



International Automakers and Dealers in America



Economic Impact Report 2024

Autos Drive America Members



HONDA



TOYOTA

VOLKSWAGEN
GROUP OF AMERICA

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AIADA Members



Polestar



V O L V O

Table of Contents

Opening Messages

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

Investment

Manufacturing	4
Green Manufacturing	8
Vehicles Made in America	10
Capital and Community Investment	12
Research & Development	14

People

Employment	18
Workforce Development	19

Trade

U.S.-Made Exports	20
Top Export Markets	22
Exports by Seaport	23

Sales

Dealerships	24
U.S. Vehicle Sales	26
Green Vehicle Sales	28

States	30
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Automakers	110
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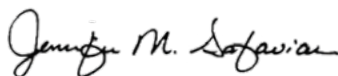
International automakers have made the United States their home through their investments, their presence in communities across the nation, and the jobs and benefits they provide for their dedicated workforce. Over the past 60 years, they have cemented their commitment with more than \$109 billion invested in U.S. operations.

As President & CEO of Autos Drive America, the leading voice for international automakers in the United States, I'm proud to report that our members reached a pivotal milestone last year: In 2023, for the first time ever, international automakers produced more light vehicles in the U.S. than the Detroit-3. This exciting achievement is not only because of the quality vehicles our members produce, it's a testament to the dedication of our workforce, the support of our communities, and the commitment of the automakers who have made the U.S. their home.

Our 2024 Economic Impact Report illustrates how international automakers are helping to usher in a new chapter of U.S. manufacturing. Last year, Autos Drive America's members directly employed 156,000 Americans, with more than 100,000 jobs in manufacturing.

Our members' investments go far beyond their assembly lines—they extend into community engagement, educational programs, and partnerships that support local development and growth.

At Autos Drive America, we are proud to support and advocate for international automakers as they continue to drive economic growth and innovation in communities across America.



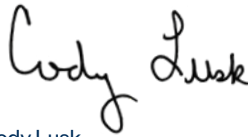
Jennifer M. Safavian
Autos Drive America President & CEO



Since the first “foreign” dealership opened in the United States more than 70 years ago, America’s international nameplate automobile dealers have established themselves as vital contributors to our nation’s sustained health and development. Every day, I see firsthand the many ways in which members of the American International Automobile Dealers Association create jobs, form lasting connections within their communities, and defy their “foreign” label. Along with our partners at Autos Drive America, I’m pleased to present this annual report which captures just some of the extraordinary economic impact our members, large and small, make in America.

The growth generated by international nameplate dealers and manufacturers can’t be expressed exclusively in data, but the numbers in this report do allow for a better understanding of just how committed AIADA’s members and partners are to designing, manufacturing, and selling vehicles in the United States. Today, international nameplate dealerships are responsible for 57 percent of all vehicles sold here and more than 50 percent of all dealership employment. With a payroll of \$48 billion, international nameplate dealerships are offering financial security and career stability in every corner of our nation.

As an association of dealers, AIADA is committed to broadening all Americans’ understanding of the tremendous investment our manufacturers and retailers are making in our country. Thanks to the remarkable efforts of the men and women who keep our industry moving forward, and who are celebrated in this report, the future has never been brighter for auto manufacturing and retailing in the United States.



Cody Lusk
AIADA President & CEO



Investment

Investment



Manufacturing

International automakers' manufacturing workforce is responsible for producing nearly half of all cars and trucks in the U.S. Our commitment to growing U.S.-based operations has given rise to a robust and dynamic workforce that now stands 156,000 strong, with two-thirds of those opportunities in manufacturing.



31

31 facilities producing vehicles, batteries, and components



4.9M

4.9 million vehicles produced in 2023



48%

48% of all U.S. vehicle production in 2023



\$106B

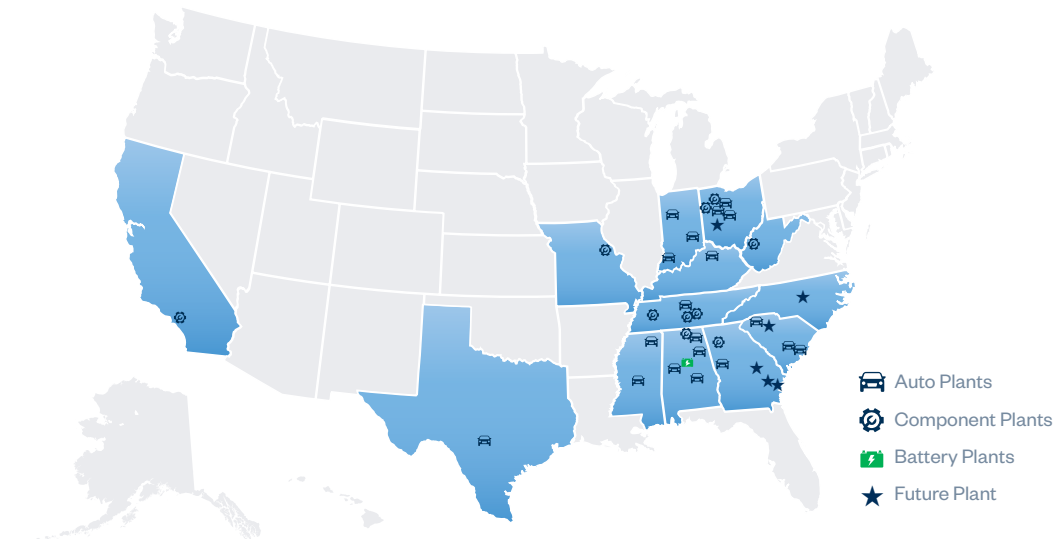
\$106 billion parts and materials purchased in 2023



\$37B

\$37 billion goods and services purchased in 2023

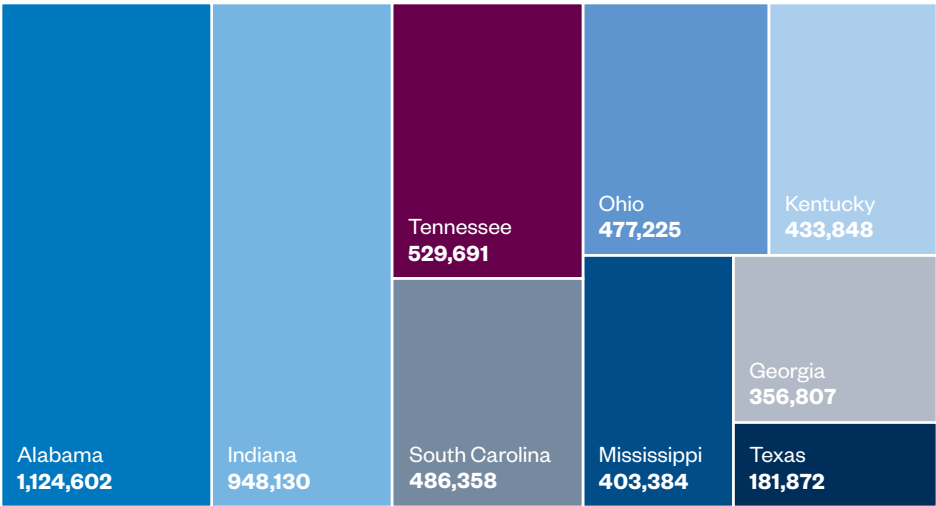
13 States with International Automaker Manufacturing Facilities



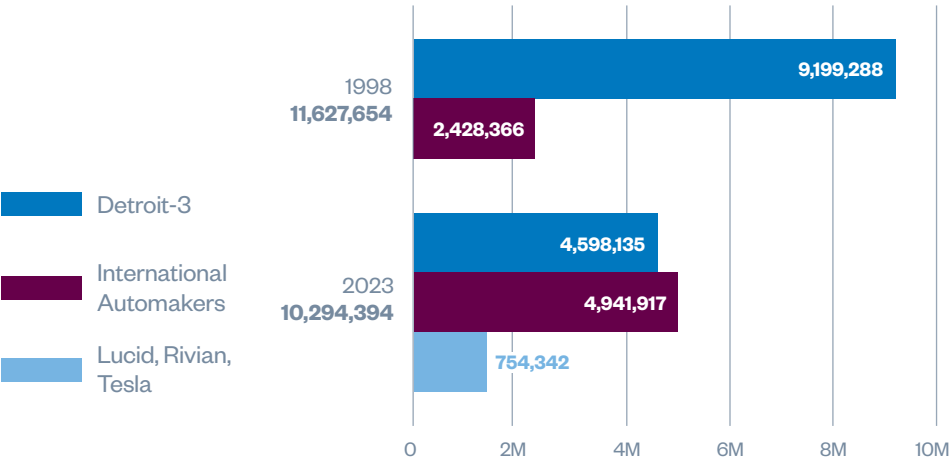
Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts.

U.S. supplier purchases include parts and materials as well as goods and services.

4.9 Million Vehicles Were Produced Across Nine States in 2023



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 GV70, Genesis Electrified GV70, Santa Cruz, Santa Fe, Tucson
	Mazda-Toyota		Mazda Toyota Manufacturing, U.S.A., Inc.	Huntsville	2021	Mazda CX-50, Toyota Corolla Cross, Toyota Corolla Cross Hybrid
	Mercedes-Benz		Mercedes-Benz U.S. International, Inc.	Vance	1995	EQE SUV**, EQS SUV**, Mercedes-Maybach EQS SUV**, GLE Coupe**, GLE SUV**, GLS SUV**, Mercedes-Maybach GLS SUV**
	Mercedes-Benz		Mercedes-Benz U.S. International, Inc.	Woodstock	2022	Electric vehicle batteries
	Toyota		Toyota Motor Manufacturing, Alabama	Huntsville	2001	4-cylinder, V-6, V-6 Turbo, and Hybrid 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, Crosstrek, Legacy, Outback
	Toyota		Toyota Motor Manufacturing, Indiana	Princeton	1996	Grand Highlander, Grand Highlander Hybrid, Highlander, Highlander Hybrid, Sienna Hybrid, Lexus TX, Lexus TX Hybrid, Lexus TX PHEV
Kentucky	Toyota		Toyota Motor Manufacturing, Kentucky	Georgetown	1986	Camry, Camry Hybrid, RAV4 Hybrid, Lexus ES, Lexus ES Hybrid, 4-cylinder and V-6 engines, powertrain parts, hydrogen and fuel cell modules
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
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 e:FCEV
	Honda	 Honda Transmission Plant – Ohio	Russells Point	1996	Transmissions, gears, four-wheel-drive components, hybrid-electric systems
South Carolina	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	eSprinter Vans**, Sprinter Cargo**, SprinterCrew**, Sprinter Passenger**
	Volvo Cars	 Volvo Car U.S. Operations	Ridgeville	2018	S60 PHEV, S60 Sedan
Tennessee	Nissan	 INFINITI 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, 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 engines



21 Auto Plants



10 Component Plants



6 Battery Plants

**Assembly only

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

Green Manufacturing

Over the past five years alone, international automakers have committed \$35 billion toward U.S. green vehicle production. Our investments are paving the way for the future while providing consumers with some of the most exciting green cars on the road.



30 green vehicle models* were produced in America in 2023



21 hybrid models produced in America in 2023



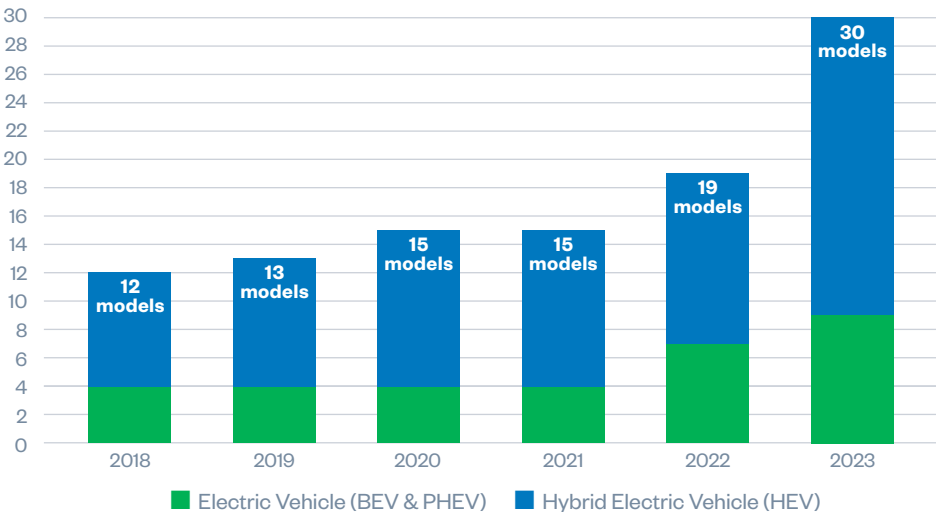
4 battery electric vehicle (BEV) models produced in America in 2023



5 plug-in hybrid electric vehicle (PHEV) models produced in America in 2023

*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).

