



International Automakers and Dealers in America 2021

International Automakers & Dealers Across America

7.8 million
new vehicles
sold in 2020

\$98 billion
invested into U.S.
operations

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

542,000
direct U.S.
dealership
employees



500 facilities
operating
in the U.S.

131,000
direct U.S.
employees

4 million
vehicles
produced
in 2020

55% market
share of
new vehicle
sales

31 U.S.
manufacturing
facilities

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Autos Drive America represents the U.S. operations of international motor vehicle manufacturers integral to America's workforce, communities, and economy. As the voice of international automakers in the United States, Autos Drive America works closely with policymakers at all levels of government to advance policies that promote jobs, trade, and growth in the U.S. automotive industry.

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The American International Automobile Dealers Association (AIADA) serves as an advocate for international nameplate new automobile dealership franchises before Congress, the White House, and federal agencies. AIADA focuses lobbying efforts on issues impacting America's international nameplate automobile dealers, including: trade and anti-competitive restrictions; regulatory overreach; tax measures; energy and fuel economy policies; and other industry-related issues.

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Dealers Association**

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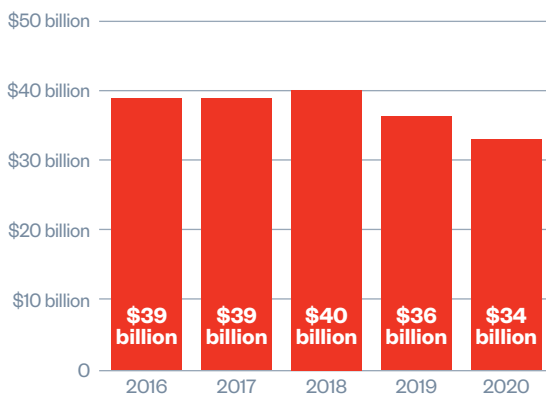
Investment



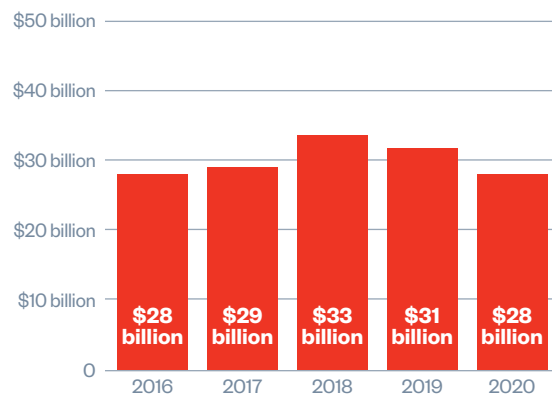
- International automakers have invested **\$98 billion** into U.S. operations
- International automakers operate **500** facilities across **36** states
- **\$28 billion** generated in state and local tax receipts and other revenues
- **\$34 billion** generated in federal tax receipts and other revenues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

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

FEDERAL



STATE AND LOCAL



Employment



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

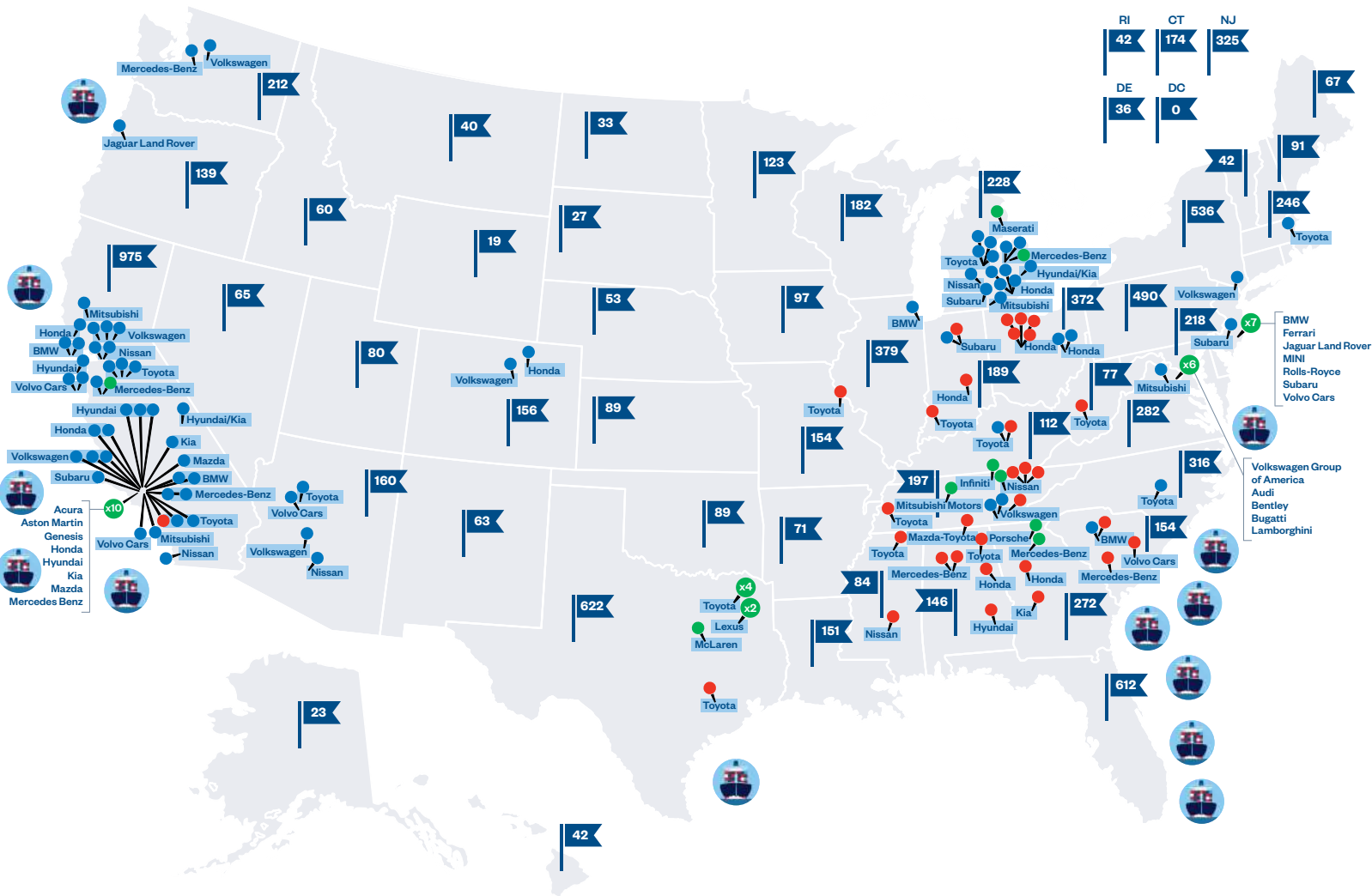
¹Indirect economic impacts derived by SCOUT Economics using direct employment, dealer employment, and auto parts employment multipliers from the IMPLAN input-output model.

