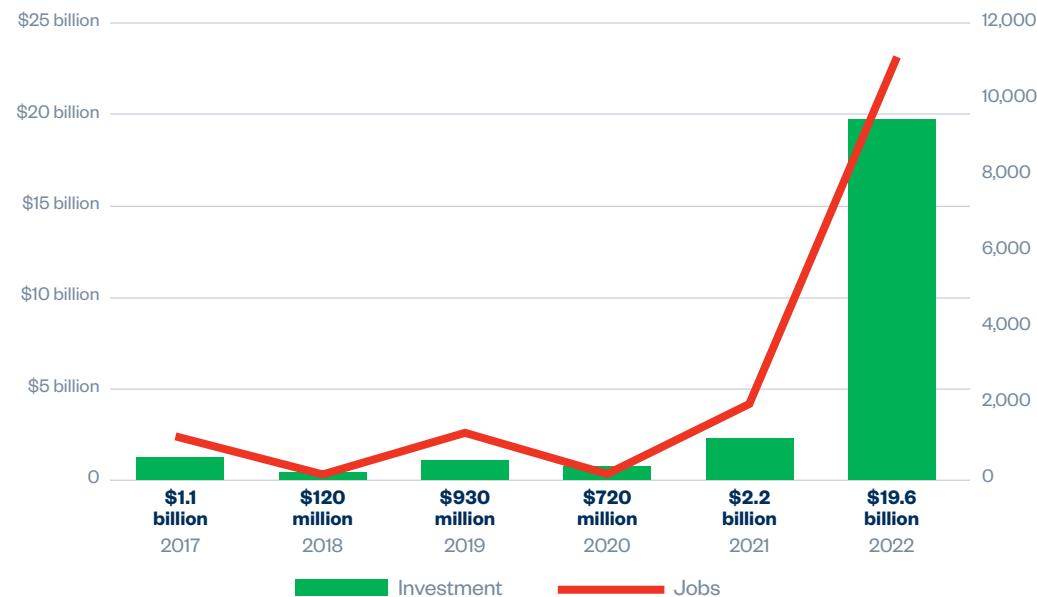
International automakers have pledged \$22.5 billion since 2020 toward electrification efforts. We are investing heavily to boost U.S. green vehicle production—both to meet the demand of consumers and our shared climate goals.



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

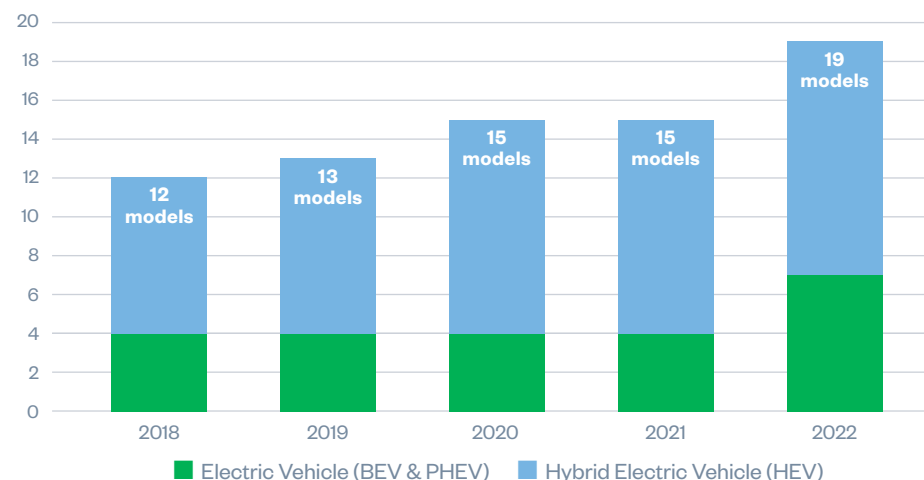


## Billions Invested by International Automakers in Green Manufacturing Create New Jobs



Source: Autos Drive America analysis of company press releases

## Green Vehicle Models Produced in the U.S. Have Increased **58%** Since 2018



Source: Model counts based on Wards Automotive Production Data 2018-2022.

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

\*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).

# Vehicles Made in America



Acura Integra\*  
Made in Ohio



Acura MDX\*  
Made in Ohio



Acura NSX\*\*\*  
Made in Ohio



Acura RDX\*  
Made in Ohio



BMW X5\*  
Made in South Carolina



BMW X5 PHEV\*  
Made in South Carolina



BMW X6\*  
Made in South Carolina



BMW X7\*  
Made in South Carolina



Honda Civic\*  
Made in Indiana



Honda CR-V\*  
Made in Indiana and Ohio



Honda CR-V FCEV\*  
Made in Ohio



Honda CR-V Hybrid\*  
Made in Indiana and Ohio



Hyundai Elantra\*  
Made in Alabama



Hyundai Santa Cruz\*  
Made in Alabama



Hyundai Santa Fe\*  
Made in Alabama



Hyundai Sonata\*  
Made in Alabama



Kia Sportage\*  
Made in Georgia



Kia Telluride\*  
Made in Georgia



Lexus ES\*  
Made in Kentucky



Lexus ES Hybrid\*  
Made in Kentucky



Mercedes-Benz  
GLE SUV\*\*  
Made in Alabama



Mercedes-Benz  
GLS SUV\*\*  
Made in Alabama



Mercedes-  
Maybach GLS\*\*  
Made in Alabama



Mercedes-Benz  
Metris Cargo\*\*  
Made in South Carolina



Nissan LEAF\*  
Made in Tennessee



Nissan Maxima\*  
Made in Tennessee



Nissan Murano\*  
Made in Tennessee



Nissan Pathfinder\*  
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 Camry\*  
Made in Kentucky



Toyota RAV4 Hybrid  
Made in Kentucky



Toyota Sequoia\*  
Made in Texas



Toyota Sienna Hybrid\*  
Made in Indiana



Toyota Tundra\*  
Made in Texas



Toyota Tundra  
Hybrid\*  
Made in Texas



Acura TLX\*  
Made in Ohio



BMW X3\*  
Made in South Carolina



BMW X3 PHEV\*  
Made in South Carolina



BMW X4\*  
Made in South Carolina



BMW XM PHEV\*  
Made in South Carolina



Genesis Electrified  
GV70\*  
Made in Alabama



Honda Accord\*  
Made in Ohio



Honda Accord Hybrid\*  
Made in Ohio



Honda Odyssey\*  
Made in Alabama



Honda Passport\*  
Made in Alabama



Honda Pilot\*  
Made in Alabama



Honda Ridgeline\*  
Made in Alabama



Hyundai Tucson  
Made in Alabama



Infiniti QX60\*  
Made in Tennessee



Kia K5\*  
Made in Georgia



Kia Sorento\*  
Made in Georgia



Mazda CX50\*  
Made in Alabama



Mercedes-Benz  
EQE SUV\*\*  
Made in Alabama



Mercedes-Benz  
EQS SUV\*\*  
Made in Alabama



Mercedes-Benz  
GLE Coupe\*\*  
Made in Alabama



Mercedes-Benz  
Sprinter Cargo\*\*  
Made in South Carolina



Mercedes-Benz  
Sprinter Passenger\*\*  
Made in South Carolina



Nissan Altima\*  
Made in Mississippi



Nissan Frontier\*  
Made in Mississippi



Nissan Rogue\*  
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 Hybrid\*  
Made in Kentucky



Toyota Corolla\*  
Made in Mississippi



Toyota Corolla Cross\*  
Made in Alabama



Toyota Highlander\*  
Made in Indiana



Toyota Highlander Hybrid\*  
Made in Indiana



Volkswagen Atlas\*  
Made in Tennessee



Volkswagen Atlas  
Cross Sport  
Made in Tennessee



Volkswagen ID.4  
Made in Tennessee



Volvo S60 Sedan\*  
Made in South Carolina



Volvo S60 PHEV  
Made in South Carolina

\*Exported from America \*\*Assembly only \*Production starting in 2023/2024 \*\*Production at this facility ended in 2022



# Capital and Community Investment

International automakers and dealers are economic drivers for communities in every state across the country. International automakers have invested \$107 billion in the U.S. over the past 60 years, generating hundreds of thousands of good-paying careers and creating meaningful opportunities for American workers.



**\$107B**

International automakers have invested \$107 billion into U.S. operations



**49%**

Total investment has increased 49% in the past nine years



**500**

International automakers operate 500 facilities across 36 states



**\$37.5B**

\$37.5 billion generated in state and local tax receipts and other revenues



**\$34.8B**

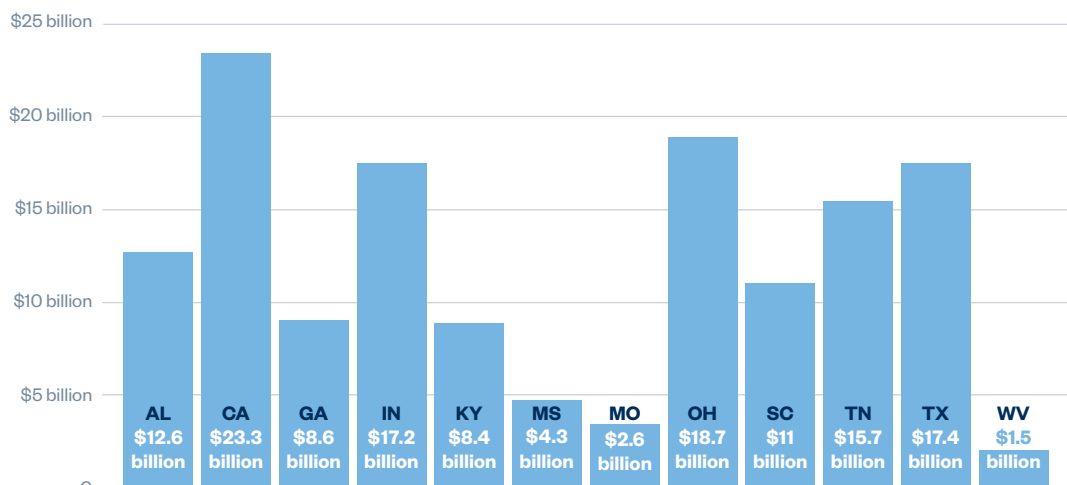
\$34.8 billion generated in federal tax receipts and other revenues



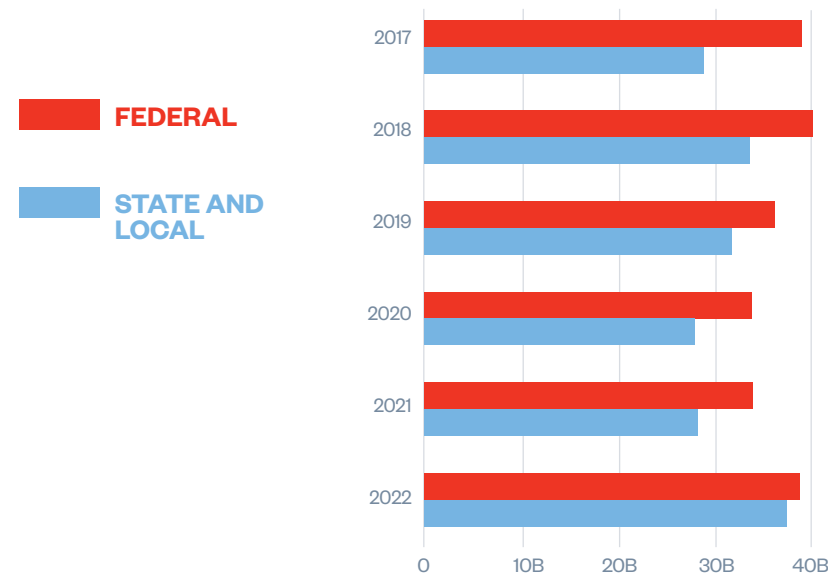
**\$311B**

\$311 billion contributed to gross domestic product in 2022

## International Automakers and Auto Dealers Contributed Billions of Dollars to Gross State Product in 2022



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



Several international automakers hit production milestones in 2022: Mercedes-Benz's 4 millionth vehicle in Alabama, BMW's 6 millionth vehicle in South Carolina, and both Nissan and Subaru produced their 5 millionth vehicle in the U.S.