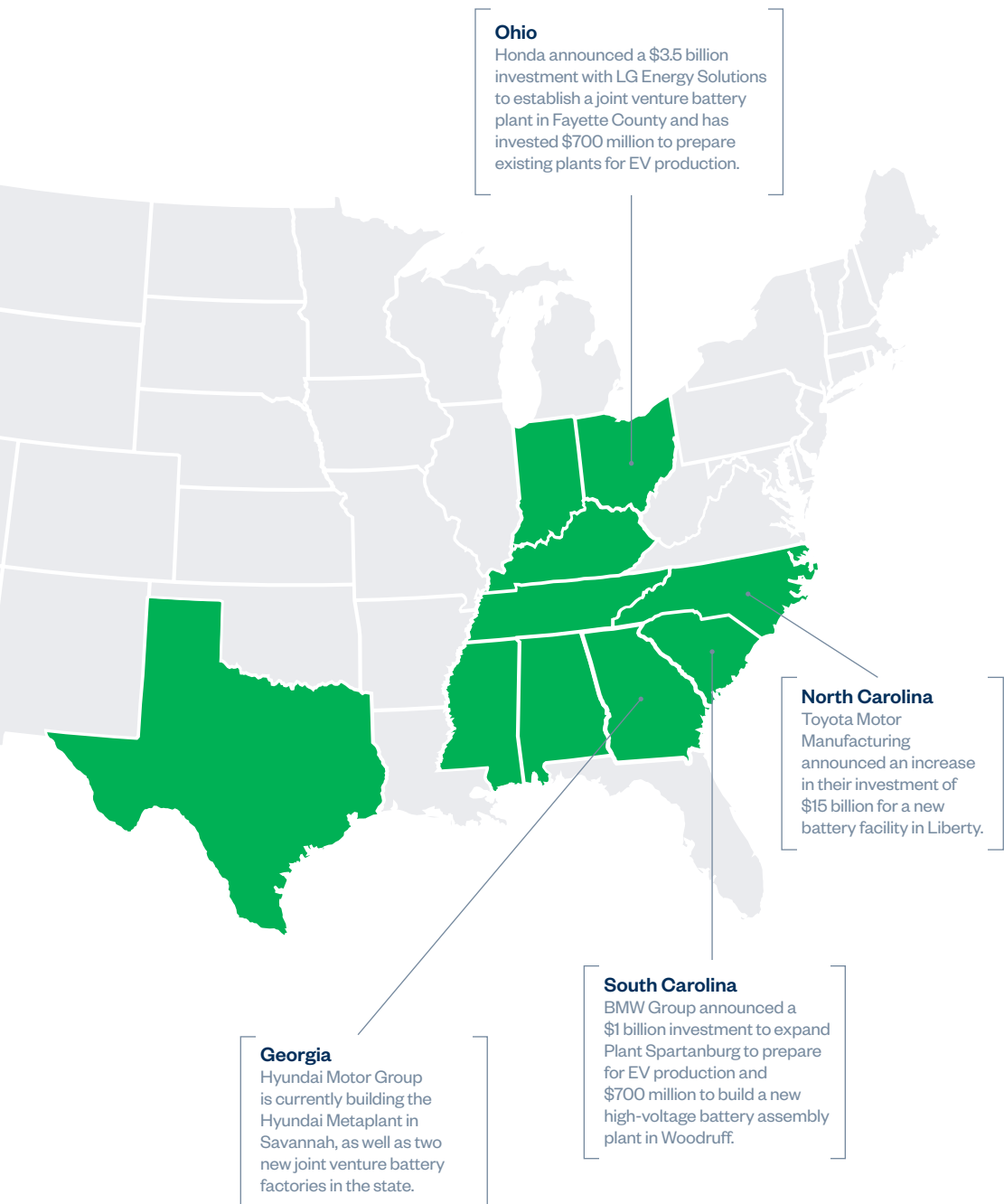
Green Vehicle Models Produced in the U.S. Have Increased **58%** Since 2018



Source: Model counts based on Wards Automotive Production Data 2018-2023.

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

10 states with Current or Future Green Vehicle and Battery Manufacturing Facilities



Vehicles Made in America



Acura Integra*
Made in Ohio



Acura MDX*
Made in Ohio



Acura RDX*
Made in Ohio



Acura TLX*
Made in Ohio



BMW X5 PHEV*
Made in South Carolina



BMW X6*
Made in South Carolina



BMW X7*
Made in South Carolina



BMW XM PHEV*
Made in South Carolina



Honda Civic*
Made in Indiana



Honda CR-V*
Made in Indiana and Ohio



Honda CR-V e: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 Tucson
Made in Alabama



Kia Telluride*
Made in Georgia



Lexus ES*
Made in Kentucky



Lexus ES Hybrid*
Made in Kentucky



Lexus TX*
Made in Indiana



Mercedes-Benz
GLE Coupe**
Made in Alabama



Mercedes-Benz
GLE SUV**
Made in Alabama



Mercedes-Benz
GLS SUV**
Made in Alabama



Mercedes-Maybach
EQS SUV**
Made in Alabama



Mercedes-
Maybach GLS**
Made in Alabama



Nissan Frontier*
Made in Mississippi



Nissan LEAF*
Made in Tennessee



Nissan Murano*
Made in Tennessee



Nissan Pathfinder*
Made in Tennessee



Nissan Rogue*
Made in Tennessee



Subaru Outback*
Made in Indiana



Toyota Camry*
Made in Kentucky



Toyota Camry Hybrid*
Made in Kentucky



Toyota Corolla*
Made in Mississippi



Toyota Corolla Cross*
Made in Alabama



Toyota 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

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



BMW X3*
Made in South Carolina



BMW X3 PHEV*
Made in South Carolina



BMW X4*
Made in South Carolina



BMW X5*
Made in South Carolina



Genesis GV70*
Made in Alabama



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



Infiniti QX60*
Made in Tennessee



Kia K5*
Made in Georgia



Kia Sorento*
Made in Georgia



Kia Sportage*
Made in Georgia



Lexus TX Hybrid*
Made in Indiana



Lexus TX PHEV
Made in Indiana



Mazda CX-50*
Made in Alabama



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



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



Mercedes-Benz
eSprinter Van
Made in South Carolina



Mercedes-Benz
Sprinter Cargo**
Made in South Carolina



Mercedes-Benz
Sprinter Crew**
Made in South Carolina



Mercedes-Benz
Sprinter Passenger**
Made in South Carolina



Nissan Altima*
Made in Mississippi



Nissan Titan*
Made in Mississippi



Nissan Titan XD
Made in Mississippi



Subaru Ascent*
Made in Indiana



Subaru Crosstrek*
Made in Indiana



Subaru Legacy*
Made in Indiana



Toyota Corolla Cross
Hybrid*
Made in Alabama



Toyota Grand
Highlander*
Made in Indiana



Toyota Grand Highlander
Hybrid*
Made in Indiana



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*
Made in South Carolina



Volvo S60 PHEV
Made in South Carolina

*Exported from America **Assembly only

Capital and Community Investment

International automakers are economic drivers for communities in every state across the country. With \$109 billion invested in the U.S. over the past 60 years, international automakers are committed to growing the American economy and creating opportunities for our workforce to thrive.



\$109B

International automakers have invested \$109 billion into U.S. operations



52%

Total investment has increased 52% in the past nine years



500

International automakers operate 500 facilities across 36 states



\$37.9B

\$37.9 billion generated in state and local tax receipts and other revenues



\$47.7B

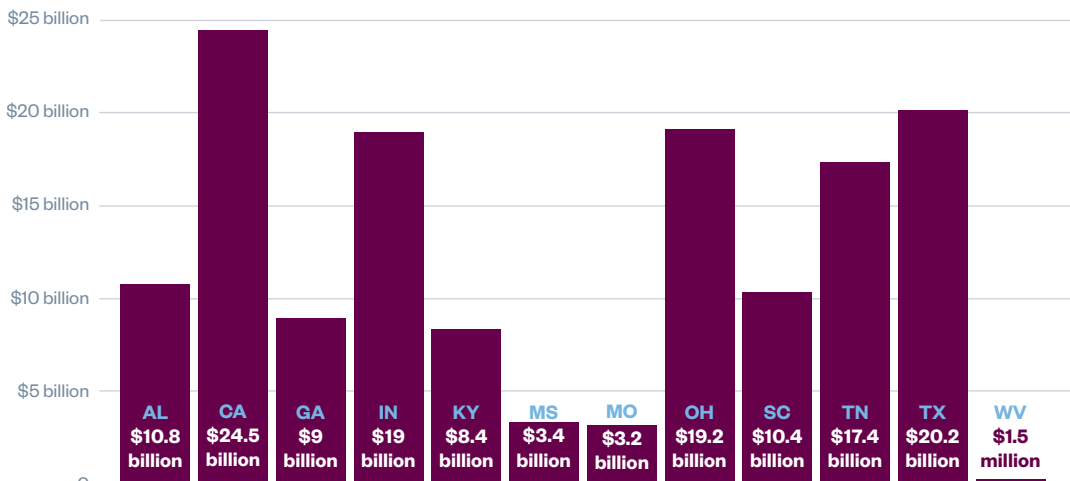
\$47.7 billion generated in federal tax receipts and other revenues



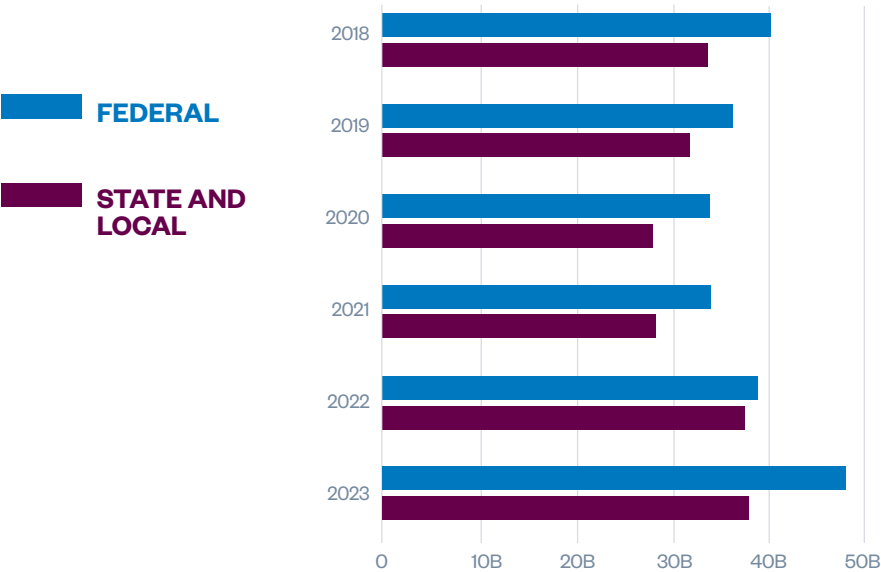
\$328B

\$328 billion contributed to gross domestic product in 2023

International Automakers and Auto Dealers Contributed Billions of Dollars to Gross State Product in 2023



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



Research & Development

The automotive industry is in the midst of one of the most significant transitions in the past century, and international automakers are leading the way. Our investments in cutting-edge technologies are paving the way for safer, greener, and more advanced vehicles for consumers while creating thousands of jobs nationwide.