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

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



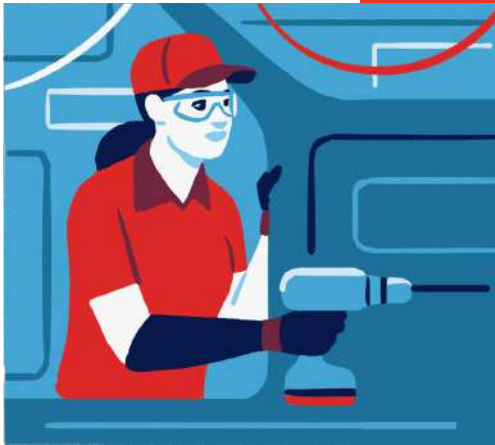
International Automakers & Dealers Across America



U.S. Presence

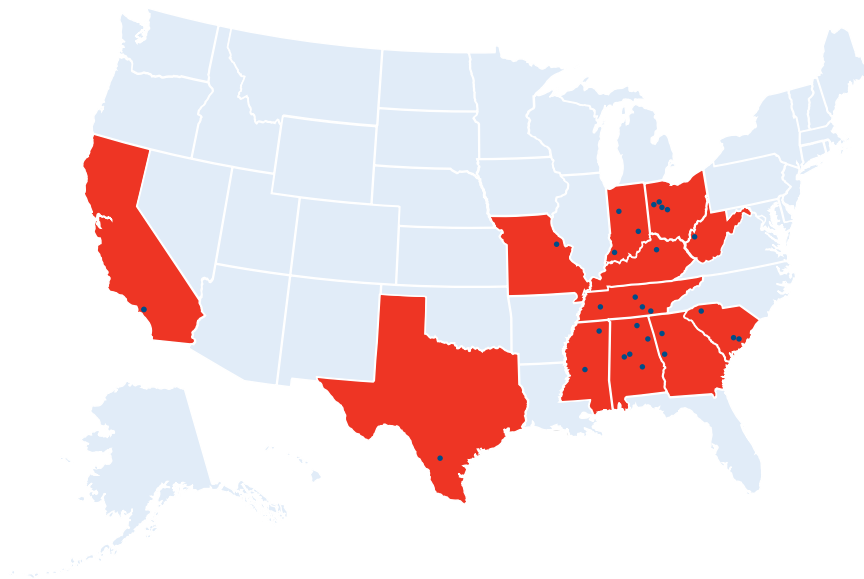
- 31 Manufacturing Plants
- 72 R&D Facilities
- 39 Headquarters
- ▬ 9,412 Dealership Franchises
- 🚢 13 Ports