# Research & Development

International automakers are leading the way in automotive research and development. Our investments in cutting-edge technologies not only strengthen American competitiveness and create thousands of jobs nationwide—they're creating safer, greener, and more advanced vehicles for consumers.



**75**

75 R&D facilities  
located in 15 states



**9,500**

Nearly 9,500 R&D  
employees



**82**

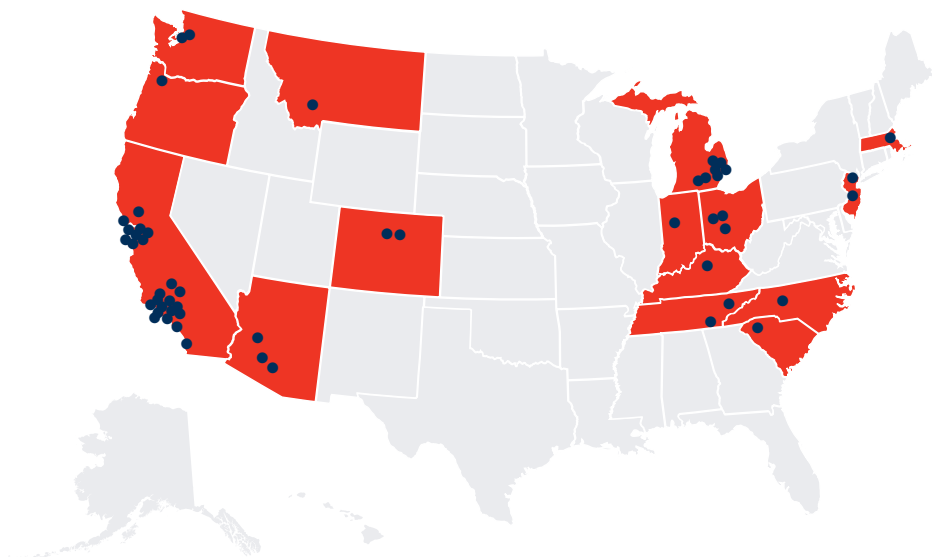
82 different models designed or  
developed in the U.S.



**85%**

85% of R&D employees are  
located in California, Michigan  
and Ohio

## R&D Operations are Located in 15 States



## International Automakers Have Been Designing and Developing Vehicles in the U.S. Since 1991



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



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



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



GENESIS  
Genesis G70  
Genesis G80  
Genesis G90  
Genesis GV60  
Genesis GV70  
Genesis GV80



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



Lexus ES  
Lexus ES Hybrid



TOYOTA











































Toyota Avalon\*  
Toyota Camry  
Toyota Corolla  
Toyota Highlander  
Toyota Highlander Hybrid  
Toyota RAV4  
Toyota RAV4 EV  
Toyota Sequoia Hybrid  
Toyota Sienna\*  
Toyota Solara  
Toyota Tacoma  
Toyota Tundra\*  
Toyota Venza






































































\*Multiple generations  
Some models listed are no longer in production.

**17%↑**

R&D jobs in the U.S. increased  
by 17% last year.

# R&D Facilities

State	Company	Facility	City
Arizona	Nissan	 Nissan Technical Center North America Arizona Test Center	Stanfield
	Toyota	  Toyota Arizona Proving Grounds	Wittmann
	Volkswagen	 Volkswagen Arizona Proving Grounds	Maricopa
	Volvo Cars	 Volvo Car Arizona Proving Ground	Wittman
California	BMW	 BMW of North America Engineering and Emission Test Center	Oxnard
	BMW	   BMW Technology Office	Mountain View
	BMW	 Designworks	Santa Monica
	Honda	  Acura Design Studio	Torrance
	Honda	  Honda Design Studio	Torrance
	Honda	 Honda Innovations, Inc.	Mountain View
	Honda	 Honda Proving Center of California	Cantil
	Honda	 Honda Research Institute USA, Inc., Silicon Valley Research Office	San Jose
	Hyundai	   Hyundai America Technical Center, Inc. Design Center/Tech Facility	Irvine
	Hyundai	   Hyundai America Technical Center, Inc. Engineering Facility	Chino
	Hyundai	   Hyundai America Technical Center, Inc. Engineering Facility (Commercial Veh.)	Chino
	Hyundai	   Hyundai America Technical Center, Inc. Hyundai CRADLE	Mountain View
	Hyundai	   Hyundai America Technical Center, Inc. New Horizons Studio	Fremont
	Hyundai	   Hyundai America Technical Center, Inc. North American Quality Center	Chino
	Hyundai	 Hyundai America Technical Center, Inc. Proving Ground	California City
	Kia	 Kia Design Center America	Irvine
	Mazda	 Mazda R&D Irvine	Irvine
	Mercedes-Benz	   Mercedes-Benz R&D North America	Carlsbad
	Mercedes-Benz	   Mercedes-Benz R&D North America	Long Beach
	Mercedes-Benz	   Mercedes-Benz R&D North America	Sunnyvale
	Nissan	 Nissan Design America	San Diego
	Nissan	 Nissan Research Center Silicon Valley	Santa Clara
	Nissan	 Nissan Technical Center Fuel Cell Research Center	West Sacramento
	Subaru	 Subaru Research & Development	Cypress
	Subaru	 Subaru Research & Development	Tustin
	Toyota	 Calt Design Research (Innovation Hub)	Oakland
	Toyota	 Calt Design Research	Newport Beach
	Toyota	 Toyota InfoTechnology Center U.S.A.	Mountain View
	Toyota	 Toyota Racing Development	Costa Mesa
	Toyota	  Toyota Research Institute	Palo Alto
	Volkswagen	 Audi Advanced Driver Assistance R&D	San Jose
	Volkswagen	 Audi Innovation Research	San Francisco
	Volkswagen	 Audi of America Design Loft	Malibu

State	Company	Facility	City
California	Volkswagen	 Volkswagen Design Center	Santa Monica
	Volkswagen	 Volkswagen Innovation and Engineering Center California	Belmont
	Volkswagen	 Volkswagen Test Center California	Oxnard
	Volvo Cars	 Volvo Car Design Studio	Camarillo
	Volvo Cars	 Volvo Car Technology	Sunnyvale
Colorado	Honda	  American Honda Motor Co., Inc., Denver Test Lab	Denver
	Volkswagen	 Audi Test Lab (Volkswagen)	Golden
Indiana	Subaru	 Subaru Research & Development	Lafayette
Kentucky	Toyota	 Toyota Production Engineering and Manufacturing Center	Georgetown
Massachusetts	Toyota	 Toyota Research Institute	Cambridge
Michigan	Honda	  American Honda Motor Co., Inc., Ann Arbor Test Lab	Ann Arbor
	Honda	  American Honda Motor Co., Inc., Pontiac Office	Auburn Hills
	Honda	   American Honda Motor Co., Inc., Warren Office	Warren
	Honda	   Honda Research Institute USA, Inc., Detroit Research Office	Ann Arbor
	Hyundai	   Hyundai America Technical Center, Inc.	Superior Township
	Hyundai	   Hyundai Safety Test and Investigation Laboratory	Superior Township
	Mercedes-Benz	   Mercedes-Benz R&D North America	Ann Arbor
	Mercedes-Benz	   Mercedes-Benz R&D North America	Farmington Hills
	Mitsubishi	   Mitsubishi Motors R&D of America, Inc	Ann Arbor
	Nissan	 Nissan Technical Center North America	Farmington Hills
	Subaru	 Subaru Research & Development	Van Buren Township
	Toyota	 Calt Design Research (Toyota)	Ann Arbor
	Toyota	   Toyota Motor North America R&D	Ann Arbor
	Toyota	   Toyota Motor North America R&D	Saline
Montana	Toyota	   Toyota Research Institute	Ann Arbor
	Hyundai	  Hyundai America Technical Center, Inc. New Horizons Studio	Bozeman
	Subaru	 Subaru Research & Development	Pennsauken
	Volkswagen	 Volkswagen Allendale Test Center	Allendale
	Toyota	   Toyota Racing Development	Salisbury
	Honda	 Honda Ohio Research Office (99P Labs)	Columbus
	Honda	 Honda Automotive Labs of Ohio (HALO)	East Liberty
	Honda	   Honda North American Auto Development Center	Raymond
	JLR	 Jaguar Land Rover Global Digital Design Center	Portland
	BMW	  BMW Group Information Technology Research Center	Greenville
South Carolina	Volkswagen	 Volkswagen Innovation Hub	Knoxville
	Volkswagen	 Volkswagen North American Engineering and Planning Center	Chattanooga
Tennessee	Mercedes-Benz	 Mercedes-Benz R&D North America	Seattle
	Volkswagen	 Volkswagen Automotive Cloud, LLC	Redmond
Washington	Mercedes-Benz	 Mercedes-Benz R&D North America	Seattle
	Volkswagen	 Volkswagen Automotive Cloud, LLC	Redmond

 Design/Development
  Electric Vehicles
  Autonomous Vehicles
  Testing/Proving Grounds
  Advanced Technology & Innovation



# People

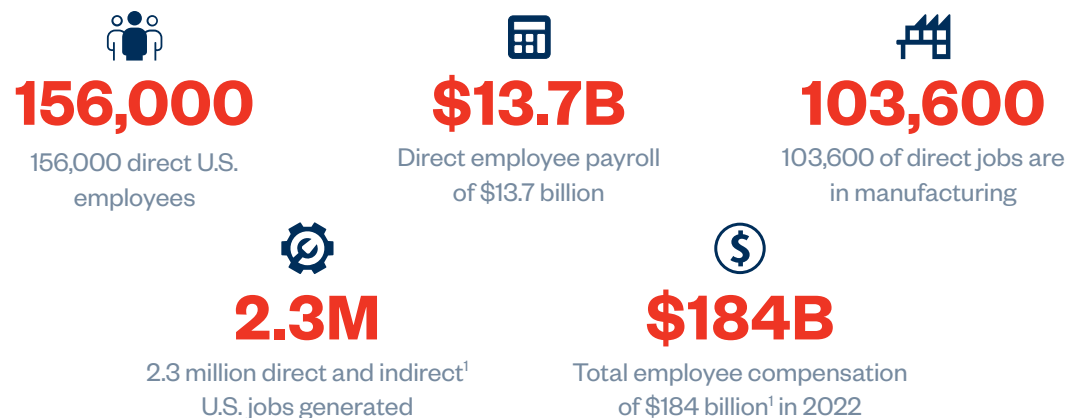
People





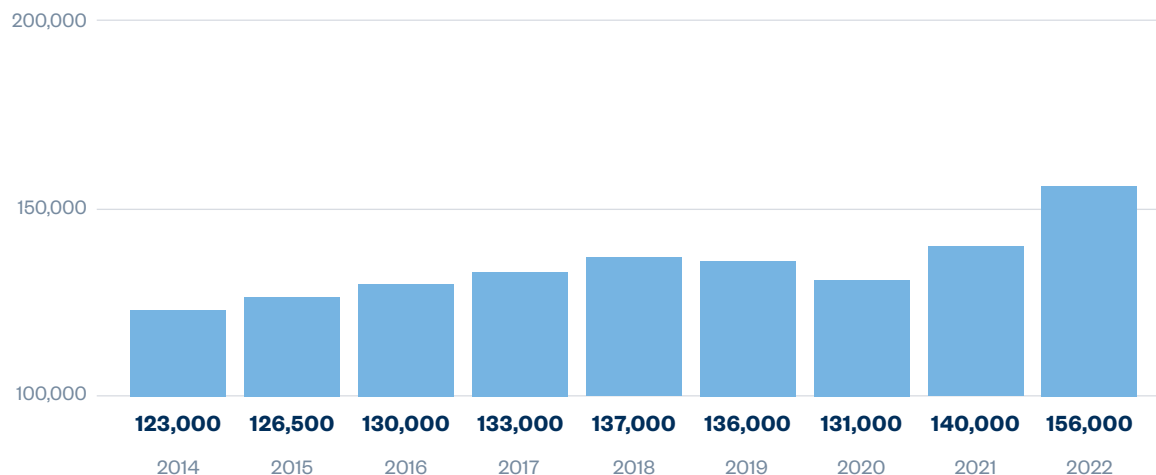
# Employment

More than two-thirds of the jobs created by international automakers last year were in manufacturing, where every direct manufacturing job supported 6.7 additional American jobs—a demonstrable positive impact in the communities where automakers' employees live and work.