76

76 R&D facilities
located in 15 states



8,800

Nearly 8,800 R&D
employees



82

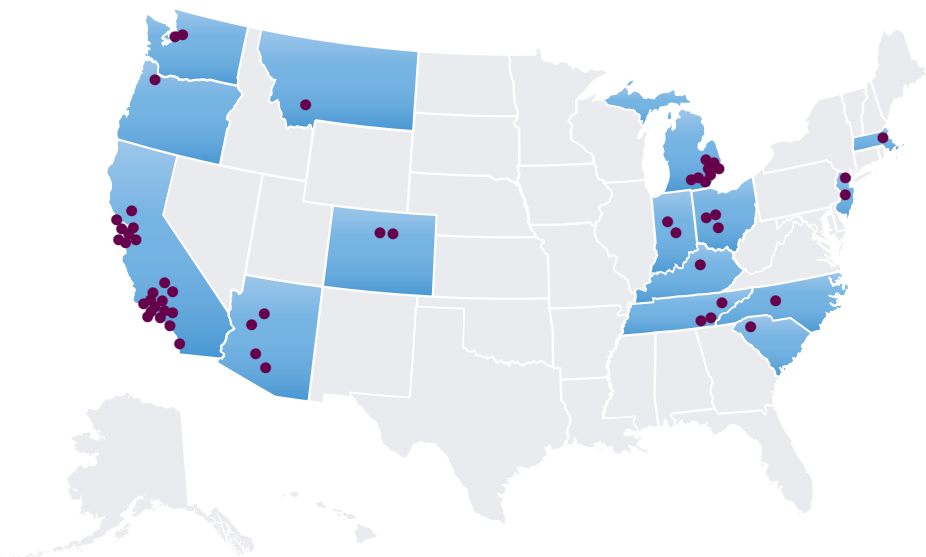
82 different models designed or
developed in the U.S.



79%

79% of R&D employees are
located in California, Michigan,
and Ohio

R&D Operations Locations 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



GENESIS

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



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



Hyundai Accent
Hyundai Elantra*
Hyundai Elantra Hybrid
Hyundai Ioniq 5*
Hyundai Ioniq 6
Hyundai Kona*
Hyundai Kona EV
Hyundai Nexo
Hyundai Palisade
Hyundai Santa Cruz
Hyundai Santa Fe
Hyundai Santa Fe Hybrid
Hyundai Santa Fe PHEV
Hyundai Sonata
Hyundai Sonata Hybrid
Hyundai Tucson
Hyundai Tucson Hybrid
Hyundai Tucson PHEV
Hyundai Veloster N
Hyundai Venue



Infiniti QX50
Infiniti QX55
Infiniti QX60



Kia EV6
Kia EV9
Kia K5
Kia Cadenza*
Kia Carnival
Kia Forte*
Kia Niro*
Kia Rio*
Kia Sedona*
Kia Seltos
Kia Sorento*
Kia Soul*
Kia Sportage
Kia Stinger
Kia Telluride



Lexus ES
Lexus ES Hybrid
Lexus NX
Lexus NX Hybrid



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



TOYOTA

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

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

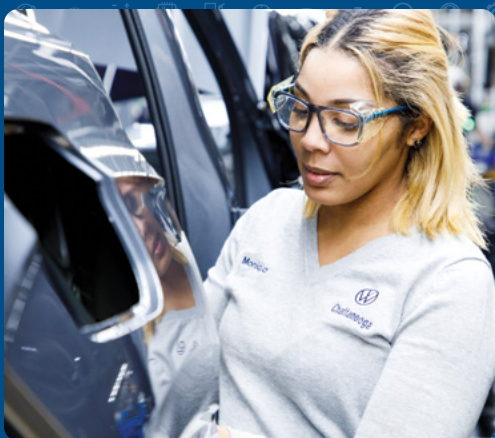
R&D Facilities

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	  Caltly Design Research (Innovation Hub)	Oakland
	Toyota	 Caltly 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 (Volkswagen)	San Jose
	Volkswagen	 Audi of America Design Loft (Volkswagen)	Malibu
	Volkswagen	 Volkswagen Innovation and Engineering Center California	Belmont

State	Company		Facility	City
	Volkswagen		Volkswagen Test Center California	Oxnard
	Volvo Cars		Volvo Car Autonomous Drive	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	Honda		American Honda Motor Indianapolis Development Facility	Brownsburg
	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 Fuel Cell System Manufacturing, LLC	Brownstown
	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		Calty Design Research (Toyota)	Ann Arbor
	Toyota		Toyota Motor North America R&D	Ann Arbor
	Toyota		Toyota Motor North America R&D	Saline
	Toyota		Toyota Research Institute	Ann Arbor
Montana	Hyundai		Hyundai America Technical Center, Inc. New Horizons Studio	Bozeman
New Jersey	Subaru		Subaru Research & Development	Pennsauken
	Volkswagen		Volkswagen Allendale Test Center	Allendale
North Carolina	Toyota		Toyota Racing Development	Salisbury
Ohio	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
Oregon	JLR		Jaguar Land Rover Global Digital Design Center	Portland
South Carolina	BMW		BMW Group Information Technology Research Center	Greenville
Tennessee	Volkswagen		Volkswagen Battery Engineering Lab	Chattanooga
	Volkswagen		Volkswagen Innovation Hub	Knoxville
	Volkswagen		Volkswagen North American Engineering and Planning Center	Chattanooga
Washington	Mercedes-Benz		Mercedes-Benz R&D North America	Seattle
	Volkswagen		Volkswagen Automotive Cloud, LLC	Redmond

People

People



Employment

Our workforce powers everything we do. International automakers created 2.4 million jobs in 2023, helping to drive the growth of America's skilled workforce and solidify the U.S. auto industry's competitive edge on the global stage.



156,000

156,000 direct U.S.
employees



\$15B

Direct employee payroll
of \$15 billion



102,600

102,600 of direct jobs
are in manufacturing



2.4M

2.4 million direct and indirect¹
U.S. jobs generated



\$191B

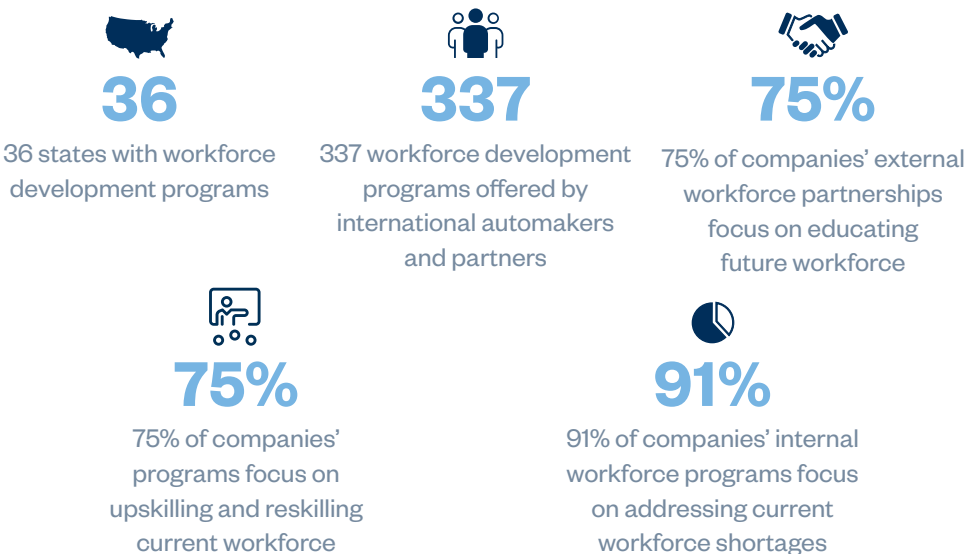
Total employee compensation
of \$191 billion¹ in 2023

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



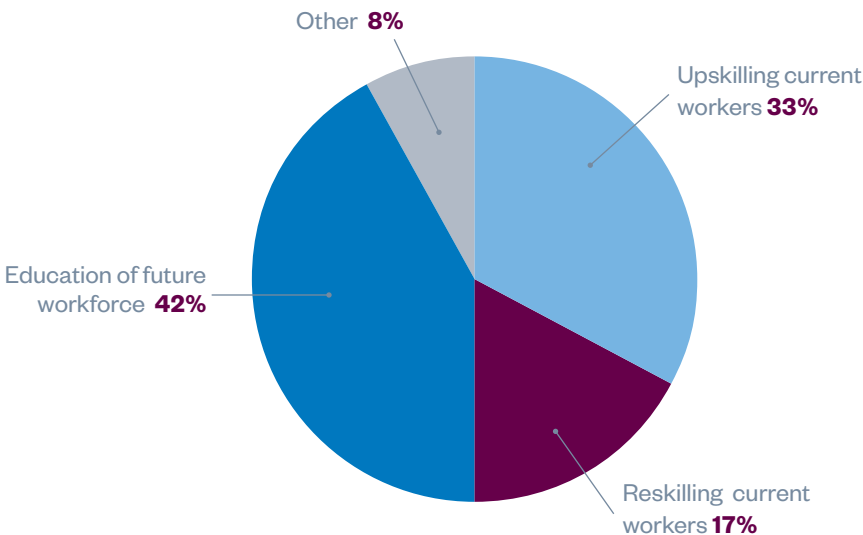
Workforce Development

By investing in our talented employees through workforce development programs and other expanded opportunities for growth, international automakers are preparing our people today to meet the challenges of tomorrow.



Source: The 2024 Autos Drive America Workforce Development Survey

Workforce Development Investment Priorities



Trade

Trade



U.S.-Made Exports

The success of the U.S. automotive industry depends on its performance on the global stage, where the free exchange of goods isn't just beneficial, it's essential to progress, economic growth, and innovation.



\$24B

\$24 billion in vehicle exports in 2023



762K

762,500 U.S.-built vehicles exported by international automakers in 2023



130+

Vehicles exported to more than 130 countries and territories



15%

15% of American-made vehicles were exported in 2023



72

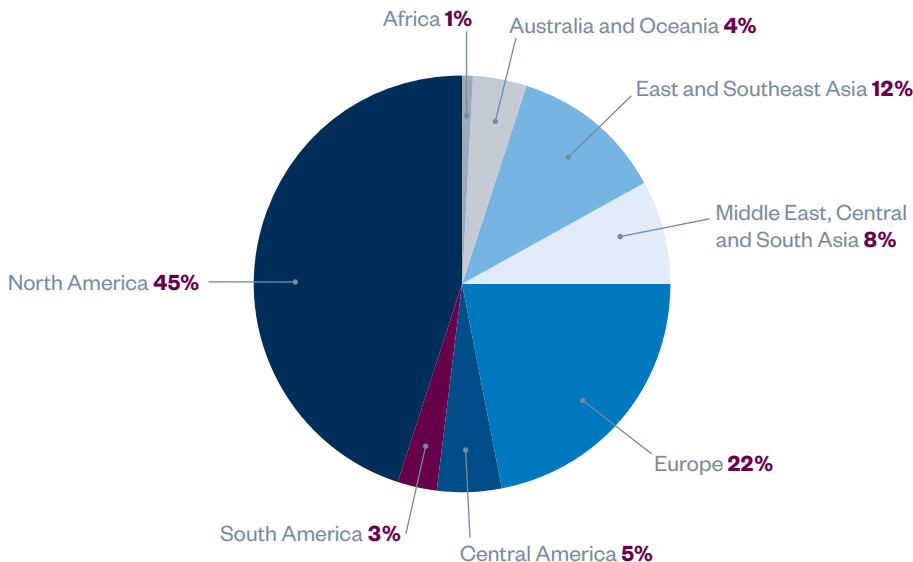
72 different models exported from international automakers' U.S. manufacturing facilities