Manufacturing



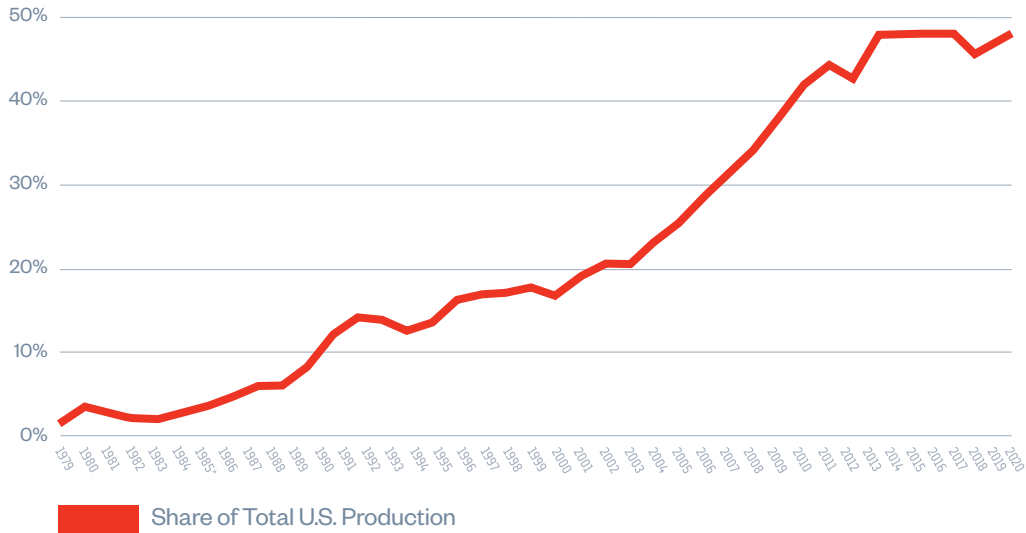
- **31** facilities produced vehicles, batteries, and components
- **\$118 billion** purchased from U.S. suppliers in 2020
- **4 million** vehicles produced in 2020
- **46%** of all U.S. vehicle production in 2020

12 States with International Automaker Manufacturing Facilities

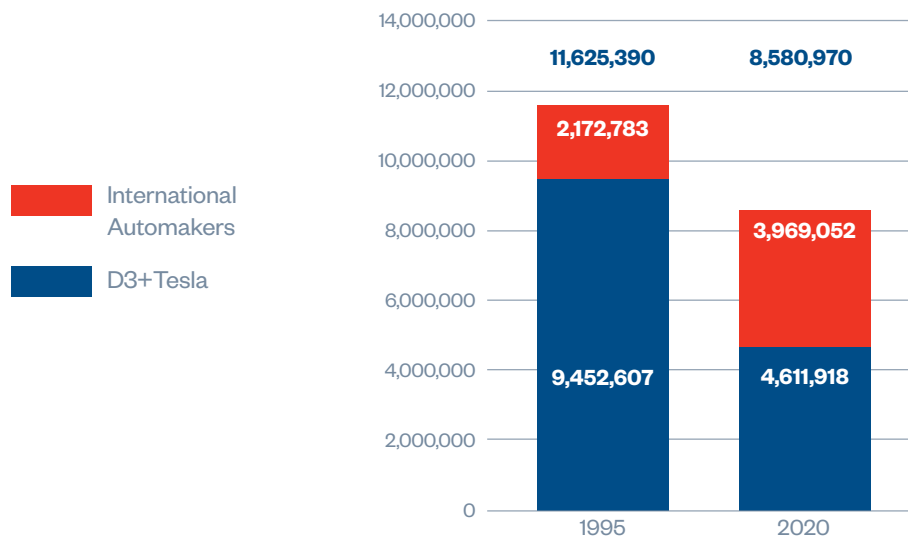


Vehicles are made, built, or manufactured in the United States using domestic and globally sourced parts. U.S. supplier purchases include parts and materials as well as goods and services.

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



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



*Passenger cars only before 1985. Passenger cars and light trucks 1985-2020.
 Source: Production data from WardsAuto InfoBank for BMW Group, Honda, Hyundai, Kia, Mazda, Mercedes-Benz, Mitsubishi Motors, Nissan, Subaru, Toyota, Volkswagen Group, and Volvo Cars.

Manufacturing Facilities

State	Automaker	Facility Name	City	Production Start	Vehicles/Components Produced
Alabama	Honda	 Honda Alabama Auto Plant	Lincoln	2001	Odyssey, Passport, Pilot, Ridgeline, V-6 engines
	Hyundai	 Hyundai Motor Manufacturing Alabama	Montgomery	2005	Elantra, Santa Fe, Sonata
	Mazda-Toyota	 Mazda Toyota Manufacturing, U.S.A., Inc.	Huntsville	2021	Corolla, Mazda Crossover
	Mercedes-Benz	 Mercedes-Benz U.S. International, Inc.	Vance	1995	GLE SUV, GLE Coupe, GLS SUV, Mercedes-Maybach GLS
	Mercedes-Benz	 Mercedes-Benz U.S. International, Inc.	Woodstock	2021	Electric vehicle batteries
	Toyota	 Toyota Motor Manufacturing Alabama	Huntsville	2001	4-cylinder, V-6, and V-8 engines
California	Toyota	 TABC, Inc.	Long Beach	1972	Steering columns, catalytic converters, sub-assemblies
Georgia	Honda	 Honda Transmission Plant – Georgia	Tallapoosa	2006	Transmissions
	Kia	 Kia Georgia	West Point	2009	Optima/K5, Sorento, Telluride
Indiana	Honda	 Honda Indiana Auto Plant	Greensburg	2008	Civic Hatchback, CR-V, CR-V Hybrid, Insight
	Subaru	 Subaru of Indiana Automotive, Inc.	Lafayette	1989	Ascent, Impreza, Legacy, Outback
	Toyota	 Toyota Motor Manufacturing Indiana	Princeton	1996	Highlander, Highlander Hybrid, Sequoia, Sienna Hybrid
Kentucky	Toyota	 Toyota Motor Manufacturing Kentucky	Georgetown	1986	Avalon, Avalon Hybrid, Camry, Camry Hybrid, RAV4 Hybrid, Lexus ES, Lexus ES Hybrid, 4-cylinder and V-6 engines, powertrain parts
Mississippi	Nissan	 Nissan Canton Vehicle Assembly Plant	Canton	2003	Altima, Frontier, NV Cargo, NV Passenger, Titan, Titan XD
	Toyota	 Toyota Motor Manufacturing Mississippi	Blue Springs	2007	Corolla
Missouri	Toyota	 Toyota Motor Manufacturing Missouri	Troy	1990	Cylinder heads, cylinder blocks, automatic transmission parts