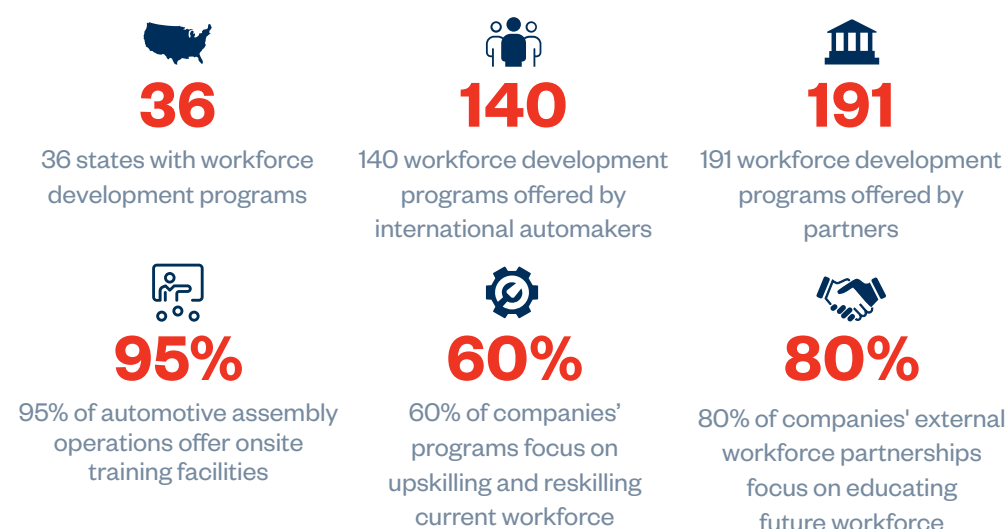
<sup>1</sup>Indirect economic impacts derived by SCOUT Economics using direct employment, dealer employment, and auto parts employment multipliers from the IMPLAN input-output model.

## 10-Year Trend of Direct Employment Growth



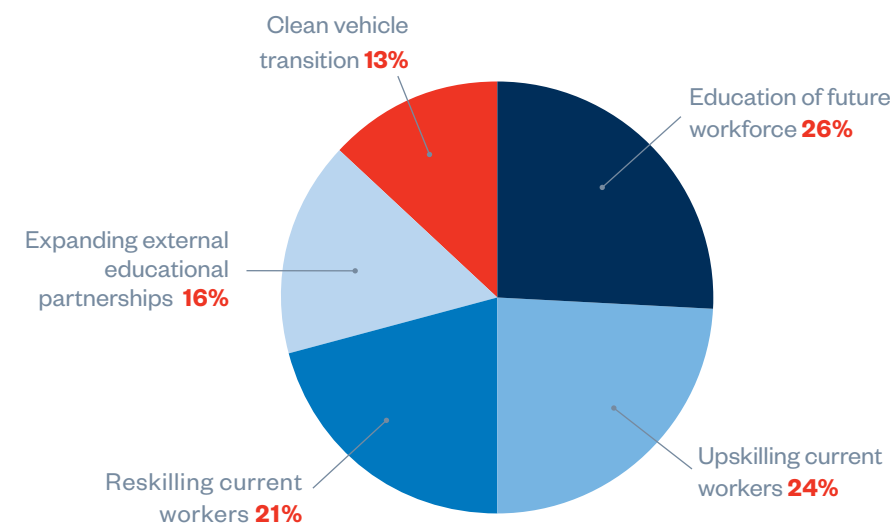
# Workforce Development

A pipeline of skilled labor is critical to driving growth and success in today's U.S. auto industry. International automakers are offering workforce education programs that encourage students to pursue career and technical education while giving current employees opportunities to reskill and upskill their manufacturing competencies.



Source: The 2023 Autos Drive America Workforce Development Survey

## Workforce Development Investment Priorities



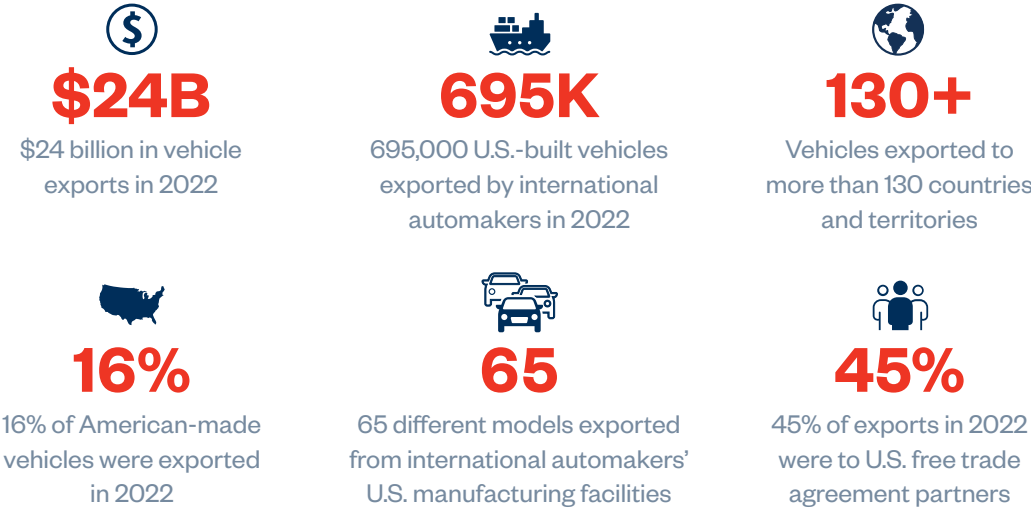
# Trade

Trade

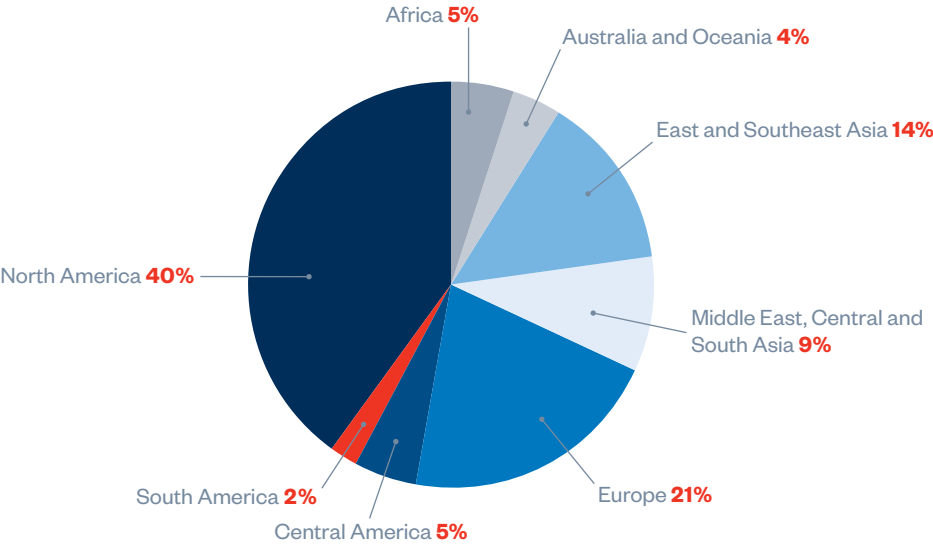


# U.S.-Made Exports

International trade drives the American economy forward. For decades, international automakers have played a critical role in the global trade ecosystem, which helps create new investments, sustain careers, and provide new opportunities for American workers.



## U.S.-Built Vehicles are Exported Worldwide



## Trade Supports Jobs in Manufacturing States

State	Total Jobs	2022 Production	Models Exported
Alabama	17,998	968,704	Honda: Odyssey, Passport, Pilot, Ridgeline Hyundai: Elantra, Santa Cruz, Santa Fe, Sonata Mercedes-Benz: EQE SUV, EQS SUV, GLE Coupe, GLE SUV, GLS SUV Mazda: CX-50 Toyota: Corolla Cross
Georgia	6,047	340,000	Kia: K5, Sorento, Sportage, Telluride
Indiana	17,267	782,900	Honda: Civic, CR-V, CR-V Hybrid Subaru: Ascent, Impreza, Legacy, Outback Toyota: Highlander, Highlander Hybrid, Sienna Hybrid
Kentucky	11,312	445,136	Toyota: Avalon, Avalon Hybrid, Camry, Camry Hybrid, Lexus ES, Lexus ES Hybrid
Mississippi	7,334	378,764	Nissan: Altima, Frontier, Titan Toyota: Corolla
Ohio	16,689	416,379	Honda: Accord, Accord Hybrid, CR-V, CR-V Hybrid, Acura Integra, Acura MDX, Acura NSX, Acura RDX, Acura TLX
South Carolina	15,420	485,291	BMW: X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7, XM PHEV Volvo: S60
Tennessee	16,972	413,746	Nissan: LEAF, Maxima, Murano, Pathfinder, Rogue, Infiniti QX60 Volkswagen: Atlas
Texas	12,249	126,189	Toyota: Sequoia, Tundra, Tundra Hybrid