42%

42% of exports in 2023 were to U.S. free trade agreement partners

U.S. Built Vehicles are Exported Worldwide



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



Trade Supports Jobs in Manufacturing States

State	Total Jobs	2023 Production	Models Exported
Alabama	88,947	1,124,602	Honda: Odyssey, Passport, Pilot, Ridgeline Hyundai: Elantra, Genesis GV70, Genesis Electrified GV70, Santa Cruz, Santa Fe Mazda: CX-50 Mercedes-Benz: EQE SUV, EQS SUV, Mercedes-Maybach EQS SUV, GLE Coupe, GLE SUV, GLS SUV, Mercedes-Maybach GLS SUV Toyota: Corolla Cross, Corolla Cross Hybrid
Georgia	70,616	356,807	Kia: K5, Sorento, Sportage, Telluride
Indiana	124,135	948,130	Honda: Civic, CR-V, CR-V Hybrid Subaru: Ascent, Crosstrek, Legacy, Outback Toyota: Grand Highlander, Grand Highlander Hybrid, Highlander, Highlander Hybrid, Sienna Hybrid, Lexus TX, Lexus TX Hybrid, Lexus TX PHEV
Kentucky	72,268	433,848	Toyota: Camry, Camry Hybrid, Lexus ES, Lexus ES Hybrid
Mississippi	30,830	403,384	Nissan: Altima, Frontier, Titan Toyota: Corolla
Ohio	165,075	477,225	Honda: Accord, Accord Hybrid, CR-V, CR-V Hybrid, Acura Integra, Acura MDX, Acura RDX, Acura TLX
South Carolina	80,526	486,358	BMW: X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7, XM PHEV Volvo: S60
Tennessee	116,676	529,691	Nissan: LEAF, Murano, Pathfinder, Rogue, Infiniti QX60 Volkswagen: Atlas, Atlas Cross Sport, ID.4
Texas	149,161	181,872	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>	190,207
2	European Union*	101,968
3	<i>Mexico</i>	60,541
4	Gulf Cooperation Council**	41,095
5	<i>South Korea</i>	30,499
6	China	23,885
7	<i>Australia</i>	19,082
8	Puerto Rico	18,119
9	United Kingdom	11,490
10	<i>Colombia</i>	5,634
11	Japan	5,020
12	Switzerland	4,526
13	Brazil	3,590
14	Thailand	3,350
15	Netherlands	2,907
16	Peru	2,877
17	<i>Chile</i>	2,656
18	New Zealand	2,389
19	Dominican Republic	2,292
20	South Africa	2,257

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



Exports by Seaport

Port	Models Exported
Long Beach, CA	<p>Honda: Accord, Accord Hybrid, Civic, CR-V, CR-V Hybrid, Odyssey, Passport, Pilot, Ridgeline, Acura Integra, Acura MDX, Acura RDX, Acura TLX</p> <p>Nissan: Altima</p> <p>Subaru: Ascent, Crosstrek, Outback</p> <p>Toyota: Corolla Cross, Corolla Cross Hybrid, Grand Highlander Hybrid, Highlander, Highlander Hybrid, Sequoia, Sienna Hybrid, Tundra Hybrid</p>
Los Angeles, CA	Nissan: Altima, Frontier, LEAF, Pathfinder, Titan, Infiniti QX60
Oakland, CA	Toyota: Sequoia Hybrid, Tundra
Port Hueneme, CA	<p>Honda: Accord, Accord Hybrid, Civic, CR-V, CR-V Hybrid, Odyssey, Pilot, Acura Integra, Acura MDX</p> <p>Toyota: Highlander, Highlander Hybrid, Sienna Hybrid</p>
Blount Island, FL	<p>Toyota: Camry, Camry Hybrid, Corolla Cross, Corolla Cross Hybrid, Highlander Hybrid, RAV4 Hybrid, Sienna Hybrid, Tundra, Tundra Hybrid, Lexus ES, Lexus ES Hybrid, Lexus TX Hybrid</p>
Jacksonville, FL	<p>BMW: X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7, XM PHEV</p> <p>Honda: Accord, Accord Hybrid, Civic, CR-V, CR-V Hybrid, Odyssey, Pilot, Passport, Ridgeline, Acura Integra, Acura MDX, Acura RDX, Acura TLX</p> <p>Hyundai: Santa Cruz, Santa Fe, Genesis GV70, Genesis Electrified GV70</p> <p>Kia: K5, Sorento, Sportage, Telluride</p> <p>Mazda: CX-50</p> <p>Mercedes-Benz: EQE SUV, EQS SUV, GLE Coupe, GLE SUV, GLS SUV, Mercedes-Maybach GLS SUV</p> <p>Nissan: Altima, Frontier, LEAF, Murano, Pathfinder, Titan, Infiniti QX60</p> <p>Subaru: Ascent, Impreza, Crosstrek, Outback</p> <p>Toyota: Camry, Camry Hybrid, Corolla, Corolla Cross, Grand Highlander, Grand Highlander Hybrid, Highlander, Highlander Hybrid, Sienna Hybrid, Tundra, Tundra Hybrid, Lexus ES, Lexus ES Hybrid, Lexus TX, Lexus TX Hybrid</p> <p>Volkswagen: Atlas</p> <p>Volvo: S60</p>
Miami, FL	Honda: CR-V, Odyssey, Pilot, Ridgeline
Port Everglades, FL	<p>BMW: X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7, XM PHEV</p> <p>Honda: CR-V, Odyssey, Pilot, Ridgeline, Acura Integra, Acura MDX, Acura NSX Acura RDX</p> <p>Hyundai: Santa Fe</p> <p>Mercedes-Benz: EQE SUV, EQS SUV, GLE SUV, GLS SUV, Mercedes-Maybach GLS SUV</p> <p>Volkswagen: Atlas</p>
Brunswick, GA	<p>BMW: X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7, XM PHEV</p> <p>Honda: Accord Hybrid, CR-V, Odyssey, Pilot, Ridgeline, Acura Integra</p> <p>Kia: Telluride</p> <p>Mercedes-Benz: EQE SUV, EQS SUV, GLE SUV, GLS SUV, Mercedes-Maybach EQS SUV, Mercedes-Maybach GLS SUV</p> <p>Nissan: Altima, Murano, Pathfinder, Infiniti QX60</p> <p>Toyota: Camry, Highlander, Highlander Hybrid</p> <p>Volkswagen: Atlas</p> <p>Volvo: S60</p>
Savannah, GA	<p>BMW: X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7, XM PHEV</p> <p>Honda: Ridgeline</p> <p>Mercedes-Benz: EQE SUV, EQS SUV, GLE Coupe, GLE SUV, GLS SUV, Mercedes-Maybach GLS SUV</p> <p>Nissan: Pathfinder, Infiniti QX60</p> <p>Subaru: Ascent</p>
Baltimore, MD	<p>BMW: X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7, XM PHEV</p> <p>Honda: Accord, Accord Hybrid, Civic, CR-V, CR-V Hybrid, Acura Integra, Acura MDX, Acura RDX, Acura TLX</p> <p>Subaru: Ascent, Outback</p> <p>Toyota: Highlander Hybrid, Sequoia Hybrid, Tundra</p>
Buffalo, NY	Nissan: Altima, Frontier, LEAF, Murano, Pathfinder, Rogue, Infiniti QX60
Portland, OR	Honda: Accord, Accord Hybrid, Civic, CR-V, CR-V Hybrid, Odyssey, Pilot, Ridgeline
Charleston, SC	<p>BMW: X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7, XM PHEV</p> <p>Nissan: Rogue</p> <p>Volvo: S60</p>

Sales

Sales



Dealerships

International nameplate dealers take pride in serving as pillars of communities nationwide. With their employees constituting over half of all dealership jobs in the U.S., these dealerships serve as the forefront representatives of the auto manufacturers and the ambassadors of their brands.



9,403

9,403 international nameplate automobile dealer franchises across the country



560,358

560,358 direct U.S. dealership employees



\$48B

Payroll of \$48 billion



50%+

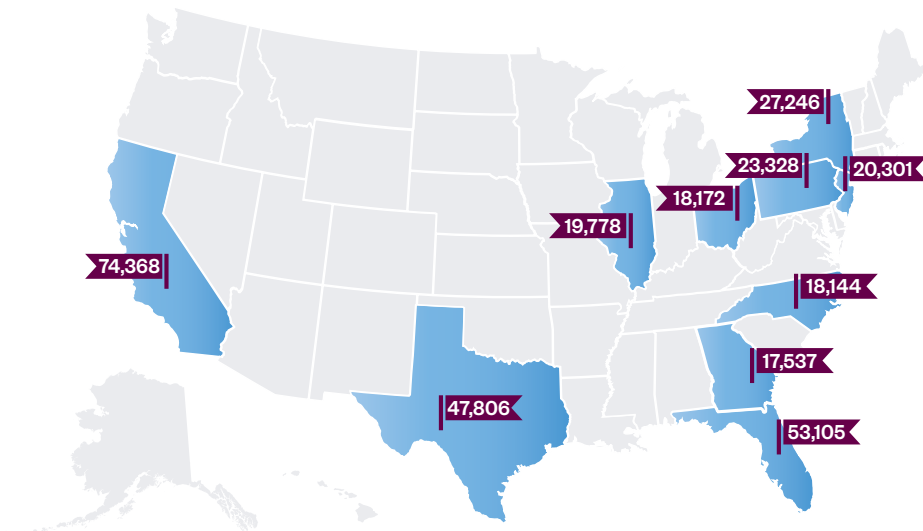
More than half of all U.S. dealership jobs are created by international nameplate automobile dealers



608,000

608,000 indirect jobs created by international nameplate dealerships in 2023

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	7,128	\$81,692	\$582,300,576
Alaska	21	768	\$78,364	\$60,183,552
Arizona	160	15,246	\$87,100	\$1,327,926,600
Arkansas	72	3,195	\$73,320	\$234,257,400
California	972	74,368	\$97,188	\$7,227,677,184
Colorado	160	10,875	\$88,088	\$957,957,000
Connecticut	174	8,262	\$85,852	\$709,309,224
Delaware	36	2,010	\$76,804	\$154,376,040
Florida	620	53,105	\$92,560	\$4,915,398,800
Georgia	266	17,537	\$89,388	\$1,567,597,356
Hawaii	40	2,255	\$86,164	\$194,299,820
Idaho	63	3,339	\$77,896	\$260,094,744
Illinois	378	19,778	\$78,780	\$1,558,110,840
Indiana	187	8,778	\$74,412	\$653,188,536
Iowa	93	3,431	\$73,840	\$253,345,040
Kansas	85	3,572	\$71,916	\$256,883,952
Kentucky	109	5,600	\$75,244	\$421,366,400
Louisiana	153	7,315	\$75,452	\$551,931,380
Maine	66	2,650	\$78,104	\$206,975,600
Maryland	218	14,040	\$84,968	\$1,192,950,720
Massachusetts	244	12,650	\$96,044	\$1,214,956,600
Michigan	228	9,462	\$81,900	\$774,937,800
Minnesota	124	6,728	\$73,164	\$492,247,392
Mississippi	81	3,724	\$69,264	\$257,939,136
Missouri	152	7,965	\$75,088	\$598,075,920
Montana	40	1,634	\$75,088	\$122,693,792
Nebraska	54	2,352	\$72,124	\$169,635,648
Nevada	66	6,080	\$96,252	\$585,212,160
New Hampshire	91	3,871	\$97,708	\$378,227,668
New Jersey	324	20,301	\$97,084	\$1,970,902,284
New Mexico	64	3,248	\$76,128	\$247,263,744
New York	535	27,246	\$88,868	\$2,421,297,528
North Carolina	320	18,144	\$81,536	\$1,479,389,184
North Dakota	31	1,155	\$70,824	\$81,801,720
Ohio	368	18,172	\$77,064	\$1,400,407,008
Oklahoma	90	4,510	\$74,724	\$337,005,240
Oregon	138	7,493	\$80,704	\$604,715,072
Pennsylvania	497	23,328	\$73,164	\$1,706,769,792
Rhode Island	40	2,170	\$79,612	\$172,758,040
South Carolina	156	8,866	\$81,848	\$725,664,368
South Dakota	26	969	\$73,060	\$70,795,140
Tennessee	194	10,880	\$86,008	\$935,767,040
Texas	635	47,806	\$90,948	\$4,347,860,088
Utah	77	5,304	\$77,844	\$412,884,576
Vermont	40	1,260	\$76,804	\$96,773,040
Virginia	278	17,085	\$80,964	\$1,383,269,940
Washington	212	13,580	\$85,488	\$1,160,927,040
West Virginia	77	2,867	\$64,948	\$186,205,916
Wisconsin	185	7,500	\$67,236	\$504,270,000
Wyoming	19	756	\$69,628	\$52,638,768
Total	9,403	560,358	\$84,552*	\$48,179,422,408

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

U.S. Vehicle 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 2023. These sales represent not only vehicles sold, but jobs supported throughout the entire U.S.