State	Automaker	Facility Name	City	Production Start	Vehicles/ Components Produced
Ohio	Honda	 Honda Anna Engine Plant	Anna	1985	4-cylinder and V-6 engines
	Honda	 Honda East Liberty Auto Plant	East Liberty	1989	CR-V, CR-V Hybrid, Acura MDX, Acura RDX
	Honda	 Honda Marysville Auto Plant	Marysville	1982	Accord Sedan, Accord Hybrid, CR-V, Acura ILX, Acura TLX
	Honda	 Honda Performance Manufacturing Center	Marysville	2016	Acura NSX, Acura PMC Edition Models
	Honda	 Honda Transmission Plant – Ohio	Russells Point	1996	Transmissions, gears, four-wheel-drive components, hybrid power systems
South Carolina	BMW	 BMW Manufacturing Company	Greer	1994	X3, X3 PHEV, X4, X5, X5 PHEV, X6, X7
	Mercedes-Benz	 Mercedes-Benz Vans, LLC	Ladson	2006	Metris Cargo**, Sprinter Cargo**, Sprinter Passenger**
	Volvo Cars	 Volvo Car Industrial Operations	Ridgeville	2018	S60 PHEV, S60 Sedan
Tennessee	Nissan	 Nissan Decherd Powertrain Plant	Decherd	1997	Engines
	Nissan	 Infiniti Decherd Powertrain Plant	Decherd	2014	Engines
	Nissan	 Nissan Smyrna Vehicle Assembly Plant	Smyrna	1983	LEAF, Maxima, Murano, Pathfinder, Rogue, Infiniti QX60
	Toyota	 Toyota Motor Manufacturing Tennessee	Jackson	2003	Cylinder blocks, automatic transmission parts
	Volkswagen	 Volkswagen Chattanooga Assembly Plant	Chattanooga	2010	Atlas, Atlas Cross Sport, Passat
Texas	Toyota	 Toyota Motor Manufacturing Texas	San Antonio	2003	Tacoma, Tundra
West Virginia	Toyota	 Toyota Motor Manufacturing West Virginia	Buffalo	1996	Automatic transmissions, 4-cylinder and V-6 engines

 20 Auto Plants  11 Component Plants

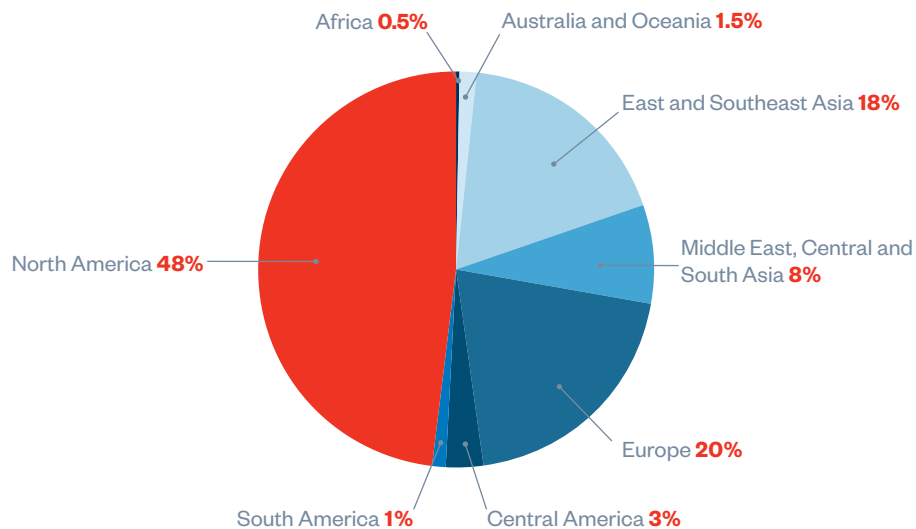
**Assembly only

Exports



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

U.S. Built Vehicles are Exported Worldwide



Trade



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

Trade Supports Jobs in Manufacturing States

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

Source: Production data from WardsAuto InfoBank for BMW Group, Honda, Hyundai, Kia, Mazda, Mercedes-Benz, Mitsubishi Motors, Nissan, Subaru, Toyota, Volkswagen Group, and Volvo Cars.