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

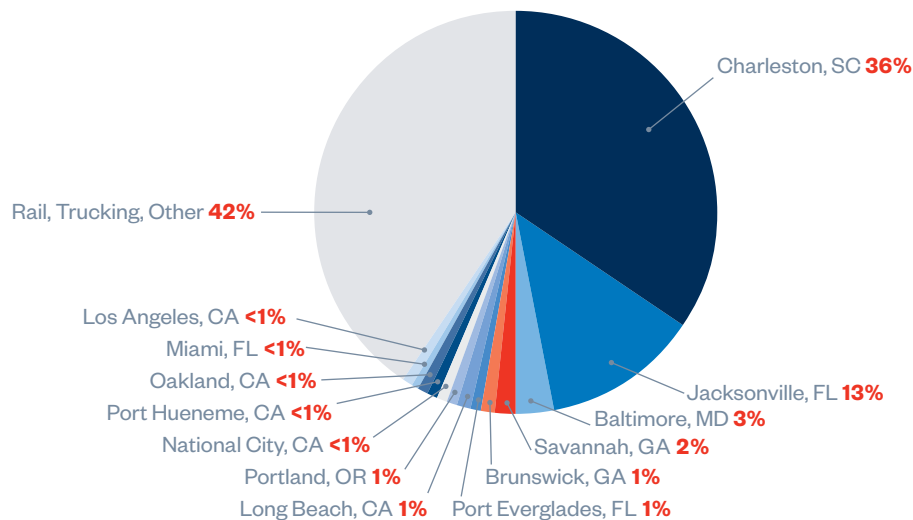
Rank	Exports	Total Volume
1	<i>Canada</i>	183,603
2	European Union*	92,475
3	<i>Mexico</i>	53,732
4	Gulf Cooperation Council**	52,928
5	<i>South Korea</i>	34,416
6	China	30,955
7	<i>Australia</i>	20,335
8	Puerto Rico	18,601
9	United Kingdom	13,376
10	Thailand	4,712
11	Switzerland	4,169
12	Japan	3,676
13	<i>Colombia</i>	3,256
14	<i>Chile</i>	2,740
15	South Africa	2,614
16	Brazil	2,344
17	New Zealand	2,312
18	Peru	2,178
19	Israel	1,730
20	Panama	1,575

Italics indicate country the U.S. has an FTA in effect with

\*EU 27

\*\*Consists of Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, and the United Arab Emirates

## Seaports are Utilized for 58% of U.S. Auto Exports



# Exports by Seaport

Port	Models Exported
<b>Long Beach, CA</b>	Honda: Accord, Accord Hybrid, Civic, CR-V, CR-V Hybrid, Odyssey, Passport, Pilot, Ridgeline, Acura ILX, Acura MDX, Acura RDX, Acura TLX Nissan: Altima Subaru: Ascent, Legacy, Outback Toyota: Camry, Corolla Cross, Highlander, Highlander Hybrid, Sequoia, Sienna Hybrid, Tundra, Tundra Hybrid Lexus ES
<b>Los Angeles, CA</b>	Nissan: Altima
<b>National City, CA</b>	Toyota: Tundra, Lexus ES
<b>Oakland, CA</b>	Toyota: Highlander, Sequoia, Tundra
<b>Port Hueneme, CA</b>	Honda: Civic, CR-V, Odyssey, Pilot, Ridgeline, Acura NSX Toyota: Avalon Hybrid, Sienna Hybrid
<b>Jacksonville, FL</b>	BMW: X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7, XM PHEV Honda: Accord, Accord Hybrid, CR-V, Odyssey, Pilot, Ridgeline, Acura ILX, Acura Integra, Acura MDX, Acura NSX, Acura RDX, Acura TLX Hyundai: Santa Cruz, Santa Fe, Sonata Kia: K5, Sorento, Sportage, Telluride Mazda: CX-50 Mercedes-Benz: GLE Coupe, GLE SUV, GLS SUV Nissan: Altima, Frontier, Murano, Pathfinder, Rogue, Infiniti QX60 Subaru: Impreza, Outback Toyota: Avalon, Camry, Camry Hybrid, Corolla, Corolla Cross, Highlander, Highlander Hybrid, Sequoia, Sienna Hybrid, Tundra, Tundra Hybrid, Lexus ES Volkswagen: Atlas Volvo: S60
<b>Miami, FL</b>	BMW: X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7, XM PHEV Honda: Accord, CR-V, Odyssey, Pilot, Ridgeline Nissan: Frontier
<b>Port Everglades, FL</b>	BMW: X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7, XM PHEV Honda: Accord, CR-V, Odyssey, Pilot, Ridgeline, Acura Integra, Acura MDX, Acura NSX, Acura RDX Hyundai: Santa Fe Mercedes-Benz: GLE Coupe, GLE SUV, GLS SUV Nissan: Murano Volkswagen: Atlas
<b>Brunswick, GA</b>	BMW: X3, X4, X5, X5 PHEV, X6, X7, XM PHEV Honda: Accord Hybrid, Odyssey, Pilot, Ridgeline Kia: Telluride Mercedes-Benz: EQE SUV, EQS SUV, GLE Coupe, GLE SUV, GLS SUV Nissan: Altima, Murano, Pathfinder, Rogue, Infiniti QX60 Toyota: Camry, Highlander, Highlander Hybrid, Sienna Hybrid, Lexus ES Volvo: S60 Volkswagen: Atlas
<b>Savannah, GA</b>	BMW: X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7, XM PHEV Honda: CR-V, Passport, Ridgeline Mercedes-Benz: GLE Coupe, GLE SUV, GLS SUV Nissan: Altima, Pathfinder Subaru: Ascent Toyota: Tundra Volvo: S60
<b>Baltimore, MD</b>	Honda: Accord, Civic, CR-V, CR-V Hybrid Subaru: Ascent Toyota: Avalon, Highlander Hybrid
<b>Portland, OR</b>	Honda: Accord, Accord Hybrid, CR-V, CR-V Hybrid, Odyssey, Pilot
<b>Charleston, SC</b>	BMW: X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7, XM PHEV Volvo: S60



# Sales

Sales



# Dealerships

International nameplate dealers are proud to be cornerstones of communities 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 ambassadors for their brands.



9,416

9,416 international nameplate automobile dealer franchises across the country



549,000

549,000 direct U.S. dealership employees



\$50B

Payroll of \$50 billion



50%+

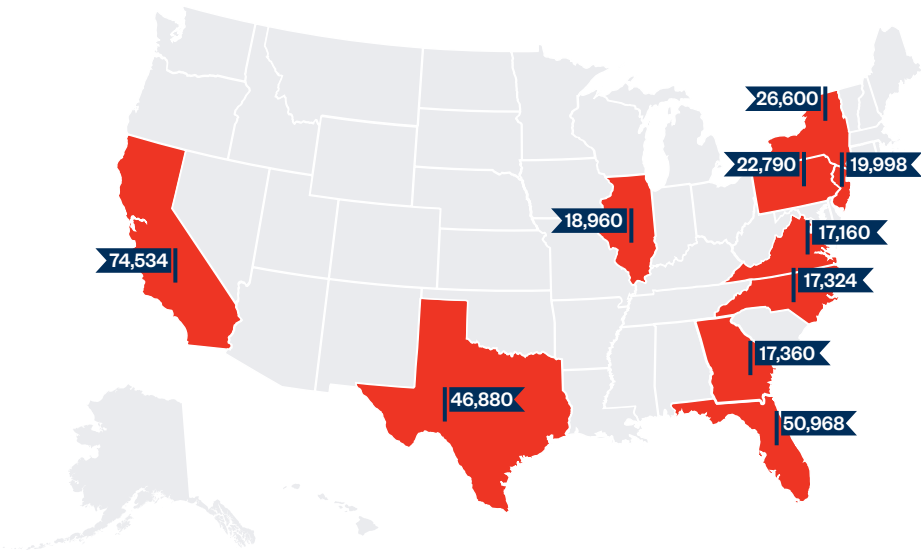
More than half of all U.S. dealership jobs are created by international nameplate automobile dealers



580,000

580,000 indirect jobs created by international nameplate dealerships in 2022

## 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	7,020	\$84,292	\$591,729,840
Alaska	21	858	\$76,128	\$65,317,824
Arizona	161	14,784	\$92,456	\$1,366,869,504
Arkansas	72	3,124	\$79,716	\$249,032,784
California	977	74,534	\$104,364	\$7,778,666,376
Colorado	161	10,658	\$90,324	\$962,673,192
Connecticut	175	8,100	\$88,088	\$713,512,800
Delaware	36	2,070	\$82,004	\$169,748,280
Florida	617	50,968	\$98,592	\$5,025,037,056
Georgia	269	17,360	\$94,640	\$1,642,950,400
Hawaii	40	2,419	\$87,204	\$210,946,476
Idaho	62	3,276	\$80,080	\$262,342,080
Illinois	378	18,960	\$81,900	\$1,552,824,000
Indiana	191	8,580	\$78,260	\$671,470,800
Iowa	93	3,285	\$76,024	\$249,738,840
Kansas	86	3,496	\$73,840	\$258,144,640
Kentucky	110	5,555	\$78,728	\$437,334,040
Louisiana	149	7,205	\$80,860	\$582,596,300
Maine	66	2,597	\$78,780	\$204,591,660
Maryland	218	13,845	\$88,452	\$1,224,617,940
Massachusetts	245	12,474	\$98,592	\$1,229,836,608
Michigan	228	9,408	\$84,760	\$797,422,080
Minnesota	124	6,612	\$72,852	\$481,697,424
Mississippi	81	3,478	\$73,632	\$256,092,096
Missouri	157	8,004	\$76,700	\$613,906,800
Montana	40	1,638	\$73,840	\$120,949,920
Nebraska	54	2,303	\$73,684	\$169,694,252
Nevada	66	6,072	\$103,064	\$625,804,608
New Hampshire	90	3,792	\$104,832	\$397,522,944
New Jersey	323	19,998	\$104,832	\$2,096,430,336
New Mexico	64	3,136	\$79,040	\$247,869,440
New York	535	26,600	\$93,652	\$2,491,143,200
North Carolina	318	17,324	\$83,772	\$1,451,266,128
North Dakota	31	1,197	\$69,472	\$83,157,984
Ohio	365	16,112	\$81,900	\$1,319,572,800
Oklahoma	89	4,779	\$78,364	\$374,501,556
Oregon	137	7,434	\$87,776	\$652,526,784
Pennsylvania	497	22,790	\$76,492	\$1,743,252,680
Rhode Island	40	2,170	\$80,704	\$175,127,680
South Carolina	151	8,432	\$84,812	\$715,134,784
South Dakota	26	950	\$71,084	\$67,529,800
Tennessee	196	10,836	\$89,804	\$973,116,144
Texas	638	46,880	\$96,460	\$4,522,044,800
Utah	78	5,244	\$82,940	\$434,937,360
Vermont	42	1,369	\$79,924	\$109,415,956
Virginia	282	17,160	\$82,940	\$1,423,250,400
Washington	212	13,386	\$89,908	\$1,203,508,488
West Virginia	76	2,714	\$68,432	\$185,724,448
Wisconsin	186	7,350	\$67,080	\$493,038,000
Wyoming	19	756	\$69,004	\$52,167,024
Total	9,416	549,092	\$88,186*	\$49,727,787,356

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

# U.S. Sales

U.S. sales of vehicles produced by international automakers made up more than half of the market share of all U.S. new vehicle sales in 2022. These sales represent not only vehicles sold, but jobs supported throughout the entire U.S.