8.7M

8.7 million new vehicles
sold in 2023



57%

57% market share of U.S.
new vehicle sales in 2023



\$71B

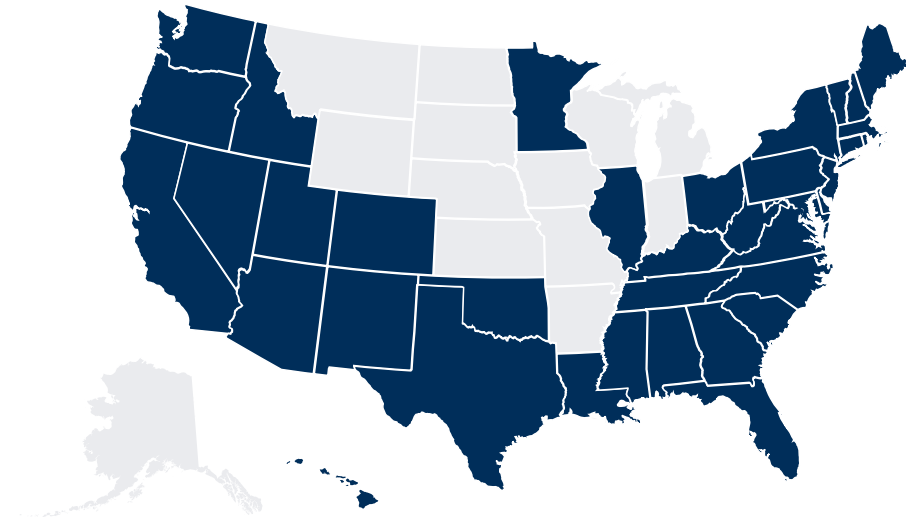
\$71 billion in parts and services sold by dealerships in 2023



\$4.4B

\$4.4 billion in advertising expenditures
by dealerships in 2023

The Majority of New Vehicles Sold in 38 States and Washington, D.C. are Made by International Automakers



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

U.S. New Vehicle Sales

State	Total Sales Volume	Int'l Automakers Sales*	Int'l Automakers Market Share
Alabama	196,050	111,346	57%
Alaska	25,489	11,894	47%
Arizona	356,790	189,214	53%
Arkansas	111,263	54,040	49%
California	1,765,705	1,126,407	64%
Colorado	271,908	156,675	58%
Connecticut	148,035	105,505	71%
Delaware	47,732	26,945	56%
District of Columbia	16,967	12,267	72%
Florida	1,329,464	855,855	64%
Georgia	460,308	266,618	58%
Hawaii	72,250	46,128	64%
Idaho	69,045	36,416	53%
Illinois	526,737	300,845	57%
Indiana	243,394	115,127	47%
Iowa	122,012	49,097	40%
Kansas	95,057	46,593	49%
Kentucky	142,775	75,723	53%
Louisiana	194,527	97,645	50%
Maine	64,679	35,701	55%
Maryland	276,996	177,566	64%
Massachusetts	313,489	211,048	67%
Michigan	526,713	125,688	24%
Minnesota	233,878	117,057	50%
Mississippi	106,207	59,885	56%
Missouri	289,161	120,075	42%
Montana	59,245	25,005	42%
Nebraska	81,942	34,830	43%
Nevada	134,198	79,935	60%
New Hampshire	89,661	51,096	57%
New Jersey	509,233	334,585	66%
New Mexico	77,486	40,234	52%
New York	854,592	543,108	64%
North Carolina	427,900	257,425	60%
North Dakota	38,160	12,082	32%
Ohio	518,999	281,292	54%
Oklahoma	501,654	255,573	51%
Oregon	155,067	98,020	63%
Pennsylvania	552,797	331,790	60%
Rhode Island	48,352	32,415	67%
South Carolina	214,109	128,764	60%
South Dakota	37,916	13,408	35%
Tennessee	289,217	172,218	60%
Texas	1,488,669	777,699	52%
Utah	148,451	74,926	50%
Vermont	39,749	23,269	59%
Virginia	341,249	217,232	64%
Washington	282,925	183,173	65%
West Virginia	72,979	41,534	57%
Wisconsin	224,574	110,652	49%
Wyoming	22,775	9,039	40%
Total	15,218,530	8,660,664	57%

*Retail and fleet sales CY2023 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

In 2023, green vehicles manufactured by international automakers commanded the U.S. market, accounting for more than half of all new green vehicle sales. This was a 15% surge in sales over last year.



1.8M

1.8 million new green vehicles* sold in 2023



160

160 international automaker green vehicle models offered to U.S. consumers in 2023



60%

60% of U.S. market share green vehicles sold in 2023



88%

88% of U.S. hybrid sales (76 models offered)



27%

27% of U.S. battery electric vehicle (BEVs) sales (42 models offered)



100%

100% of U.S. hydrogen fuel cell electric vehicle (FCEVs) sales (2 models offered)

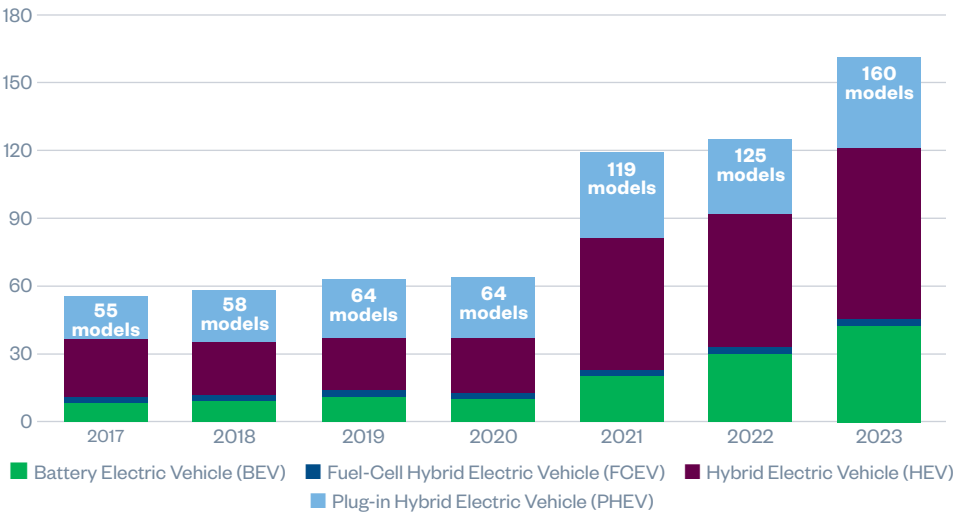


49%

49% of U.S. plug-in hybrid electric vehicle (PHEVs) sales (40 models offered)

*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 Green Vehicle Options to Consumers Every Year



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

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

Green Vehicle Sales

State	Green Vehicle Total Sales	Int'l Automakers* Green Vehicle Sales	Int'l Automakers Green Vehicle Market Share
Alabama	21,726	16,160	74%
Alaska	2,986	2,001	67%
Arizona	67,299	39,517	59%
Arkansas	10,701	7,722	72%
California	690,331	368,191	53%
Colorado	68,384	39,563	58%
Connecticut	33,025	22,782	69%
Delaware	9,483	5,883	62%
District of Columbia	5,953	3,898	65%
Florida	226,841	142,038	63%
Georgia	74,115	45,112	61%
Hawaii	12,910	7,140	55%
Idaho	10,856	7,564	70%
Illinois	95,988	60,152	63%
Indiana	34,955	23,684	68%
Iowa	14,356	9,881	69%
Kansas	13,049	8,240	63%
Kentucky	18,266	12,965	71%
Louisiana	17,681	12,985	73%
Maine	10,250	7,236	71%
Maryland	65,396	40,292	62%
Massachusetts	77,134	49,744	64%
Michigan	59,747	26,121	44%
Minnesota	37,114	23,633	64%
Mississippi	9,466	7,298	77%
Missouri	39,406	20,727	53%
Montana	7,887	5,692	72%
Nebraska	9,761	5,956	61%
Nevada	31,380	16,925	54%
New Hampshire	13,150	9,268	70%
New Jersey	122,686	70,239	57%
New Mexico	11,366	7,854	69%
New York	169,753	110,344	65%
North Carolina	76,281	51,175	67%
North Dakota	2,855	1,739	61%
Ohio	70,639	45,980	65%
Oklahoma	45,306	24,936	55%
Oregon	44,704	28,389	64%
Pennsylvania	95,105	64,195	67%
Rhode Island	8,673	6,010	69%
South Carolina	28,986	21,220	73%
South Dakota	3,468	2,199	63%
Tennessee	36,976	23,869	65%
Texas	212,482	125,697	59%
Utah	28,784	17,046	59%
Vermont	8,263	5,578	68%
Virginia	73,310	47,129	64%
Washington	95,582	57,222	60%
West Virginia	7,561	6,006	79%
Wisconsin	31,245	21,069	67%
Wyoming	2,374	1,672	70%
Total	2,965,995	1,787,938	60%

*Retail and fleet sales CY2023 for Acura, Alfa Romeo, Aston Martin, Audi, Bentley, BMW, Bugatti, Ferrari, Fiat, Honda, Hyundai, Genesis, Infiniti, Jaguar, Kia, Karma, Lamborghini, Land Rover, Lexus, Lotus, Maserati, Mazda, McLaren, Mercedes-Benz, MINI, Mitsubishi Motors, Nissan, Polestar, Porsche, Rolls-Royce, Scion, smart, Subaru, Toyota, Volkswagen, and Volvo Cars.
Source: Experian Information Solutions, Inc.

States



Alabama

Economic Impact in Alabama

\$14.5 billion invested

Production

1,124,602 vehicles produced in 2023

100% of total auto production in Alabama

\$10.7 billion purchased from U.S. suppliers

Sales

144 international nameplate dealerships

111,346 new vehicles sold in 2023

57% market share of new vehicle sales in Alabama

16,160 new green vehicles sold in 2023

74% market share of new green vehicle sales in Alabama

Employment

88,947 total jobs generated in Alabama

- **17,387** direct employment
- **7,128** dealership job
- **64,432** other indirect employment

\$6.4 billion total employee compensation

- **\$582 million** dealership employee compensation
- **\$5.8 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers and dealers in Alabama generated:

- **\$892 million** in state and local tax receipts and other revenues
- **\$1.5 billion** in federal tax receipts and other revenues for the federal government
- **\$10.8 billion (3.6%)** in economic contribution to Alabama's Gross State Product (GSP)





Every direct job created by international automakers
supports **3.5** additional jobs in Alabama.