Exports to FTA Markets

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



Exports by Seaport

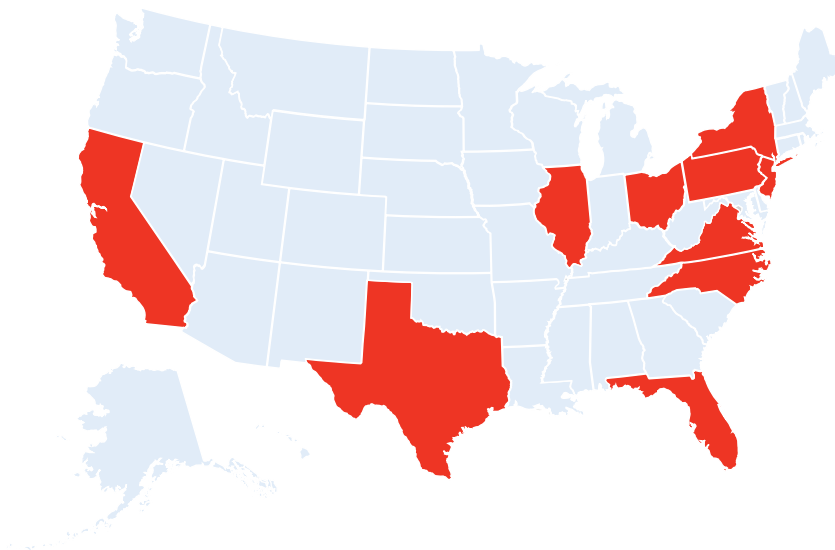
Port	Models Exported
Long Beach, CA	Honda: Accord, Civic, CR-V, Insight, Odyssey, Passport, Pilot, Ridgeline, Acura ILX, Acura MDX, Acura RDX, Acura TLX Nissan: Infiniti QX60 Toyota: Avalon, Camry, Corolla, Highlander, Sequoia, Sienna Hybrid, Tacoma, Tundra
National City, CA	Toyota: Avalon, Camry, Tacoma,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

Dealerships



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

Top 10 States for International Nameplate Dealership Employment



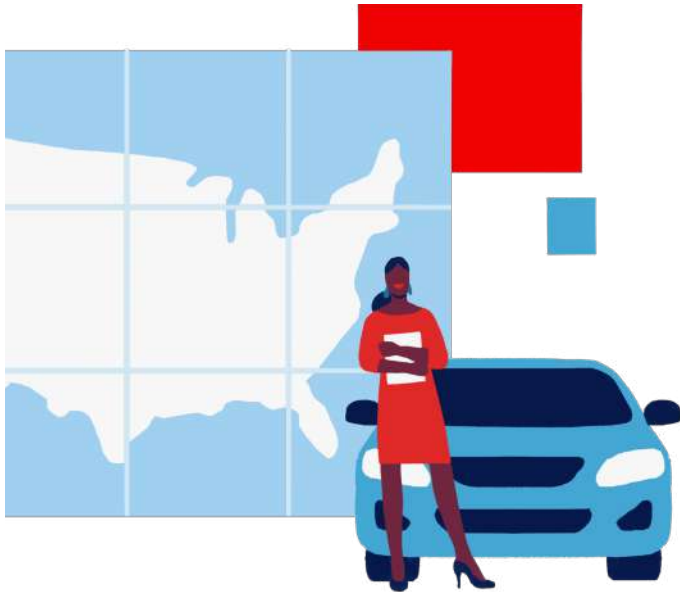
Dealership Employment

State	No. of Dealership Franchises	Dealership Employment	Average Annual Earnings Per Employee	Total Dealership Employee Compensation
Alabama	146	7,040	\$60,684	\$427,215,360
Alaska	23	897	\$62,556	\$56,112,732
Arizona	160	13,770	\$67,548	\$930,135,960
Arkansas	71	3,124	\$59,072	\$184,540,928
California	975	73,953	\$72,748	\$5,379,932,844
Colorado	156	10,575	\$68,484	\$724,218,300
Connecticut	174	8,050	\$68,120	\$548,366,000
Delaware	36	2,190	\$62,556	\$136,997,640
Florida	612	48,867	\$65,884	\$3,219,553,428
Georgia	272	16,932	\$65,728	\$1,112,906,496
Hawaii	42	2,562	\$68,276	\$174,923,112
Idaho	60	3,162	\$60,268	\$190,567,416
Illinois	379	18,960	\$59,800	\$1,133,808,000
Indiana	189	8,305	\$57,304	\$475,909,720
Iowa	97	3,358	\$57,564	\$193,299,912
Kansas	89	3,588	\$57,148	\$205,047,024
Kentucky	112	5,665	\$58,448	\$331,107,920
Louisiana	151	7,095	\$58,500	\$415,057,500
Maine	67	2,646	\$58,292	\$154,240,632
Maryland	218	13,870	\$64,272	\$891,452,640
Massachusetts	246	12,705	\$73,372	\$932,191,260
Michigan	228	9,075	\$63,128	\$572,886,600
Minnesota	123	6,726	\$58,136	\$391,022,736
Mississippi	84	3,420	\$56,056	\$191,711,520
Missouri	154	7,714	\$59,540	\$459,291,560
Montana	40	1,599	\$57,772	\$92,377,428
Nebraska	53	2,304	\$57,460	\$132,387,840
Nevada	65	5,850	\$73,736	\$431,355,600
New Hampshire	91	3,950	\$71,604	\$282,835,800
New Jersey	325	19,200	\$73,424	\$1,409,740,800
New Mexico	63	3,078	\$57,772	\$177,822,216
New York	536	25,650	\$67,912	\$1,741,942,800
North Carolina	316	17,640	\$59,696	\$1,053,037,440
North Dakota	33	1,144	\$57,096	\$65,317,824
Ohio	372	17,342	\$59,436	\$1,030,739,112
Oklahoma	89	4,264	\$59,176	\$252,326,464
Oregon	139	7,316	\$63,076	\$461,464,016
Pennsylvania	490	21,995	\$57,460	\$1,263,832,700
Rhode Island	42	2,183	\$63,076	\$137,694,908
South Carolina	154	8,568	\$59,904	\$513,257,472
South Dakota	27	1,020	\$58,656	\$59,829,120
Tennessee	197	10,944	\$63,076	\$690,303,744
Texas	622	45,684	\$69,576	\$3,178,509,984
Utah	80	5,320	\$62,452	\$332,244,640
Vermont	42	1,368	\$59,696	\$81,664,128
Virginia	282	17,595	\$62,972	\$1,107,992,340
Washington	212	12,920	\$65,728	\$849,205,760
West Virginia	77	2,726	\$51,168	\$139,483,968
Wisconsin	182	7,300	\$52,468	\$383,016,400
Wyoming	19	836	\$55,536	\$46,428,096
	9,412	542,045	\$65,211*	\$35,347,307,840