## 7.5M

7.5 million new vehicles sold in 2022



## 56%

56% market share of U.S. new vehicle sales in 2022



## \$68.6B

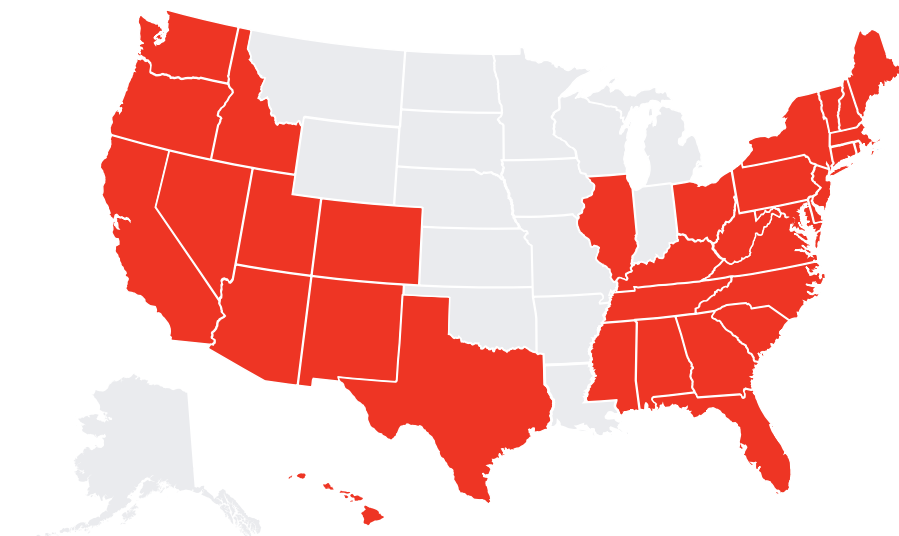
\$68.6 billion in parts and services sold by dealerships in 2022



## \$4.3B

\$4.3 billion in advertising expenditures by dealerships in 2022

## The Majority of New Vehicles Sold in 35 States and Washington, D.C. are Made by International Automakers



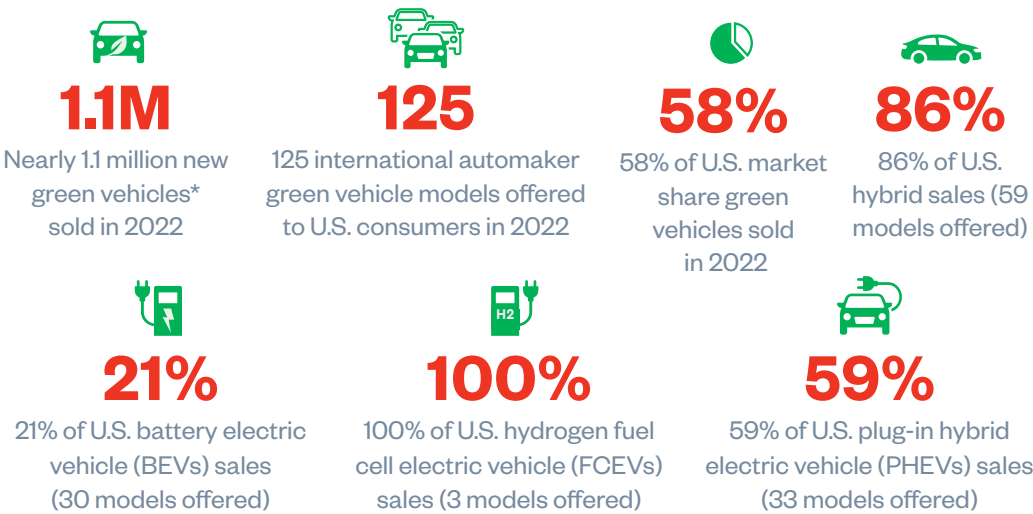
# U.S. New Vehicle Sales

State	Total Sales Volume	Int'l Automakers Sales*	Int'l Automakers Market Share
Alabama	180,198	99,566	55%
Alaska	22,813	10,076	44%
Arizona	324,973	168,663	52%
Arkansas	95,891	44,496	46%
California	1,593,049	1,016,467	64%
Colorado	236,683	134,755	57%
Connecticut	133,570	93,495	70%
Delaware	40,946	22,646	55%
District of Columbia	17,220	10,875	63%
Florida	1,176,184	767,550	65%
Georgia	412,293	236,966	57%
Hawaii	66,217	44,616	67%
Idaho	63,830	32,599	51%
Illinois	460,514	260,334	57%
Indiana	216,460	100,074	46%
Iowa	110,227	42,967	39%
Kansas	87,663	40,771	47%
Kentucky	126,045	64,870	51%
Louisiana	184,028	89,848	49%
Maine	59,221	32,082	54%
Maryland	246,337	156,631	64%
Massachusetts	274,189	183,872	67%
Michigan	480,910	107,755	22%
Minnesota	194,293	94,731	49%
Mississippi	91,335	50,055	55%
Missouri	251,215	95,502	38%
Montana	53,831	21,753	40%
Nebraska	71,719	29,701	41%
Nevada	122,056	70,710	58%
New Hampshire	88,989	47,182	53%
New Jersey	441,066	290,034	66%
New Mexico	70,439	35,590	51%
New York	762,279	480,441	63%
North Carolina	383,027	226,684	59%
North Dakota	31,357	10,142	32%
Ohio	467,740	248,460	53%
Oklahoma	378,549	183,038	48%
Oregon	150,016	95,418	64%
Pennsylvania	517,451	301,441	58%
Rhode Island	42,192	28,308	67%
South Carolina	191,794	111,469	58%
South Dakota	32,968	11,686	35%
Tennessee	233,255	129,058	55%
Texas	1,291,570	658,007	51%
Utah	132,618	66,331	50%
Vermont	35,180	20,295	58%
Virginia	301,150	191,302	64%
Washington	250,615	165,152	66%
West Virginia	73,823	40,838	55%
Wisconsin	194,270	92,320	48%
Wyoming	19,809	7,926	40%
<b>Total</b>	<b>13,484,067</b>	<b>7,565,5483</b>	<b>56%</b>

\*Retail and fleet sales CY2022 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

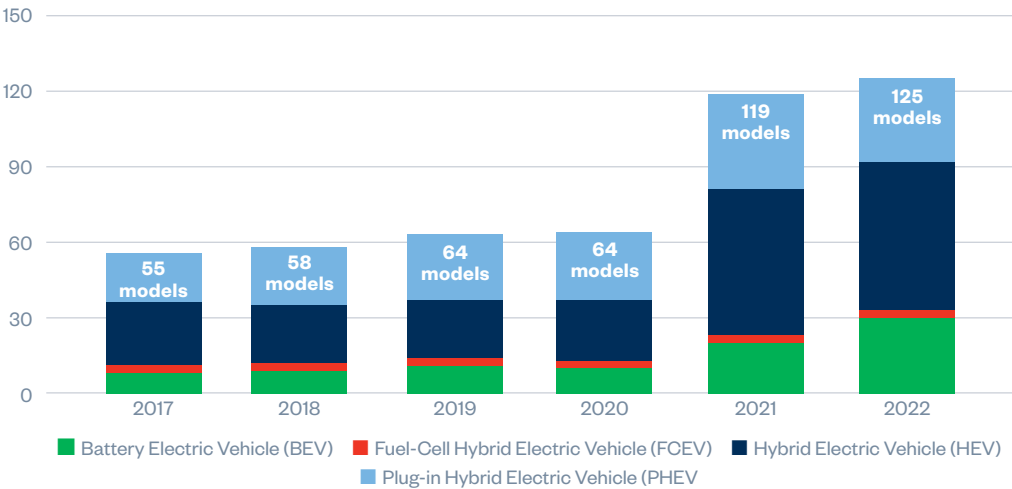
# Green Vehicle Sales

International automotive manufacturers are leading the effort to develop clean technologies and successfully reduce carbon emissions from vehicles in the coming decades—all while creating thousands of jobs and helping to meet our shared climate goals.



\*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).

## International Automakers are Offering more U.S.-Made Green Vehicles to Consumers Every Year



Source: Wards Automotive, U.S. New Vehicle Sales by Model and Powertrain, 2017-2022

# Green Vehicle Sales

State	Green Vehicle Total Sales	Int'l Automakers* Green Vehicle Sales	Int'l Automakers Green Vehicle Market Share
Alabama	13,021	8,848	68%
Alaska	2,391	1,674	70%
Arizona	43,281	24,445	56%
Arkansas	6,607	4,346	66%
California	488,923	243,500	50%
Colorado	40,726	24,107	59%
Connecticut	21,203	14,444	68%
Delaware	5,411	3,424	63%
District of Columbia	4,843	2,759	57%
Florida	141,646	80,467	57%
Georgia	45,738	26,077	57%
Hawaii	9,741	5,534	57%
Idaho	7,455	5,075	68%
Illinois	62,751	36,964	59%
Indiana	22,420	14,833	66%
Iowa	9,310	6,175	66%
Kansas	8,478	4,909	58%
Kentucky	11,489	7,921	69%
Louisiana	10,693	7,354	69%
Maine	7,012	5,139	73%
Maryland	40,871	26,013	64%
Massachusetts	46,920	31,528	67%
Michigan	40,810	15,321	38%
Minnesota	21,851	13,253	61%
Mississippi	5,181	3,819	74%
Missouri	22,822	11,902	52%
Montana	5,628	3,597	64%
Nebraska	6,143	3,627	59%
Nevada	21,765	10,842	50%
New Hampshire	9,455	6,566	69%
New Jersey	69,607	39,572	57%
New Mexico	7,873	5,240	67%
New York	97,374	66,546	68%
North Carolina	46,928	30,561	65%
North Dakota	1,625	954	59%
Ohio	43,025	26,194	61%
Oklahoma	23,626	12,422	53%
Oregon	33,614	22,535	67%
Pennsylvania	60,778	40,891	67%
Rhode Island	5,317	3,871	73%
South Carolina	16,674	11,441	69%
South Dakota	2,112	1,316	62%
Tennessee	21,607	13,000	60%
Texas	125,146	69,048	55%
Utah	19,269	10,972	57%
Vermont	5,327	3,780	71%
Virginia	48,580	29,831	61%
Washington	64,139	39,452	62%
West Virginia	5,300	4,216	80%
Wisconsin	19,104	12,142	64%
Wyoming	1,616	1,117	69%
Total	1,903,226	1,099,564	58%

\*Retail and fleet sales CY2022 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: IHS Markit New Vehicle Registration Data



# States



# Alabama

## Economic Impact in Alabama

**\$14.2 billion** invested

### Production

**968,704** vehicles produced in 2022

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

**\$8 billion** purchased from U.S. suppliers

### Sales

**144** international nameplate dealerships

**99,566** new vehicles sold in 2022

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

**8,848** new green vehicles sold in 2022

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

### Employment

**88,060** total jobs generated in Alabama

- **17,998** direct employment
- **7,020** dealership jobs
- **63,042** other indirect employment

**\$6 billion** total employee compensation

- **\$592 million** dealership employee compensation
- **\$5.4 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Alabama generated:

- **\$903 million** in state and local tax receipts and other revenues
- **\$1.2 billion** in federal tax receipts and other revenues for the federal government
- **\$12.6 billion (4.5%)** in economic contribution to Alabama's Gross State Product (GSP)



Every direct manufacturing job created by international automakers supports **3.3** additional jobs in Alabama.