Vehicles Made in Alabama



Genesis GV70*



Genesis Electrified
GV70*



Honda Odyssey*



Honda Passport*



Honda Pilot*



Honda Ridgeline*



Hyundai Elantra*



Hyundai Santa
Cruz*



Hyundai Santa Fe*



Hyundai Tucson



Mazda CX-50*



Mercedes-Benz
EQE SUV**



Mercedes-Benz
EQS SUV**



Mercedes-Benz
GLE Coupe**



Mercedes-Benz
GLE SUV**



Mercedes-Benz
GLS SUV**



Mercedes-Maybach
EQS SUV**



Mercedes-Maybach
GLS**



Toyota Corolla
Cross*



Toyota Corolla
Cross Hybrid*

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

*Exported from America **Assembly only



19 models manufactured by international automakers in Alabama
are exported to **42 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

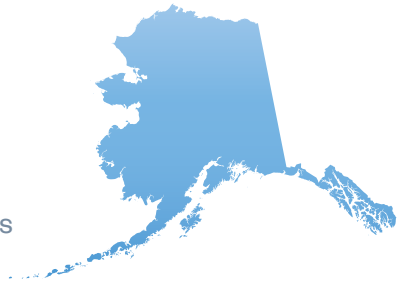
- Mercedes-Benz USA Parts Distribution Center — Vance

Other

- Mercedes-Benz USA Marshalling — Vance
- Southeast Toyota Finance (*Independent Distributor*) — Mobile

Alaska

Economic Impact in Alaska



\$1 million purchased from U.S. suppliers
in 2023

21 international nameplate dealerships

768 dealership jobs

\$60 million dealership employee compensation

11,894 new vehicles sold in 2023

47% market share of new vehicle sales in Alaska

2,001 new green vehicles sold in 2023

67% market share of new green vehicle sales in Alaska

Arizona

Economic Impact in Arizona



\$235 million invested

948 direct employment

\$48 million purchased from U.S. suppliers in 2023

160 international nameplate dealerships

15,246 dealership jobs

\$1.3 billion dealership employee compensation

189,214 new vehicles sold in 2023

53% market share of new vehicle sales in Arizona

39,517 new green vehicles sold in 2023

59% market share of new green vehicle sales in Arizona

International Automaker Facilities

R&D

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

Finance

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

Parts Center

- Toyota Parts Distribution Center — Phoenix

Other

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

Arkansas

Economic Impact in Arkansas



\$7 million purchased from U.S. suppliers in 2023

72 international nameplate dealerships

3,195 dealership jobs

\$234 million dealership employee compensation

54,040 new vehicles sold in 2023

49% market share of new vehicle sales in Arkansas

7,722 new green vehicles sold in 2023

72% market share of new green vehicle sales in Arkansas

California

Economic Impact in California

\$4.7 billion invested

\$10.1 billion purchased from U.S. suppliers



Sales

972 international nameplate dealerships

1,126,407 new vehicles sold in 2023

64% market share of new vehicle sales in California

368,191 new green vehicles sold in 2023

53% market share of new green vehicle sales in California

Employment

168,035 total jobs generated in California

- **8,090** direct employment
- **74,368** dealership jobs
- **85,577** other indirect employment

\$14.9 billion total employee compensation

- **\$7.2 billion** dealership employee compensation
- **\$7.7 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers and dealers in California generated:

- **\$4.8 billion** in state and local tax receipts and other revenues
- **\$3.7 billion** in federal tax receipts and other revenues for the federal government
- **\$24.5 billion** in economic contribution to California's Gross State Product (GSP)



Every direct job created by international automakers supports **3.9** additional jobs in California.



International automakers **exported 32 models** from the California seaports of Long Beach, Los Angeles, Oakland, and Port Hueneme in 2023.

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
- BMW Technology Office — Mountain View

R&D (Continued)

- 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
- Volvo Car Autonomous Drive — Camarillo
- Volvo Car Technology — Sunnyvale

Finance

- American Honda Finance Corporation — Cypress
- Hyundai Capital America — Newport Beach
- Hyundai Capital Irvine Headquarters — Irvine

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
- 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
- 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 — Long Beach
- Mercedes-Benz USA VPC & Learning and Performance Center — Long Beach
- 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



\$197 million invested

259 direct employment

\$38 million purchased from U.S. suppliers in 2023

160 international nameplate dealerships

10,875 dealership jobs

\$958 million dealership employee compensation

156,675 new vehicles sold in 2023

58% market share of new vehicle sales in Colorado

39,563 new green vehicles sold in 2023

58% 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

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



\$48 million purchased from U.S. suppliers in 2023

174 international nameplate dealerships

8,262 dealership jobs

\$709 million dealership employee compensation

105,505 new vehicles sold in 2023

71% market share of new vehicle sales in Connecticut

22,782 new green vehicles sold in 2023

69% 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 2023

36 international nameplate dealerships

2,010 dealership jobs

\$154 million dealership employee compensation

26,945 new vehicles sold in 2023

56% market share of new vehicle sales in Delaware

5,883 new green vehicles sold in 2023

62% market share of new green vehicle sales in Delaware



District of Columbia

Economic Impact in District of Columbia



\$14 million invested

83 direct employment

\$7 million purchased from U.S. suppliers in 2023

12,267 new vehicles sold in 2023

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

3,898 new green vehicles sold in 2023

65% 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 — 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



\$141 million invested

491 direct employment

\$1.1 billion purchased from U.S. suppliers in 2023

620 international nameplate dealerships

53,105 dealership jobs

\$4.9 billion dealership employee compensation

855,855 new vehicles sold in 2023

64% market share of new vehicle sales in Florida

142,038 new green vehicles sold in 2023

63% market share of new green vehicle sales in Florida

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

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 Distributor*) — Deerfield Beach
- Southeast Toyota Vehicle Processing Centers (*Independent Distributor*) — Jacksonville
- Toyota Independent Distributor — Deerfield Beach



International automakers **exported 65 models** from the Florida seaports of Blount Island, Jacksonville, Miami, and Port Everglades in 2023.

Georgia

Economic Impact in Georgia

\$3.3 billion invested



Production

356,807 vehicles produced in 2023

100% of total auto production in Georgia

\$2.9 billion purchased from U.S. suppliers

Sales

266 international nameplate dealerships

266,618 new vehicles sold in 2023

58% market share of new vehicle sales in Georgia

45,112 new green vehicles sold in 2023

61% market share of new green vehicle sales in Georgia

Employment

70,616 total jobs generated in Georgia

- **5,717** direct employment
- **17,537** dealership jobs
- **47,362** other indirect employment

\$5.3 billion total employee compensation

- **\$1.6 billion** dealership employee compensation
- **\$3.7 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers and dealers in Georgia generated:

- **\$934 million** in state and local tax receipts and other revenues
- **\$1.3 billion** in federal tax receipts and other revenues for the federal government
- **\$9 billion** in economic contribution to Georgia's Gross State Product (GSP)



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

Vehicles Made in Georgia



Kia K5*



Kia Sorento*



Kia Sportage*



Kia Telluride*

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

*Exported from America



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



International automakers **exported 31 models** from the Georgia seaports of Brunswick and Savannah in 2023.

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 Service Customer & Dealer Experience Center — 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 — Kennesaw
- 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 Distributor*) — Commerce

Hawaii

Economic Impact in Hawaii



40 international nameplate dealerships

2,255 dealership jobs

\$194 million dealership employee compensation

46,128 new vehicles sold in 2023

64% market share of new vehicle sales in Hawaii

7,140 new green vehicles sold in 2023

55% 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 2023

63 international nameplate dealerships

3,339 dealership jobs

\$260 million dealership employee compensation

36,416 new vehicles sold in 2023

53% market share of new vehicle sales in Idaho

7,564 new green vehicles sold in 2023

70% market share of new green vehicle sales in Idaho



Illinois

Economic Impact in Illinois

- \$965 million** invested
- 933** direct employment
- \$4.8 billion** purchased from U.S. suppliers in 2023
- 378** international nameplate dealerships
- 19,778** dealership jobs
- \$1.6 billion** dealership employee compensation
- 300,845** new vehicles sold in 2023
- 57%** market share of new vehicle sales in Illinois
- 60,152** new green vehicles sold in 2023
- 63%** market share of new green vehicle sales in Illinois



International Automaker Facilities

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
- Subaru Area Training Center — Elgin
- Subaru Regional Office — Itasca
- Subaru Zone Office — Itasca
- Toyota Motor Sales U.S.A., Inc. Regional Office — Aurora
- Volvo Dealer Training Academy — Naperville

Parts Centers

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

Indiana

Economic Impact in Indiana

\$10.1 billion invested

Production

948,130 vehicles produced in 2023

76% of total auto production in Indiana

\$18 billion purchased from U.S. suppliers



Sales

187 international nameplate dealerships

115,127 new vehicles sold in 2023

47% market share of new vehicle sales in Indiana

23,684 new green vehicles sold in 2023

68% market share of new green vehicle sales in Indiana

Employment

124,135 total jobs generated in Indiana

- **17,544** direct employment
- **8,778** dealership jobs
- **97,813** other indirect employment

\$9.4 billion total employee compensation

- **\$653 million** dealership employee compensation
- **\$8.7 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers and dealers in Indiana generated:

- **\$1.3 billion** in state and local tax receipts and other revenues
- **\$2.3 billion** in federal tax receipts and other revenues for the federal government
- **\$19 billion (3.8%)** in economic contribution to Indiana's Gross State Product (GSP)



Every direct job created by international automakers supports **5.3** additional jobs in Indiana.

Vehicles Made in Indiana



Honda Civic*



Honda CR-V*



Honda CR-V Hybrid*



Lexus TX*



Lexus TX Hybrid*



Lexus TX PHEV*



Subaru Ascent*



Subaru Crosstrek*



Subaru Legacy*



Subaru Outback*



Toyota Grand Highlander*



Toyota Grand Highlander Hybrid*



Toyota Highlander*



Toyota Highlander Hybrid*



Toyota Sienna Hybrid*

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

*Exported from America



15 models manufactured by international automakers in Indiana are exported to **45 countries and territories** around the globe.

International Automaker Facilities

Manufacturing

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

R&D

- American Honda Motor Indianapolis Development Facility — Brownsburg
- 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

Iowa

Economic Impact in Iowa



\$101 million invested

177 direct employment

\$14 million purchased from U.S. suppliers in 2023

93 international nameplate dealerships

3,431 dealership jobs

\$253 million dealership employee compensation

49,097 new vehicles sold in 2023

40% market share of new vehicle sales in Iowa

9,881 new green vehicles sold in 2023

69% market share of new green vehicle sales in Iowa

International Automaker Facilities

Finance

- Toyota Financial Services Customer Service Center — Cedar Rapids

Parts Center

- Honda Parts Distribution Center — Davenport

Kansas

Economic Impact in Kansas



\$20 million purchased from U.S. suppliers in 2023

85 international nameplate dealerships

3,572 dealership jobs

\$257 million dealership employee compensation

46,593 new vehicles sold in 2023

49% market share of new vehicle sales in Kansas

8,240 new green vehicles sold in 2023

63% market share of new green vehicle sales in Kansas

International Automaker Facilities

Sales

- Subaru Area Training Center — Lenexa

Kentucky

Economic Impact in Kentucky

\$9.1 billion invested



Production

433,848 vehicles produced in 2023

42% of total auto production in Kentucky

\$16.1 billion purchased from U.S. suppliers

Sales

109 international nameplate dealerships

75,723 new vehicles sold in 2023

53% market share of new vehicle sales in Kentucky

12,965 new green vehicles sold in 2023

71% market share of new green vehicle sales in Kentucky

Employment

72,268 total jobs generated in Kentucky

- **11,860** direct employment
- **5,600** dealership jobs
- **54,808** other indirect employment

\$5.5 billion total employee compensation

- **\$421 million** dealership employee compensation
- **\$5.1 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers and dealers in Kentucky generated:

- **\$748 million** in state and local tax receipts and other revenues
- **\$1.2 billion** in federal tax receipts and other revenues for the federal government
- **\$8.4 billion (3%)** in economic contribution to Kentucky's Gross State Product (GSP)



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

Vehicles Made in Kentucky



Lexus ES*



Lexus ES Hybrid*



Toyota Camry*



Toyota Camry Hybrid*



Toyota RAV4 Hybrid

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

*Exported from America



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

International Automaker Facilities

Manufacturing

- Toyota Motor Manufacturing, Kentucky — Georgetown

R&D

- Toyota Production Engineering and Manufacturing Center — Georgetown

Parts Center

- Toyota Parts Distribution Center — Hebron

Other

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

Louisiana

Economic Impact in Louisiana



\$7 million purchased from U.S. suppliers in 2023

153 international nameplate dealerships

7,315 dealership jobs

\$552 million dealership employee compensation

97,645 new vehicles sold in 2023

50% market share of new vehicle sales in Louisiana

12,985 new green vehicles sold in 2023

73% market share of new green vehicle sales in Louisiana

Maine

Economic Impact in Maine

\$35 million purchased from U.S. suppliers in 2023

66 international nameplate dealerships

2,650 dealership jobs

\$207 million dealership employee compensation

35,701 new vehicles sold in 2023

55% market share of new vehicle sales in Maine

7,236 new green vehicles sold in 2023

71% market share of new green vehicle sales in Maine



Maryland



Economic Impact in Maryland

\$48 million invested

346 direct employment

\$78 million purchased from U.S. suppliers in 2023

218 international nameplate dealerships

14,040 dealership jobs

\$1.2 billion dealership employee compensation

177,566 new vehicles sold in 2023

64% market share of new vehicle sales in Maryland

40,292 new green vehicles sold in 2023

62% market share of new green vehicle sales in Maryland

International Automaker Facilities

Sales and Training

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

Parts Centers

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

Other

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



International automakers **exported 22 models** from the seaport of Baltimore in 2023.