Source: AIADA Membership Roster and NADA DATA.

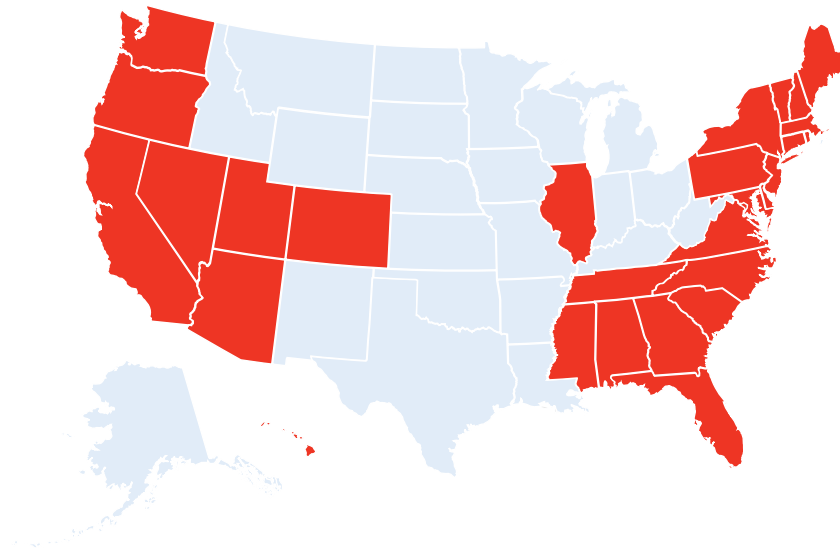
*National average annual earnings for employee at international nameplate automobile dealership

U.S. Sales



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

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



New Vehicle Sales

State	Total Sales Volume	Int'l Automakers Sales*	Int'l Automakers Market Share
Alabama	182,842	95,936	52%
Alaska	22,778	9,438	41%
Arizona	340,161	178,594	53%
Arkansas	120,387	52,355	43%
California	1,575,822	1,082,530	69%
Colorado	217,186	122,416	56%
Connecticut	141,190	97,761	69%
Delaware	41,701	22,376	54%
District of Columbia	15,844	11,788	74%
Florida	1,174,989	762,947	65%
Georgia	440,932	242,124	55%
Hawaii	52,267	35,601	68%
Idaho	46,366	21,983	47%
Illinois	499,308	269,037	54%
Indiana	222,892	98,252	44%
Iowa	117,521	43,676	37%
Kansas	87,520	38,559	44%
Kentucky	139,997	66,395	47%
Louisiana	192,283	92,785	48%
Maine	59,877	30,238	51%
Maryland	294,825	157,991	54%
Massachusetts	291,079	193,349	66%
Michigan	555,986	103,982	19%
Minnesota	215,320	96,331	45%
Mississippi	96,222	51,050	53%
Missouri	320,399	112,008	35%
Montana	41,532	15,486	37%
Nebraska	77,600	31,693	41%
Nevada	117,280	69,000	59%
New Hampshire	91,731	48,383	53%
New Jersey	500,855	326,185	65%
New Mexico	74,262	36,332	49%
New York	872,108	543,899	62%
North Carolina	388,166	221,953	57%
North Dakota	34,619	10,665	31%
Ohio	537,122	265,036	49%
Oklahoma	421,971	199,273	47%
Oregon	135,024	85,111	63%
Pennsylvania	549,780	310,090	56%
Rhode Island	45,271	29,864	66%
South Carolina	195,650	110,888	57%
South Dakota	36,220	12,070	33%
Tennessee	257,925	146,218	57%
Texas	1,300,325	633,662	49%
Utah	121,396	63,078	52%
Vermont	39,354	21,164	54%
Virginia	326,932	207,120	63%
Washington	240,749	155,441	65%
West Virginia	72,262	32,143	44%
Wisconsin	224,731	101,239	45%
Wyoming	22,373	7,716	34%
Total	14,190,932	7,773,201	55%