## Vehicles Made in Alabama



Genesis Electrified GV70\*



Honda Odyssey\*



Honda Passport\*



Honda Pilot\*



Honda Ridgeline\*



Hyundai Elantra\*



Hyundai Santa Cruz\*



Hyundai Santa Fe\*



Hyundai Sonata\*



Hyundai Tucson



Mazda CX50\*



Mercedes-Benz EQE SUV\*\*



Mercedes-Benz EQS SUV\*\*



Mercedes-Benz GLE Coupe\*\*



Mercedes-Benz GLE SUV\*\*



Mercedes-Benz GLS SUV\*\*



Mercedes-Maybach GLS\*\*



Toyota Corolla Cross\*

\*Exported from America

\*\*Assembly only

\* Production starting 2023

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



**15 models** manufactured by international automakers in Alabama are exported to **38 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
- Southeast Toyota Finance (*Independent Distributer*) — Mobile

## Alaska

### Economic Impact in Alaska



**\$1 million** purchased from U.S. suppliers  
in 2022

**21** international nameplate dealerships

**858** dealership jobs

**\$65 million** dealership employee compensation

**10,076** new vehicles sold in 2022

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

**1,674** new green vehicles sold in 2022

**70%** market share of new green vehicle sales in Alaska

# Arizona

## Economic Impact in Arizona

**\$351 million** invested

**974** direct employment

**\$35 million** purchased from U.S. suppliers in 2022

**161** international nameplate dealerships

**14,784** dealership jobs

**\$1.4 billion** dealership employee compensation

**168,663** new vehicles sold in 2022

**52%** market share of new vehicle sales in Arizona

**24,445** new green vehicles sold in 2022

**56%** market share of new green vehicle sales in Arizona



# Arkansas

## Economic Impact in Arkansas

**\$219 million** purchased from U.S. suppliers in 2022

**72** international nameplate dealerships

**3,124** dealership jobs

**\$249 million** dealership employee compensation

**44,496** new vehicles sold in 2022

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

**4,346** new green vehicles sold in 2022

**66%** 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

**\$4.2 billion** invested

**\$4.5 billion** purchased from U.S. suppliers



### Sales

**977** international nameplate dealerships

**1,016,467** new vehicles sold in 2022

**64%** market share of new vehicle sales in California

**243,500** new green vehicles sold in 2022

**50%** market share of new green vehicle sales in California

### Employment

**170,476** total jobs generated in California

- **9,154** direct employment
- **74,534** dealership jobs
- **86,788** other indirect employment

**\$15.6 billion** total employee compensation

- **\$7.87 billion** dealership employee compensation
- **\$7.8 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in California generated:

- **\$4.6 billion** in state and local tax receipts and other revenues
- **\$2.6 billion** in federal tax receipts and other revenues for the federal government
- **\$23.3 billion** in economic contribution to California's Gross State Product (GSP)



Every direct manufacturing job created by international automakers supports **3.8** additional jobs in California.



International automakers **exported 28 models** from the California seaports of Long Beach, Los Angeles, National City, Oakland, and Port Hueneme in 2022.

## International Automaker Facilities

### Headquarters

- Acura — Torrance
- American Honda Motor Co., Inc. — Torrance
- 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

- TABCO, Inc. (Toyota) — Long Beach

### R&D

- Acura Design Studio — Torrance
- Audi Advanced Driver Assistance R&D (Volkswagen) — San Jose
- Audi of America Design Loft (Volkswagen) — Malibu
- Audi Innovation Research (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) — Santa Monica
- Honda Design Studio — Torrance
- Honda Innovations, Inc. — Mountain View
- Honda Proving Center of California — Cantil
- Honda Research Institute USA, Inc., Silicon Valley Research Office — San Jose
- Hyundai America Technical Center, Inc. Proving Ground — California City
- Hyundai America Technical Center, Inc. Engineering Facility — Chino
- Hyundai America Technical Center, Inc. Engineering Facility (Commercial Vehicles) — Chino
- Hyundai America Technical Center, Inc. North American Quality Center — Chino
- Hyundai America Technical Center, Inc. New Horizons Studio — Fremont
- Hyundai America Technical Center, Inc. Design Center/Tech Facility — Irvine
- Hyundai America Technical Center, Inc. Hyundai CRADLE — Mountain View
- 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 — Cypress
- Hyundai Capital America — Newport Beach
- Hyundai Capital Irvine Headquarters — Irvine
- Toyota Financial Services District Sales and Service Office — Arcadia

## Sales and Training

- BMW Camp Pendleton MSTEP Training Center — Camp Pendleton
- BMW National Workshop — Riverside
- BMW of North America Regional Office — Santa Monica
- 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
- 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 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
- Volvo Car USA Brand Experience Center — Los Angeles

# Colorado

## Economic Impact in Colorado



**\$196 million** invested

**249** direct employment

**\$45 million** purchased from U.S. suppliers in 2022

**161** international nameplate dealerships

**10,658** dealership jobs

**\$963 million** dealership employee compensation

**134,755** new vehicles sold in 2022

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

**24,107** new green vehicles sold in 2022

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

## International Automaker Facilities

### R&D

- American Honda Motor Co., Inc., Denver Test Lab — Denver
- Audi Test Lab (Volkswagen) — Golden

### 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



**\$45 million** purchased from U.S. suppliers in 2022

**175** international nameplate dealerships

**8,100** dealership jobs

**\$714 million** dealership employee compensation

**93,495** new vehicles sold in 2022

**70%** market share of new vehicle sales in Connecticut

**14,444** new green vehicles sold in 2022

**68%** 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 2022

**36** international nameplate dealerships

**2,070** dealership jobs

**\$170 million** dealership employee compensation

**22,646** new vehicles sold in 2022

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

**3,424** new green vehicles sold in 2022

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



# District of Columbia

## Economic Impact in District of Columbia

**\$14 million** invested

**104** direct employment

**\$7 million** purchased from U.S. suppliers in 2022

**10,875** new vehicles sold in 2022

**63%** market share of new vehicle sales in District of Columbia

**2,759** new green vehicles sold in 2022

**57%** 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 North America 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

**\$145 million** invested

**513** direct employment

**\$1.9 billion** purchased from U.S. suppliers in 2022

**617** international nameplate dealerships

**50,968** dealership jobs

**\$5 billion** dealership employee compensation

**767,550** new vehicles sold in 2022

**65%** market share of new vehicle sales in Florida

**80,467** new green vehicles sold in 2022

**57%** 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 USA 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 50 models** from the Florida seaports of Jacksonville, Miami, and Port Everglades in 2022.



# Georgia

## Economic Impact in Georgia

**\$2.8 billion** invested

### Production

**340,000** vehicles produced in 2022

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

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

### Sales

**269** international nameplate dealerships

**236,966** new vehicles sold in 2022

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

**26,077** new green vehicles sold in 2022

**57%** market share of new green vehicle sales in Georgia

### Employment

**67,906** total jobs generated in Georgia

- **6,047** direct employment
- **17,360** dealership jobs
- **44,499** other indirect employment

**\$4.9 billion** total employee compensation

- **\$1.6 billion** dealership employee compensation
- **\$3.3 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Georgia generated:

- **\$850 million** in state and local tax receipts and other revenues
- **\$907 million** in federal tax receipts and other revenues for the federal government
- **\$8.6 billion** in economic contribution to Georgia's Gross State Product (GSP)



Every direct manufacturing job created by international automakers supports **5.1** additional jobs in Georgia.

## 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.



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



International automakers **exported 31 models** from the Georgia seaports of Brunswick and Savannah in 2022.

## International Automaker Facilities

### Manufacturing

- Honda Transmission Plant – Georgia — Tallapoosa
- Hyundai-LG Energy Solution Electric Battery Plant — Bryan County\*\*
- Hyundai Motor Group Metaplant America — Bryan County\*\*
- Hyundai-SK Innovation Electric Battery Plant — Bartow County\*\*
- Kia Georgia — West Point

\*\*Opening in 2025

## Headquarters

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

## Finance

- American Honda Finance Corporation — 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
- Jaguar Land Rover Vehicle Distribution Centers — Brunswick
- Mercedes-Benz USA Vehicle Preparation Center — Brunswick
- Southeast Toyota Distributors (*Independent Distributer*) — Commerce

# Hawaii

## Economic Impact in Hawaii

**40** international nameplate dealerships

**2,419** dealership jobs

**\$211 million** dealership employee compensation

**44,616** new vehicles sold in 2022

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

**5,534** new green vehicles sold in 2022

**57%** 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 2022

**62** international nameplate dealerships

**3,276** dealership jobs

**\$262 million** dealership employee compensation

**32,599** new vehicles sold in 2022

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

**5,075** new green vehicles sold in 2022

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



# Illinois

## Economic Impact in Illinois

**\$900 million** invested

**959** direct employment

**\$4 billion** purchased from U.S. suppliers in 2022

**378** international nameplate dealerships

**18,960** dealership jobs

**\$1.6 billion** dealership employee compensation

**260,334** new vehicles sold in 2022

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

**36,964** new green vehicles sold in 2022

**59%** 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 USA 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

**\$9.7 billion** invested

### Production

**782,900** vehicles produced in 2022

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

**\$24.3 billion** purchased from U.S. suppliers

### Sales

**191** international nameplate dealerships

**100,074** new vehicles sold in 2022

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

**14,833** new green vehicles sold in 2022

**66%** market share of new green vehicle sales in Indiana

### Employment

**120,417** total jobs generated in Indiana

- **17,267** direct employment
- **8,580** dealership jobs
- **94,570** other indirect employment

**\$8.5 billion** total employee compensation

- **\$671 million** dealership employee compensation
- **\$7.8 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Indiana generated:

- **\$3.3 billion** in state and local tax receipts and other revenues
- **\$1.7 billion** in federal tax receipts and other revenues for the federal government
- **\$17.2 billion (3.8%)** in economic contribution to Indiana's Gross State Product (GSP)





Every direct manufacturing job created by international automakers supports **5.2** additional jobs in Indiana.

## Vehicles Made in Indiana



Honda Civic\*



Honda CR-V\*



Honda CR-V Hybrid\*



Subaru Ascent\*



Subaru Impreza\*



Subaru Legacy\*



Subaru Outback\*



Toyota Highlander\*



Toyota Highlander Hybrid\*



Toyota Sienna Hybrid\*

\*Exported from America

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

## International Automaker Facilities

### Manufacturing

- Honda Indiana Auto Plant — Greensburg
- Subaru of Indiana Automotive, Inc. — 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



**Ten models** manufactured by international automakers in Indiana are exported to **71 countries and territories** around the globe.

# Iowa

## Economic Impact in Iowa



**\$102 million** invested

**250** direct employment

**\$288 million** purchased from U.S. suppliers in 2022

**93** international nameplate dealerships

**3,285** dealership jobs

**\$250 million** dealership employee compensation

**42,967** new vehicles sold in 2022

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

**6,175** new green vehicles sold in 2022

**66%** market share of new green vehicle sales in Iowa

# Kansas

## Economic Impact in Kansas



**\$31 million** purchased from U.S. suppliers in 2022

**86** international nameplate dealerships

**3,496** dealership jobs

**\$258 million** dealership employee compensation

**40,771** new vehicles sold in 2022

**47%** market share of new vehicle sales in Kansas

**4,909** new green vehicles sold in 2022

**58%** 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

**\$9.1 billion** invested

### Production

**445,136** vehicles produced in 2022

**42%** of total auto production in Kentucky

**\$14.5 billion** purchased from U.S. suppliers

### Sales

**110** international nameplate dealerships

**64,870** new vehicles sold in 2022

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

**7,921** new green vehicles sold in 2022

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

### Employment

**67,832** total jobs generated in Kentucky

- **11,312** direct employment
- **5,555** dealership jobs
- **50,965** other indirect employment

**\$4.9 billion** total employee compensation

- **\$437million** dealership employee compensation
- **\$4.5 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Kentucky generated:

- **\$689 million** in state and local tax receipts and other revenues
- **\$940 million** in federal tax receipts and other revenues for the federal government
- **\$8.4 billion (3.2%)** in economic contribution to Kentucky's Gross State Product (GSP)



Every direct manufacturing job created by international automakers supports **4.2** additional jobs in Kentucky.