Massachusetts

Economic Impact in Massachusetts



\$97 million invested

247 direct employment

\$230 million purchased from U.S. suppliers in 2023

244 international nameplate dealerships

12,650 dealership jobs

\$1.2 billion dealership employee compensation

211,048 new vehicles sold in 2023

67% market share of new vehicle sales in Massachusetts

49,744 new green vehicles sold in 2023

64% market share of new green vehicle sales in Massachusetts

International Automaker Facilities

R&D

- Toyota Research Institute — Cambridge

Sales and Training

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

Parts Center

- Toyota Parts Distribution Center — Mansfield

Other

- Subaru Independent Distributor — Norwood

Michigan

Economic Impact in Michigan



\$1.8 billion invested

4,879 direct employment

\$11.1 billion purchased from U.S. suppliers in 2023

228 international nameplate dealerships

9,462 dealership jobs

\$775 million dealership employee compensation

125,688 new vehicles sold in 2023

24% market share of new vehicle sales in Michigan

26,121 new green vehicles sold in 2023

44% market share of new green vehicle sales in Michigan

International Automaker Facilities

Headquarters

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

R&D

- American Honda Motor Co., Inc., Ann Arbor Test Lab — Ann Arbor
- American Honda Motor Co., Inc., Pontiac Office — Auburn Hills
- American Honda Motor Co., Inc., Warren Office — Warren
- Caltex Design Research (Toyota) — Ann Arbor
- Honda Fuel Cell System Manufacturing, LLC — Brownstown
- 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

R&D (Continued)

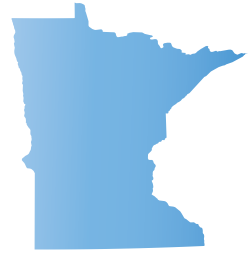
- Nissan Technical Center North America — Farmington Hills
- Subaru Research & Development — Van Buren Township
- Toyota Motor North America R&D — Ann Arbor
- Toyota Research Institute — Ann Arbor
- Toyota Motor North America R&D — Saline

Other

- Mazda Wixom Center — Wixom
- Mazda Quality Research Building — Woodhaven
- Volkswagen Call Center and Technical Services — Auburn Hills

Minnesota

Economic Impact in Minnesota



\$50 million purchased from U.S. suppliers in 2023

124 international nameplate dealerships

6,728 dealership jobs

\$492 million dealership employee compensation

117,057 new vehicles sold in 2023

50% market share of new vehicle sales in Minnesota

23,633 new green vehicles sold in 2023

64% 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

403,384 vehicles produced in 2023

100% of total auto production in Mississippi

\$4.0 billion purchased from U.S. suppliers

Sales

81 international nameplate dealerships

59,885 new vehicles sold in 2023

56% market share of new vehicle sales in Mississippi

7,298 new green vehicles sold in 2023

77% market share of new green vehicle sales in Mississippi

Employment

30,830 total jobs generated in Mississippi

- **7,285** direct employment
- **3,724** dealership jobs
- **19,821** other indirect employment

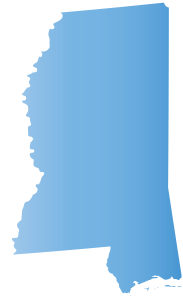
\$2.1 billion total employee compensation

- **\$258 million** dealership employee compensation
- **\$1.9 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers and dealers in Mississippi generated:

- **\$377 million** in state and local tax receipts and other revenues
- **\$486 million** in federal tax receipts and other revenues for the federal government
- **\$3.4 billion** in economic contribution to Mississippi's Gross State Product (GSP)





Every direct job created by international automakers supports **2.5** additional jobs in Mississippi.

Vehicles Made in Mississippi



Nissan Altima*



Nissan Frontier*



Nissan Titan*



Nissan Titan XD



Toyota Corolla*

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

*Exported from America



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 billion invested

\$913 million purchased from U.S. suppliers

Sales

152 international nameplate dealerships

120,075 new vehicles sold in 2023

42% market share of new vehicle sales in Missouri

20,727 new green vehicles sold in 2023

53% market share of new green vehicle sales in Missouri

Employment

29,381 total jobs generated in Missouri

- **1,151** direct employment
- **7,965** dealership jobs
- **20,265** other indirect employment

\$2.1 billion total employee compensation

- **\$598 million** dealership employee compensation
- **\$1.5 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers and dealers in Missouri generated:

- **\$309 million** in state and local tax receipts and other revenues
- **\$459 million** in federal tax receipts and other revenues for the federal government
- **\$3.2 billion** in economic contribution to Missouri's Gross State Product (GSP)

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

\$2 million purchased from U.S. suppliers in 2023

40 international nameplate dealerships

1,634 dealership jobs

\$123 million dealership employee compensation

25,005 new vehicles sold in 2023

42% market share of new vehicle sales in Montana

5,692 new green vehicles sold in 2023

72% 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

\$53 million purchased from U.S. suppliers in 2023

54 international nameplate dealerships

2,352 dealership jobs

\$170 million dealership employee compensation

34,830 new vehicles sold in 2023

43% market share of new vehicle sales in Nebraska

5,956 new green vehicles sold in 2023

61% market share of new green vehicle sales in Nebraska

Nevada

Economic Impact in Nevada

\$7 million purchased from U.S. suppliers in 2023

66 international nameplate dealerships

6,080 dealership jobs

\$585 million dealership employee compensation

79,935 new vehicles sold in 2023

60% market share of new vehicle sales in Nevada

16,925 new green vehicles sold in 2023

61% market share of new green vehicle sales in Nevada



International Automaker Facilities

Finance

- Toyota Financial Savings Bank — Henderson

Other

- BMW National Workshop — Las Vegas

New Hampshire

Economic Impact in New Hampshire



\$16 million purchased from U.S. suppliers in 2023

91 international nameplate dealerships

3,871 dealership jobs

\$378 million dealership employee compensation

51,096 new vehicles sold in 2023

57% market share of new vehicle sales in New Hampshire

9,268 new green vehicles sold in 2023

70% market share of new green vehicle sales in New Hampshire

New Jersey

Economic Impact in New Jersey



\$1.1 billion invested

3,597 direct employment

\$1.1 billion purchased from U.S. suppliers in 2023

324 international nameplate dealerships

20,301 dealership jobs

\$2.0 billion dealership employee compensation

334,585 new vehicles sold in 2023

66% market share of new vehicle sales in New Jersey

70,239 new green vehicles sold in 2023

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

Sales and Training

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

Sales and Training (Continued)

- Hyundai Motor America Regional Office — Jamesburg
- Infiniti Regional Office — Somerset
- Kia Regional Office — Parsippany
- Lexus Division Area Office — Parsippany
- Mazda Regional Office — Bridgewater
- Mazda Training Center — Somerset
- Mercedes-Benz USA Learning and Performance Center — Robbinsville
- 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

Parts Centers

- Honda Parts Distribution Center — Mt. Laurel
- Jaguar Land Rover Eastern Parts Distribution Center — Mickleton
- Mercedes-Benz Master Parts Distribution Center — Robbinsville
- Mitsubishi Motors Parts Distribution Center — Swedesboro
- Mobis Parts Distribution Center (Hyundai/Kia) — Monroe Township
- Nissan Parts Distribution Center — Somerset
- Subaru Regional Distribution Center — Florence
- Toyota Parts Distribution Center — West Caldwell
- Volkswagen Parts Distribution Center — Cranbury
- Volvo Car USA Parts Distribution Center — Rutherford

Other

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

New Mexico

Economic Impact in New Mexico



\$163 million purchased from U.S. suppliers in 2023

64 international nameplate dealerships

3,248 dealership jobs

\$247 million dealership employee compensation

40,234 new vehicles sold in 2023

52% market share of new vehicle sales in New Mexico

7,854 new green vehicles sold in 2023

69% market share of new green vehicle sales in New Mexico

New York

Economic Impact in New York



\$188 million invested

467 direct employment

\$2.6 billion purchased from U.S. suppliers in 2023

535 international nameplate dealerships

27,246 dealership jobs

\$2.4 billion dealership employee compensation

543,108 new vehicles sold in 2023

64% market share of new vehicle sales in New York

110,344 new green vehicles sold in 2023

65% market share of new green vehicle sales in New York

International Automaker Facilities

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 automakers **exported seven models** from the seaport of Buffalo in 2023.

North Carolina

Economic Impact in North Carolina



\$139 million invested

867 direct employment

\$515 million purchased from U.S. suppliers in 2023

320 international nameplate dealerships

18,144 dealership jobs

\$1.5 billion dealership employee compensation

257,425 new vehicles sold in 2023

60% market share of new vehicle sales in North Carolina

51,175 new green vehicles sold in 2023

67% market share of new green vehicle sales in North Carolina

International Automaker Facilities

Manufacturing

- Toyota Battery Manufacturing, North Carolina* — Liberty

R&D

- Toyota Racing Development — Salisbury

Sales and Training

- BMW Fort Liberty MSTEP Training Center — Fort Liberty
- Subaru Area Training Center — Huntersville

*Opening in 2025

North Dakota

Economic Impact in North Dakota



\$1 million purchased from U.S. suppliers in 2023

31 international nameplate dealerships

1,155 dealership jobs

\$82 million dealership employee compensation

12,082 new vehicles sold in 2023

32% market share of new vehicle sales in North Dakota

1,739 new green vehicles sold in 2023

61% market share of new green vehicle sales in North Dakota

Ohio

Economic Impact in Ohio

\$15.9 billion invested



Production

477,225 vehicles produced in 2023

59% of total auto production in Ohio

\$12.6 billion purchased from U.S. suppliers

Sales

368 international nameplate dealerships

281,292 new vehicles sold in 2023

54% market share of new vehicle sales in Ohio

45,980 new green vehicles sold in 2023

65% market share of new green vehicle sales in Ohio

Employment

165,075 total jobs generated in Ohio

- **16,522** direct employment
- **18,172** dealership jobs
- **130,381** other indirect employment

\$12.1 billion total employee compensation

- **\$1.4 billion** dealership employee compensation
- **\$10.7 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers and dealers in Ohio generated:

- **\$2 billion** in state and local tax receipts and other revenues
- **\$2.8 billion** in federal tax receipts and other revenues for the federal government
- **\$19.2 billion (2.2%)** in economic contribution to Ohio's Gross State Product (GSP)



Every direct job created by international automakers
supports **7.1** additional jobs in Ohio.

Vehicles Made in Ohio



Acura Integra*



Acura MDX*



Acura RDX*



Acura TLX*



Honda Accord Sedan*



Honda Accord Hybrid*



Honda CR-V*



Honda CR-V e:FCEV



Honda CR-V Hybrid*

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

*Exported from America



Eight models manufactured by international automakers in Ohio
are exported to **41 countries and territories** around the globe.