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

Research & Development



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

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



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



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



Infiniti QX50
 Infiniti QX55
 Infiniti QX60



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



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



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

*Multiple generations

R&D Facilities

State	Facility	City	
Arizona	Nissan Technical Center North America Arizona Test Center	Stanfield	
	Toyota Arizona Proving Grounds	Wittman	
	Volkswagen Arizona Proving Grounds	Maricopa	
	Volvo Car Arizona Proving Ground	Wittmann	
California	American Honda Motor Co., Inc., R&D Business Unit	Torrance	
	Audi Advanced Driver Assistance R&D (Volkswagen)	San Jose	
	Audi of America Design Loft (Volkswagen)	Malibu	
	Audi Innovation Center (Volkswagen)	San Francisco	
	BMW iVentures	Mountain View	
	BMW Technology Office	Mountain View	
	BMW of North America Engineering and Emission Test Center	Oxnard	
	Caltly Design Research (Toyota)	Newport Beach	
	Caltly Design Research (Toyota Innovation Hub)	Oakland	
	Designworks (BMW Group)	Newbury Park	
	Honda Innovations, Inc.	Mountain View	
	Honda Proving Center of California	Cantil	
	Honda Research Institute USA, Inc., Silicon Valley Research Office	San Jose	
	Hyundai Kia America Technical Center, Inc. Proving Ground	California City	
	Hyundai Kia America Technical Center, Inc. Engineering Facility	Chino	
	Hyundai Kia America Technical Center, Inc. North American Quality Center	Chino	
	Hyundai Kia America Technical Center, Inc. Design Center/Tech Facility	Irvine	
	Hyundai Kia America Technical Center, Inc. Hyundai Ventures	Menlo Park	
	Kia Design Center America	Irvine	
	Mazda R&D Irvine	Irvine	
	Mercedes-Benz R&D North America	Carlsbad	
	Mercedes-Benz R&D North America	Long Beach	
	Mercedes-Benz R&D North America	Sunnyvale	
	Nissan Design America	San Diego	
	Nissan Research Center Silicon Valley	Santa Clara	
	Nissan Technical Center Fuel Cell Research Center	West Sacramento	
	Subaru Research & Development	Cypress	
	Subaru Research & Development	Tustin	
	Toyota Racing Development	Costa Mesa	
	Toyota Research Institute	Palo Alto	
	Toyota InfoTechnology Center U.S.A., Inc.	Mountain View	
	Volkswagen Innovation and Engineering Center California	Belmont	
	Volkswagen Test Center California	Oxnard	
	Volkswagen Design Center	Santa Monica	
	Volvo Car Design Studio	Camarillo	
	Volvo Car Technology	Mountain View	
	Volvo Car Technology	Sunnyvale	
	Colorado	American Honda Motor Co., Inc., Denver Test Lab	Denver
		Audi Test Lab (Volkswagen)	Golden
	Indiana	Subaru Research & Development	Lafayette
	Kentucky	Toyota Production Engineering and Manufacturing Center	Georgetown
	Massachusetts	Toyota Research Institute	Cambridge
Michigan	American Honda Motor Co., Inc., Ann Arbor Test Lab	Ann Arbor	
	American Honda Motor Co., Inc., Pontiac Office	Auburn Hills	
	American Honda Motor Co., Inc., Warren Office	Warren	
	Caltly Design Research (Toyota)	Ann Arbor	
	Honda Research Institute USA, Inc., Detroit Research Office	Ann Arbor	
	Hyundai-Kia America Technical Center, Inc.	Superior Township	
	Mercedes-Benz R&D North America	Ann Arbor	
	Mercedes-Benz R&D North America	Redford	
	Mitsubishi Motors R&D of America, Inc	Ann Arbor	
	Nissan Technical Center North America	Farmington Hills	
	Subaru Research & Development	Ann Arbor	
	Toyota Motor North America R&D	Ann Arbor	
New Jersey	Toyota Research Institute	Ann Arbor	
	Toyota Motor North America R&D	Saline	
North Carolina	Subaru Research & Development	Camden	
	Volkswagen Allendale Test Center	Allendale	
Ohio	Toyota Racing Development	Salisbury	
	American Honda Motor Co., Inc., Columbus Research Labs	Columbus	
Oregon	American Honda Motor Co., Inc., North American Auto Development Center	Raymond	
	Jaguar Land Rover Global Digital Design Center	Portland	
South Carolina	BMW Group Information Technology Research Center	Greenville	
	Volkswagen Innovation Hub Knoxville	Knoxville	
Tennessee	Volkswagen North American Engineering & Planning Center	Chattanooga	
Virginia	Mitsubishi Motors R&D of America, Inc.	Arlington	
Washington	Mercedes-Benz R&D North America	Seattle	
	Volkswagen Automotive Cloud, LLC	Redmond	