## 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

\*\*Production at this facility ended in 2022

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



**\$14 million** purchased from U.S. suppliers in 2022

**149** international nameplate dealerships

**7,205** dealership jobs

**\$583 million** dealership employee compensation

**89,848** new vehicles sold in 2022

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

**7,354** new green vehicles sold in 2022

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

# Maine

## Economic Impact in Maine

- \$27 million** purchased from U.S. suppliers in 2022
- 66** international nameplate dealerships
- 2,597** dealership jobs
- \$205 million** dealership employee compensation
- 32,082** new vehicles sold in 2022
- 54%** market share of new vehicle sales in Maine
- 5,139** new green vehicles sold in 2022
- 73%** market share of new green vehicle sales in Maine



# Maryland

## Economic Impact in Maryland

- \$49 million** invested
- 369** direct employment
- \$78 million** purchased from U.S. suppliers in 2022
- 218** international nameplate dealerships
- 13,845** dealership jobs
- \$1.2 billion** dealership employee compensation
- 156,631** new vehicles sold in 2022
- 64%** market share of new vehicle sales in Maryland
- 26,013** new green vehicles sold in 2022
- 64%** 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 USA Vehicle Preparation Center — Baltimore



International automakers **exported six models** from the seaport of Baltimore in 2022.

# Massachusetts

## Economic Impact in Massachusetts



**\$70 million** invested

**291** direct employment

**\$264 million** purchased from U.S. suppliers in 2022

**245** international nameplate dealerships

**12,474** dealership jobs

**\$1.2 billion** dealership employee compensation

**183,872** new vehicles sold in 2022

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

**31,528** new green vehicles sold in 2022

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

# Michigan

## Economic Impact in Michigan



**\$1.8 billion** invested

**5,515** direct employment

**\$9.2 billion** purchased from U.S. suppliers in 2022

**228** international nameplate dealerships

**9,408** dealership jobs

**\$797 million** dealership employee compensation

**107,755** new vehicles sold in 2022

**22%** market share of new vehicle sales in Michigan

**15,321** new green vehicles sold in 2022

**38%** market share of new green vehicle sales in Michigan

## 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

- Subaru Independent Distributor — Norwood

## International Automaker Facilities

### Headquarters

- Maserati North America, Inc. — Auburn Hills
- Mercedes-Benz 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 America Technical Center, Inc. — Superior Township
- Hyundai Safety Test and Investigation Laboratory — Superior Township
- Mercedes-Benz R&D North America — Ann Arbor
- Mercedes-Benz R&D North America — Farmington Hills
- Mitsubishi Motors R&D of America, Inc — Ann Arbor
- Nissan Technical Center North America — Farmington Hills

## R&D (Continued)

- 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
- Toyota Motor Sales U.S.A., Inc. Public Relations — Detroit
- Volkswagen Call Center and Technical Services — Auburn Hills

# Minnesota

## Economic Impact in Minnesota



**\$70 million** purchased from U.S. suppliers in 2022

**124** international nameplate dealerships

**6,612** dealership jobs

**\$482 million** dealership employee compensation

**94,731** new vehicles sold in 2022

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

**13,253** new green vehicles sold in 2022

**61%** 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

**\$5.2 billion** invested

### Production

**378,764** vehicles produced in 2022

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

**\$1.4 billion** purchased from U.S. suppliers

### Sales

**81** international nameplate dealerships

**50,055** new vehicles sold in 2022

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

**3,819** new green vehicles sold in 2022

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

### Employment

**31,937** total jobs generated in Mississippi

- **7,334** direct employment
- **3,478** dealership jobs
- **21,125** other indirect employment

**\$2.1 billion** total employee compensation

- **\$256 million** dealership employee compensation
- **\$1.8 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Mississippi generated:

- **\$415 million** in state and local tax receipts and other revenues
- **\$395 million** in federal tax receipts and other revenues for the federal government
- **\$4.3 billion (3.1%)** in economic contribution to Mississippi's Gross State Product (GSP)



Every direct manufacturing job created by international automakers supports **2.6** additional jobs in Mississippi.

## 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 **seven 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

**\$1.2 billion** invested

**\$865 million** purchased from U.S. suppliers



### Sales

**157** international nameplate dealerships

**95,502** new vehicles sold in 2022

**38%** market share of new vehicle sales in Missouri

**11,902** new green vehicles sold in 2022

**52%** market share of new green vehicle sales in Missouri

### Employment

**25,549** total jobs generated in Missouri

- **1,098** direct employment
- **8,004** dealership jobs
- **16,447** other indirect employment

**\$1.7 billion** total employee compensation

- **\$614 million** dealership employee compensation
- **\$1.1 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Missouri generated:

- **\$289 million** in state and local tax receipts and other revenues
- **\$300 million** in federal tax receipts and other revenues for the federal government
- **\$2.6 billion** in economic contribution to Missouri's Gross State Product (GSP)



Every direct manufacturing job created by international automakers supports **10.3** additional jobs in Missouri.

## 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



**\$5 million** purchased from U.S. suppliers in 2022

**40** international nameplate dealerships

**1,638** dealership jobs

**\$121 million** dealership employee compensation

**21,753** new vehicles sold in 2022

**40%** market share of new vehicle sales in Montana

**3,597** new green vehicles sold in 2022

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

## International Automaker Facilities

### R&D

- Hyundai America Technical Center, Inc. New Horizons Studio — Bozeman

# Nebraska

## Economic Impact in Nebraska



**\$41 million** purchased from U.S. suppliers in 2022

**54** international nameplate dealerships

**2,303** dealership jobs

**\$170 million** dealership employee compensation

**29,701** new vehicles sold in 2022

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

**3,627** new green vehicles sold in 2022

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

# Nevada

## Economic Impact in Nevada



**\$5 million** purchased from U.S. suppliers in 2022

**66** international nameplate dealerships

**6,072** dealership jobs

**\$626 million** dealership employee compensation

**70,710** new vehicles sold in 2022

**58%** market share of new vehicle sales in Nevada

**10,842** new green vehicles sold in 2022

**50%** market share of new green vehicle sales in Nevada

## International Automaker Facilities

### Finance

- Toyota Financial Savings Bank — Henderson

# New Hampshire

## Economic Impact in New Hampshire



**\$24 million** purchased from U.S. suppliers in 2022

**90** international nameplate dealerships

**3,792** dealership jobs

**\$398 million** dealership employee compensation

**47,182** new vehicles sold in 2022

**53%** market share of new vehicle sales in New Hampshire

**6,566** new green vehicles sold in 2022

**69%** market share of new green vehicle sales in New Hampshire

# New Jersey

## Economic Impact in New Jersey



**\$1.2 billion** invested

**3,788** direct employment

**\$947 million** purchased from U.S. suppliers in 2022

**323** international nameplate dealerships

**19,998** dealership jobs

**\$2.1 billion** dealership employee compensation

**290,034** new vehicles sold in 2022

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

**39,572** new green vehicles sold in 2022

**57%** 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 — Pennsauken
- Volkswagen Allendale Test Center — Allendale

### Finance

- Toyota Financial Services Eastern Regional Office — Parsippany



## Sales and Training

- BMW National Workshop — Bordentown
- BMW of North America Technical Training Center — Woodcliff Lake
- Honda/Acura Zone Office — Mt. Laurel
- Hyundai Motor America Regional Office — Jamesburg
- Infiniti Regional Office — Somerset
- Kia Regional Office — Parsippany
- 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 USA 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 of North America Vehicle Distribution Center — Jersey City
- Toyota Port Operation — Newark

# New Mexico

## Economic Impact in New Mexico



**\$120 million** purchased from U.S. suppliers in 2022

**64** international nameplate dealerships

**3,136** dealership jobs

**\$248 million** dealership employee compensation

**35,590** new vehicles sold in 2022

**51%** market share of new vehicle sales in New Mexico

**5,240** new green vehicles sold in 2022

**67%** market share of new green vehicle sales in New Mexico

# New York

## Economic Impact in New York



**\$162 million** invested  
**477** direct employment  
**\$2.6 billion** purchased from U.S. suppliers in 2022  
**535** international nameplate dealerships  
**26,600** dealership jobs  
**\$2.5 billion** dealership employee compensation  
**480,441** new vehicles sold in 2022  
**63%** market share of new vehicle sales in New York  
**66,546** new green vehicles sold in 2022  
**68%** market share of new green vehicle sales in New York

# North Carolina

## Economic Impact in North Carolina



**\$1.2 billion** invested  
**1,624** direct employment  
**\$408 million** purchased from U.S. suppliers in 2022  
**318** international nameplate dealerships  
**17,324** dealership jobs  
**\$1.5 billion** dealership employee compensation  
**226,684** new vehicles sold in 2022  
**59%** market share of new vehicle sales in North Carolina  
**30,561** new green vehicles sold in 2022  
**65%** market share of new green vehicle sales in North Carolina

## International Automaker Facilities

### Headquarters

- Aston Martin Lagonda of North America, Inc. — New York

### Sales and Training

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

### Other

- Genesis House — New York
- Genesis Studios — 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

- BMW Fort Bragg MSTEP Training Center — Fayetteville
- Subaru Area Training Center — Huntersville

\*Opening in 2025

# North Dakota

## Economic Impact in North Dakota



**31** international nameplate dealerships

**1,197** dealership jobs

**\$83 million** dealership employee compensation

**10,142** new vehicles sold in 2022

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

**954** new green vehicles sold in 2022

**59%** market share of new green vehicle sales in North Dakota

# Ohio

## Economic Impact in Ohio

**\$15.4 billion** invested



### Production

**416,379** vehicles produced in 2022

**50%** of total auto production in Ohio

**\$9.5 billion** purchased from U.S. suppliers

### Sales

**365** international nameplate dealerships

**248,460** new vehicles sold in 2022

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

**26,194** new green vehicles sold in 2022

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

### Employment

**157,401** total jobs generated in Ohio

- **16,689** direct employment
- **16,112** dealership jobs
- **124,600** other indirect employment

**\$11.4 billion** total employee compensation

- **\$1.3 billion** dealership employee compensation
- **\$10.1 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Ohio generated:

- **\$2 billion** in state and local tax receipts and other revenues
- **\$2.1 billion** in federal tax receipts and other revenues for the federal government
- **\$18.7 billion (2.3%)** in economic contribution to Ohio's Gross State Product (GSP)



Every direct manufacturing job created by international automakers supports **6.8** additional jobs in Ohio.