International Automaker Facilities

Manufacturing

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

R&D

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

Finance

- BMW Financial Services NA, LLC — Grandview Heights

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

- BMW National Workshop — Grove City
- Honda Heritage Center — Marysville

Oklahoma

Economic Impact in Oklahoma



\$187 million purchased from U.S. suppliers in 2023

90 international nameplate dealerships

4,510 dealership jobs

\$337 million dealership employee compensation

255,573 new vehicles sold in 2023

51% market share of new vehicle sales in Oklahoma

24,936 new green vehicles sold in 2023

55% market share of new green vehicle sales in Oklahoma

Oregon

Economic Impact in Oregon



\$106 million invested

586 direct employment

\$41 million purchased from U.S. suppliers in 2023

138 international nameplate dealerships

7,493 dealership jobs

\$605 million dealership employee compensation

98,020 new vehicles sold in 2023

63% market share of new vehicle sales in Oregon

28,389 new green vehicles sold in 2023

64% 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 eight models** from the seaport of Portland in 2023.

Pennsylvania

Economic Impact in Pennsylvania



\$26 million invested

322 direct employment

\$809 million purchased from U.S. suppliers in 2023

497 international nameplate dealerships

23,328 dealership jobs

\$1.7 billion dealership employee compensation

331,790 new vehicles sold in 2023

60% market share of new vehicle sales in Pennsylvania

64,195 new green vehicles sold in 2023

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



\$30 million purchased from U.S. suppliers in 2023

40 international nameplate dealerships

2,170 dealership jobs

\$173 million dealership employee compensation

32,415 new vehicles sold in 2023

67% market share of new vehicle sales in Rhode Island

6,010 new green vehicles sold in 2023

69% market share of new green vehicle sales in Rhode Island

South Carolina

Economic Impact in South Carolina



\$16.2 billion invested

Production

486,358 vehicles produced in 2023

100% of total auto production in South Carolina

\$8.6 billion purchased from U.S. suppliers

Sales

156 international nameplate dealerships

128,764 new vehicles sold in 2023

60% market share of new vehicle sales in South Carolina

21,220 new green vehicles sold in 2023

73% market share of new green vehicle sales in South Carolina

Employment

80,526 total jobs generated in South Carolina

- **16,037** direct employment
- **8,866** dealership jobs
- **55,623** other indirect employment

\$5.8 billion total employee compensation

- **\$726 million** dealership employee compensation
- **\$5.1 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers and dealers in South Carolina generated:

- **\$1 billion** in state and local tax receipts and other revenues
- **\$1.4 billion** in federal tax receipts and other revenues for the federal government
- **\$10.4 billion (3.2%)** in economic contribution to South Carolina's Gross State Product (GSP)



Every direct 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*



Volvo S60*



Volvo S60 PHEV

*Exported from America

Vehicles Assembled in South Carolina



Mercedes-Benz
eSprinter Van



Mercedes-Benz
Sprinter Cargo



Mercedes-Benz
Sprinter Crew



Mercedes-Benz
Sprinter Passenger

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



International automakers **exported 10 models** from the seaport of Charleston in 2023.

International Automaker Facilities

Manufacturing

- BMW Manufacturing Corp, LLC. — Greer
- 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
- Volvo Car US Operations — Ridgeville
- Volvo Car US Operations — Ridgeville

Other

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

South Dakota

Economic Impact in South Dakota



26 international nameplate dealerships

969 dealership jobs

\$71 million dealership employee compensation

13,408 new vehicles sold in 2023

35% market share of new vehicle sales in South Dakota

2,199 new green vehicles sold in 2023

63% market share of new green vehicle sales in South Dakota

Tennessee

Economic Impact in Tennessee



\$14.7 billion invested

Production

529,691 vehicles produced in 2023

78% of total auto production in Tennessee

\$7.2 billion purchased from U.S. suppliers

Sales

194 international nameplate dealerships

172,218 new vehicles sold in 2023

60% market share of new vehicle sales in Tennessee

23,869 new green vehicles sold in 2023

65% market share of new green vehicle sales in Tennessee

Employment

116,676 total jobs generated in Tennessee

- **17,404** direct employment
- **10,880** dealership jobs
- **88,392** other indirect employment

\$9.6 billion total employee compensation

- **\$936 million** dealership employee compensation
- **\$8.7 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers and dealers in Tennessee generated:

- **\$1.4 billion** in state and local tax receipts and other revenues
- **\$2.3 billion** in federal tax receipts and other revenues for the federal government
- **\$17.4 billion (3.3%)** in economic contribution to Tennessee's Gross State Product (GSP)



Every direct job created by international automakers supports **4.6** additional jobs in Tennessee.

Vehicles Made in Tennessee



Infiniti QX60*



Nissan LEAF*



Nissan Murano*



Nissan Pathfinder*



Nissan Rogue*



Volkswagen Atlas*



Volkswagen Atlas
Cross Sport*



Volkswagen ID.4*

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

*Exported from America



Eight models manufactured by international automakers in Tennessee are exported to **30 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 Battery Engineering Lab — Chattanooga
- 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

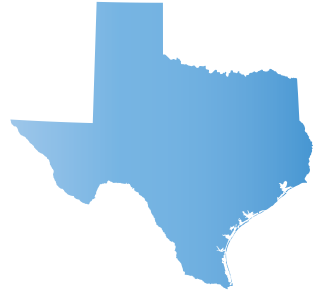
Other

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

Texas

Economic Impact in Texas

\$4.8 billion invested



Production

181,872 vehicles produced in 2023

26% of total auto production in Texas

\$9.5 billion purchased from U.S. suppliers

Sales

635 international nameplate dealerships

777,699 new vehicles sold in 2023

52% market share of new vehicle sales in Texas

125,697 new green vehicles sold in 2023

59% market share of new green vehicle sales in Texas

Employment

149,161 total jobs generated in Texas

- **12,068** direct employment
- **47,806** dealership jobs
- **89,287** other indirect employment

\$11.7 billion total employee compensation

- **\$4.3 billion** dealership employee compensation
- **\$7.4 billion** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers and dealers in Texas generated:

- **\$2.1 billion** in state and local tax receipts and other revenues
- **\$2.8 billion** in federal tax receipts and other revenues for the federal government
- **\$20.2 billion** in economic contribution to Texas's Gross State Product (GSP)



Every direct job created by international automakers supports **4.1** additional jobs in Texas.

Vehicles Made in Texas



Toyota Sequoia*



Toyota Tundra*



Toyota Tundra Hybrid*

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

*Exported from America



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

International Automaker Facilities

Headquarters

- Lexus — Plano
- Lexus Financial Services — Plano
- McLaren North America — Coppell
- 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
- Mazda Financial Services — Plano
- Mercedes-Benz Financial Services USA — Fort Worth
- Nissan Motor Acceptance Corporation — Irving
- Toyota Financial Service Customer & Dealer Experience Center — Plano
- Toyota Financial Services Data Center — Carrollton
- Toyota Insurance Management Solutions — 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
- McLaren Special Operations — Houston
- Mercedes-Benz Learning and Performance Center — Grapevine
- 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 with BMW of North America Vehicle Distribution Center — Lancaster
- Honda Parts Distribution Center — Irving
- Mazda Parts Distribution Center — Grapevine
- Mercedes-Benz Parts Distribution Center — Grapevine
- Mobis Parts Distribution Center (Hyundai/Kia) — Lancaster
- Nissan Parts Distribution Center — Irving
- Subaru Regional Distribution Center — Coppell
- Volkswagen Group of America Parts Distribution Center — Ft. Worth
- Volkswagen Parts Distribution Center — Haslet

Other

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

Utah

Economic Impact in Utah

\$51 million purchased from U.S. suppliers in 2023

77 international nameplate dealerships

5,304 dealership jobs

\$413 million dealership employee compensation

74,926 new vehicles sold in 2023

50% market share of new vehicle sales in Utah

17,046 new green vehicles sold in 2023

59% market share of new green vehicle sales in Utah



International Automaker Facilities

Finance

- BMW Bank of North America — Cottonwood Heights

Vermont

Economic Impact in Vermont

\$133 million purchased from U.S. suppliers in 2023

40 international nameplate dealerships

1,260 dealership jobs

\$97 million dealership employee compensation

23,269 new vehicles sold in 2023

59% market share of new vehicle sales in Vermont

5,578 new green vehicles sold in 2023

68% market share of new green vehicle sales in Vermont



Virginia

Economic Impact in Virginia



\$211 million invested

828 direct employment

\$155 million purchased from U.S. suppliers in 2023

278 international nameplate dealerships

17,085 dealership jobs

\$1.4 billion dealership employee compensation

217,232 new vehicles sold in 2023

64% market share of new vehicle sales in Virginia

47,129 new green vehicles sold in 2023

64% market share of new green vehicle sales in Virginia

International Automaker Facilities

Headquarters

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

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

Washington

Economic Impact in Washington



\$17 million invested

157 direct employment

\$80 million purchased from U.S. suppliers in 2023

212 international nameplate dealerships

13,580 dealership jobs

\$1.2 billion dealership employee compensation

183,173 new vehicles sold in 2023

65% market share of new vehicle sales in Washington

57,222 new green vehicles sold in 2023

60% market share of new green vehicle sales in Washington

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



\$1.5 billion invested

\$2.3 billion purchased from U.S. suppliers

Sales

77 international nameplate dealerships

41,534 new vehicles sold in 2023

57% market share of new vehicle sales in West Virginia

6,006 new green vehicles sold in 2023

79% market share of new green vehicle sales in West Virginia

Employment

11,577 total jobs generated in West Virginia

- **2,244** direct employment
- **2,867** dealership jobs
- **6,466** other indirect employment

\$764 million total employee compensation

- **\$186 million** dealership employee compensation
- **\$578 million** in direct and other indirect employee compensation

Revenues

The economic activity of international automakers and dealers in West Virginia generated:

- **\$158 million** in state and local tax receipts and other revenues
- **\$178 million** in federal tax receipts and other revenues for the federal government
- **\$1.5 million** in economic contribution to West Virginia's Gross State Product (GSP)



Every direct job created by international automakers supports **2.3** additional jobs in West Virginia.

International Automaker Facilities

Manufacturing

- Toyota Motor Manufacturing, West Virginia — Buffalo

Wisconsin

Economic Impact in Wisconsin



\$139 million purchased from U.S. suppliers in 2023

185 international nameplate dealerships

7,500 dealership jobs

\$504 million dealership employee compensation

110,652 new vehicles sold in 2023

49% market share of new vehicle sales in Wisconsin

21,069 new green vehicles sold in 2023

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 million purchased from U.S. suppliers
in 2023

19 international nameplate dealerships

756 dealership jobs

\$53 million dealership employee compensation

9,039 new vehicles sold in 2023

40% market share of new vehicle sales in Wyoming

1,672 new green vehicles sold in 2023

70% market share of new green vehicle sales in Wyoming

Automakers

Automakers



International Automakers in America

Aston Martin

U.S. Headquarters:

New York, NY

U.S. Operations Established: 1964

astonmartin.com

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

11 West 42nd Street
New York, NY 10036
T 866.278.6661

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 and
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

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

Mazda

U.S. Headquarters:

Irvine, California

U.S. Operations Established: 1970

mazdausa.com

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

1025 Connecticut Avenue, NW
Suite 910

Washington, D.C. 20036

T 202.467.5095

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

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

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

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

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

Volkswagen Group of America

U.S. Headquarters:

Reston, Virginia

U.S. Operations Established: 1955

Brands: Volkswagen, Audi, Bentley, Lamborghini, and Rimac

volkswagengroupofamerica.com

**Volkswagen Group of America
Public Affairs**

601 Pennsylvania Avenue, NW
Suite 740

Washington, D.C. 20004
T 202.899.1000

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

Sources used to compile the data in this report:

- The 2023 Autos Drive America and AIADA Economic Impact Survey
- AIADA's membership roster
- NADA DATA
- WardsAuto InfoBank
- IHS Markit New Vehicle Registration Data

Automobile manufacturers participating in the 2023 Autos Drive America and AIADA Economic Impact Survey:

- | | |
|-----------------|---------------------|
| • BMW Group | • Mitsubishi Motors |
| • Honda | • Nissan |
| • Hyundai | • Subaru |
| • Kia | • Toyota |
| • Mazda | • Volkswagen Group |
| • Mercedes-Benz | • 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.

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

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