Green Vehicles

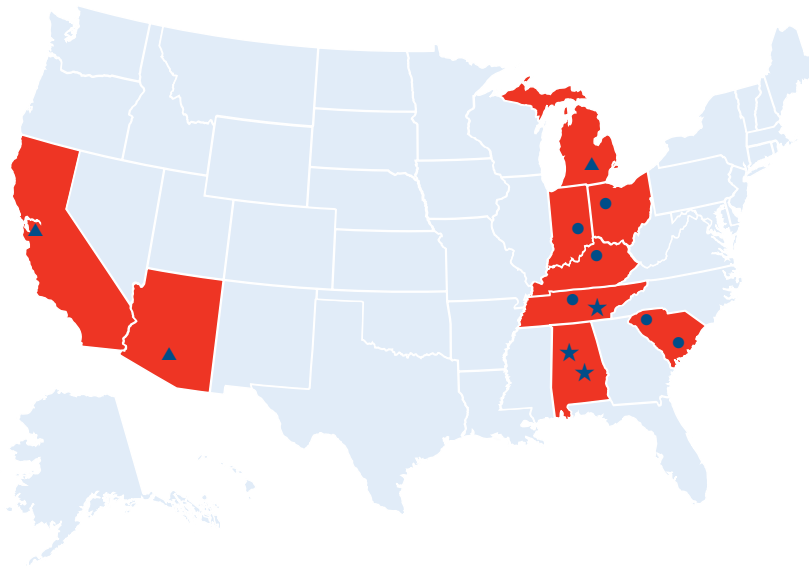
- **466,000** new green vehicles* sold in 2020

- Nearly **70** green vehicles models offered to U.S. consumers in 2020

- **62%** market share green vehicles in 2020



Eight States with Green Vehicle Manufacturing and R&D Facilities



- **6** Green Vehicle/Battery Manufacturing
- ★ **3** Future Green Vehicle/Battery Manufacturing
- ▲ **3** Green Vehicle R&D

Green Vehicle Sales

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

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

International Automakers in America

Aston Martin

U.S. Headquarters:

Irvine, California

U.S. Operations Established: 1964

astonmartin.com

Aston Martin Lagonda of North America, Inc.

9920 Irvine Center Drive

Irvine, CA 92618

T 949.379.3100

BMW Group

U.S. Headquarters:

Woodcliff Lake, New Jersey

U.S. Operations Established: 1975

Brands: BMW, MINI, and Rolls-Royce

bmwusa.com

BMW Group Government & External Affairs

900 G Street, NW

Suite 600

Washington, DC 20001

T 202.393.2150

Ferrari

U.S. Headquarters:

Englewood Cliffs, New Jersey

U.S. Operations Established: 1990

ferrari.com

Ferrari North America, Inc.

250 Sylvan Avenue

Englewood Cliffs, NJ 07632

T 201.816.2600

Honda

U.S. Headquarters:

Torrance, California

U.S. Operations Established: 1959

Brands: Honda and Acura

hondainamerica.com

American Honda Motor Co., Inc.

Government & Industry

Relations

1001 G Street, NW

Suite 950

Washington, DC 20001

T 202.661.4400

Hyundai

U.S. Headquarters:

Fountain Valley, California

U.S. Operations Established: 1985

Brands: Hyundai and Genesis

hyundaiusa.com

Hyundai Motor Company

Washington Office

660 N. Capitol Street, NW

Suite 800

Washington, DC 20001

T 202.629.1555

Jaguar Land Rover

U.S. Headquarters:

Mahwah, New Jersey

U.S. Operations Established: 2001

jaguarlandrover.com

Jaguar Land Rover

Government Relations

100 Jaguar Land Rover Way

Mahwah, NJ 07495

T 201.818.8500

KIA

U.S. Headquarters:

Irvine, California

U.S. Operations Established: 1992

kia.com

Kia Corporation

Government Affairs

601 New Jersey Avenue, NW

Suite 800

Washington, DC 20001

T 202.503.1515

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 &

Public Affairs

1025 Connecticut Avenue, NW

Suite 910

Washington, DC 20036

T 202.467.5095

McLaren

U.S. Headquarters:

Coppell, Texas

U.S. Operations Established: 2010

mclaren.com

McLaren North America

1405 S Belt Line Rd

Suite 100

Coppell, TX 75019

T 855.202.8815

Mercedes-Benz

U.S. Headquarters:

Sandy Springs/Atlanta, Georgia

U.S. Operations Established: 1965

Brands: Mercedes-Benz and smart

daimler.com

Mercedes-Benz USA/Daimler

External Affairs — Americas

800 Maine Avenue, SW

Suite 625

Washington, DC 20024

T 202.649.4500

Mitsubishi Motors

U.S. Headquarters:

Franklin, Tennessee

U.S. Operations Established: 1981

mitsubishicars.com

Mitsubishi Motors R&D

of America, Inc.

Government & Industry Relations

2200 Clarendon Blvd

Suite 1401

Arlington VA 22201

T 734.477.6119

Nissan

U.S. Headquarters:

Franklin, Tennessee

U.S. Operations Established: 1958

Brands: Nissan and Infiniti

nissanusa.com

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

1 Nissan Way
Franklin, TN 37067
T 615.725.8742

Subaru

U.S. Headquarters:

Camden, New Jersey

U.S. Operations Established: 1968

subaru.com

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

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

Toyota

U.S. Headquarters:

Plano, Texas

U.S. Operations Established: 1958

Brands: Toyota and Lexus

toyota.com

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

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

Volkswagen Group of America

U.S. Headquarters:

Herndon, Virginia

U.S. Operations Established: 1955

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

volkswagengroupofamerica.com

**Volkswagen Group of America
Public Affairs**

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

Volvo Cars

U.S. Headquarters:

Rockleigh, New Jersey

U.S. Operations Established: 1955

volvocars.com/us

**Volvo Car Corporation
Government Affairs**

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



Sources used to compile the data in this report:

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

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

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

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





www.AutosDriveAmerica.org

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www.AIADA.org

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