## Vehicles Made in Ohio



Acura Integra\*



Acura MDX\*



Acura NSX\*\*\*



Acura RDX\*



Acura TLX\*



Honda Accord\*



Honda Accord Hybrid\*



Honda CR-V\*



CR-V FCEV\*



Honda CR-V Hybrid\*

\*Exported from America

\*Production starting in 2023/2024

\*\*Production at this facility ended in 2022

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



**Nine 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 and LG Energy Solution JV Battery Plant — Jeffersonville\*\*
- Honda Marysville Auto Plant — Marysville
- Honda Performance Manufacturing Center — Marysville
- Honda Transmission Plant – Ohio — Russells Point

### R&D

- Honda Automotive Labs of Ohio (HALO) — East Liberty
- Honda Ohio Research Office (99P Labs) — Columbus
- Honda North American Auto Development Center — Raymond

### Finance

- BMW Financial Services NA, LLC — Hilliard

### Sales and Training

- Honda Manufacturing Training Center — Bellefontaine
- 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

\*\*Opening in 2025



# Oklahoma

## Economic Impact in Oklahoma



**\$187 million** purchased from U.S. suppliers in 2022

**89** international nameplate dealerships

**4,779** dealership jobs

**\$375 million** dealership employee compensation

**183,038** new vehicles sold in 2022

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

**12,422** new green vehicles sold in 2022

**53%** market share of new green vehicle sales in Oklahoma

# Oregon

## Economic Impact in Oregon



**\$107 million** invested

**514** direct employment

**\$42 million** purchased from U.S. suppliers in 2022

**137** international nameplate dealerships

**7,434** dealership jobs

**\$653 million** dealership employee compensation

**95,418** new vehicles sold in 2022

**64%** market share of new vehicle sales in Oregon

**22,535** new green vehicles sold in 2022

**67%** 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

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

## Other

- Toyota Port/Transport Operations — Portland



International automakers **exported six models** from the seaport of Portland in 2022.

# Pennsylvania

## Economic Impact in Pennsylvania



**\$25 million** invested

**289** direct employment

**\$1.1 billion** purchased from U.S. suppliers in 2022

**497** international nameplate dealerships

**22,790** dealership jobs

**\$1.7 billion** dealership employee compensation

**301,441** new vehicles sold in 2022

**58%** market share of new vehicle sales in Pennsylvania

**40,891** new green vehicles sold in 2022

**67%** 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

**\$28 million** purchased from U.S. suppliers in 2022

**40** international nameplate dealerships

**2,170** dealership jobs

**\$175 million** dealership employee compensation

**28,308** new vehicles sold in 2022

**67%** market share of new vehicle sales in Rhode Island

**3,871** new green vehicles sold in 2022

**73%** market share of new green vehicle sales in Rhode Island



# South Carolina

## Economic Impact in South Carolina

**\$15.3 billion** invested

### Production

**485,291** vehicles produced in 2022

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

**\$6.2 billion** purchased from U.S. suppliers

### Sales

**151** international nameplate dealerships

**111,469** new vehicles sold in 2022

**58%** market share of new vehicle sales in South Carolina

**11,441** new green vehicles sold in 2022

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



### Employment

**76,641** total jobs generated in South Carolina

- **15,420** direct employment
- **8,432** dealership job
- **52,789** other indirect employment

**\$5.5 billion** total employee compensation

- **\$715 million** dealership employee compensation
- **\$4.8 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in South Carolina generated:

- **\$1 billion** in state and local tax receipts and other revenues
- **\$2.1 billion** in federal tax receipts and other revenues for the federal government
- **\$11 billion (3.7%)** in economic contribution to South Carolina's Gross State Product (GSP)



Every direct manufacturing job created by international automakers supports **3.1** additional jobs in South Carolina.

## Vehicles Made in South Carolina



BMW X3\*



BMW X3 PHEV\*



BMW X4\*



BMW X5\*



BMW X5 PHEV\*



BMW X6\*



BMW X7\*



BMW XM PHEV\*



Mercedes-Benz  
Metris Cargo\*\*



Mercedes-Benz  
Sprinter Cargo\*\*



Mercedes-Benz  
Sprinter Passenger\*\*



Volvo S60\*



Volvo S60 PHEV

\*Exported from America

\*\*Assembly only

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



**Nine models** manufactured by international automakers in South Carolina are exported to **119 countries and territories** around the globe.



International automakers **exported nine models** from the seaport of Charleston in 2022.

## International Automaker Facilities

### Manufacturing

- BMW Manufacturing Corp, LLC — Florence\*\*
- BMW Manufacturing Corp, LLC — Greer
- BMW Manufacturing Corp, LLC — Woodruff\*\*
- Mercedes-Benz Vans, LLC — Ladson
- Volvo Car U.S. Operations — Ridgeville

### R&D

- BMW Group Information Technology Research Center — Greenville

### Sales and Training

- BMW of North America Training Center — Greer
- 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 USA Marshalling Yard — Ladson
- Volvo Car US Operations — Summerville

\*\*Opening in 2030

# South Dakota

## Economic Impact in South Dakota



**26** international nameplate dealerships

**950** dealership jobs

**\$68 million** dealership employee compensation

**11,686** new vehicles sold in 2022

**35%** market share of new vehicle sales in South Dakota

**1,316** new green vehicles sold in 2022

**62%** market share of new green vehicle sales in South Dakota

# Tennessee

## Economic Impact in Tennessee

**\$15.6 billion** invested



### Production

**413,746** vehicles produced in 2022

**76%** of total auto production in Tennessee

**\$6.9 billion** purchased from U.S. suppliers

### Sales

**196** international nameplate dealerships

**129,058** new vehicles sold in 2022

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

**13,000** new green vehicles sold in 2022

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

### Employment

**109,352** total jobs generated in Tennessee

- **16,972** direct employment
- **10,836** dealership jobs
- **81,544** other indirect employment

**\$8.6 billion** total employee compensation

- **\$973 million** dealership employee compensation
- **\$7.7 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Tennessee generated:

- **\$1.4 billion** in state and local tax receipts and other revenues
- **\$1.7 billion** in federal tax receipts and other revenues for the federal government
- **\$15.7 billion (3.3%)** in economic contribution to Tennessee's Gross State Product (GSP)





Every direct manufacturing job created by international automakers supports **4.3** additional jobs in Tennessee.

## Vehicles Made in Tennessee



Infiniti QX60\*



Nissan LEAF\*



Nissan Maxima\*



Nissan Murano\*



Nissan Pathfinder\*



Nissan Rogue\*



Volkswagen Atlas\*



Volkswagen Atlas  
Cross Sport



Volkswagen ID.4

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



**Seven models** manufactured by international automakers in Tennessee are exported to **31 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

**\$4.9 billion** invested

### Production

**126,189** vehicles produced in 2022

**22%** of total auto production in Texas

**\$2.5 billion** purchased from U.S. suppliers

### Sales

**638** international nameplate dealerships

**658,007** new vehicles sold in 2022

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

**69,048** new green vehicles sold in 2022

**55%** market share of new green vehicle sales in Texas

### Employment

**130,465** total jobs generated in Texas

- **12,249** direct employment
- **46,880** dealership jobs
- **71,336** other indirect employment

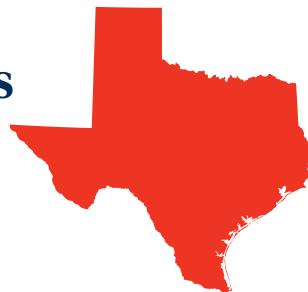
**\$10 billion** total employee compensation

- **\$4.5 billion** dealership employee compensation
- **\$5.48 billion** in direct and other indirect employee compensation

### Revenues

The economic activity of international automakers in Texas generated:

- **\$2 billion** in state and local tax receipts and other revenues
- **\$1.7 billion** in federal tax receipts and other revenues for the federal government
- **\$17.4 billion** in economic contribution to Texas's Gross State Product (GSP)



Every direct manufacturing job created by international automakers supports **2.7** additional jobs in Texas.

## Vehicles Made in Texas



Toyota Sequoia\*



Toyota Tundra\*



Toyota Tundra Hybrid\*

\*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 Texas are exported to **13 countries and territories** around the globe.

## 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 — 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
- Toyota Insurance Management Solutionsr — Plano

## 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 USA 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 Car USA Dealer Training Academy — Irving

## Parts Centers

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

**\$29 million** purchased from U.S. suppliers in 2022

**78** international nameplate dealerships

**5,244** dealership jobs

**\$435 million** dealership employee compensation

**66,331** new vehicles sold in 2022

**50%** market share of new vehicle sales in Utah

**10,972** new green vehicles sold in 2022

**57%** market share of new green vehicle sales in Utah



# Vermont

## Economic Impact in Vermont

**\$173 million** purchased from U.S. suppliers in 2022

**42** international nameplate dealerships

**1,369** dealership jobs

**\$109 million** dealership employee compensation

**20,295** new vehicles sold in 2022

**58%** market share of new vehicle sales in Vermont

**3,780** new green vehicles sold in 2022

**71%** 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



**\$188 million** invested

**989** direct employment

**\$134 million** purchased from U.S. suppliers in 2022

**282** international nameplate dealerships

**17,160** dealership jobs

**1.4 billion** dealership employee compensation

**191,302** new vehicles sold in 2022

**64%** market share of new vehicle sales in Virginia

**29,831** new green vehicles sold in 2022

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

# Washington

## Economic Impact in Washington



**\$17 million** invested

**482** direct employment

**\$75 million** purchased from U.S. suppliers in 2022

**212** international nameplate dealerships

**13,386** dealership jobs

**\$1.2 billion** dealership employee compensation

**165,152** new vehicles sold in 2022

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

**39,452** new green vehicles sold in 2022

**62%** 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

**\$1.6 billion** invested



### Production

**\$2.0 billion** purchased from U.S. suppliers

### Sales

**76** international nameplate dealerships

**40,838** new vehicles sold in 2022

**55%** market share of new vehicle sales in West Virginia

**4,216** new green vehicles sold in 2022

**80%** market share of new green vehicle sales in West Virginia

### Employment

**11,598** total jobs generated in West Virginia

- **2,542** direct employment
- **2,714** dealership jobs
- **6,342** other indirect employment

**\$756 million** total employee compensation

- **\$186 million** dealership employee compensation
- **\$570 million** in direct and other indirect employee compensation

## Revenues

The economic activity of international automakers in West Virginia generated:

- **\$170 million** in state and local tax receipts and other revenues
- **\$141 million** in federal tax receipts and other revenues for the federal government
- **\$1.5 billion** in economic contribution to West Virginia's Gross State Product (GSP)



Every direct manufacturing job created by international automakers supports **2** additional jobs in West Virginia.

## International Automaker Facilities Manufacturing

- Toyota Motor Manufacturing West Virginia — Buffalo

# Wisconsin

## Economic Impact in Wisconsin



**\$134 million** purchased from U.S. suppliers in 2022

**186** international nameplate dealerships

**7,350** dealership jobs

**\$493 million** dealership employee compensation

**92,320** new vehicles sold in 2022

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

**12,142** new green vehicles sold in 2022

**64%** 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

**756** dealership jobs

**\$52 million** dealership employee compensation

**7,926** new vehicles sold in 2022

**40%** market share of new vehicle sales in Wyoming

**1,117** new green vehicles sold in 2022

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



# Automakers

Automakers



# International Automakers in America

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## Aston Martin

**U.S. Headquarters:**

New York, New York

**U.S. Operations Established:** 1964

**astonmartin.com**

**Aston Martin Lagonda of North America, Inc.**

11 West 42nd Street  
Floor 22  
New York, NY 10036

## BMW Group

**U.S. Headquarters:**

Woodcliff Lake, New Jersey

**U.S. Operations Established:** 1975

**Brands:** BMW, MINI, Rolls-Royce, and BMW Motorrad

**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

**cars.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**

**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, D.C. 20004  
T 202.899.1000

# Subaru

**U.S. Headquarters:**

Camden, New Jersey

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

**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**

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

T 202.412.5935

# 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, D.C. 20004  
T 202.463.6800

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

- The 2022 Autos Drive America and AIADA Economic Impact Survey
- The 2022 Autos Drive America Workforce Development Survey
- AIADA's membership roster
- NADA DATA
- WardsAuto InfoBank
- IHS Markit New Vehicle Registration Data

**Automobile manufacturers participating in the 2022 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.