

THE DRIVING FORCE

MERGING INNOVATION AND POLICY



Building the New American Auto Industry

Visit any automotive manufacturing hub in the United States today and you'll find all the components of a diverse and thriving community.

You'll find vast, cutting-edge facilities that assemble millions of cars and trucks, of course. There's also major transportation infrastructure to receive the thousands of components in a vehicle and deliver the completed products to points across the country and around the world.

And then there are automotive industry workers.

Machinists. Engineers. Line workers. Designers. Electricians. Software developers. Supply chain experts. Distribution and logistics specialists.

Coast to coast: 9.6 million jobs. Producing 10 million American-made autos each year. Supporting American small businesses and underpinning the tax base of entire regions.

Now replicate those operations in every state. Each facility contributing its part to the creation of vehicles pushing the envelope on design, performance and innovation.

Now add in the thousands of automotive suppliers that form the backbone of the world's most complex supply chain.

Now add autonomous vehicle companies. And semiconductor leaders. And electric vehicle battery manufacturers.

All together: Five percent of the American economy. \$105 billion in auto exports. Every dollar in auto manufacturing creates \$3.45 in economic value. Every vehicle manufacturing job supports 10.5 additional American jobs. \$21 billion in R&D.

Real people. Real investment. Building the cleanest, safest, smartest vehicles ever and redefining personal transportation for the next generation and beyond.

This is the new American auto industry, and we break it all down in our inaugural economic impact report: *Driving Force*.

Sincerely,



JOHN BOZZELLA

**PRESIDENT & CHIEF EXECUTIVE OFFICER,
ALLIANCE FOR AUTOMOTIVE INNOVATION**

A handwritten signature in black ink that reads "John Bozzella". The signature is stylized and cursive.

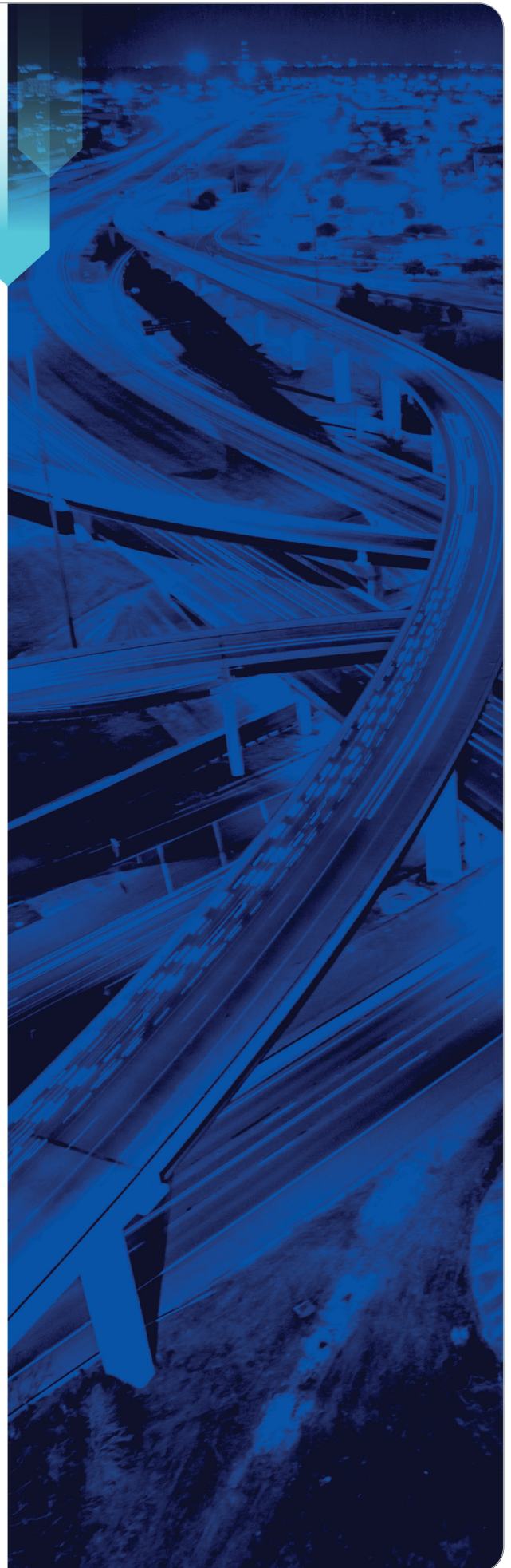
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AUTO INNOVATORS: A DRIVING FORCE ACROSS AMERICA



WATCH VIDEO



GLOBAL LEADERS ARE AUTO MANUFACTURING LEADERS

Auto manufacturing is the hallmark of global economic leadership.

Manufacturing accounts for 11 percent of U.S. GDP. The manufacturing economy of just the U.S. is the eighth-largest economy in the world with \$2.64 trillion in value added in 2021. **The manufacture of motor vehicles and parts alone represents 6 percent of the manufacturing total and 11 percent of the durable goods subsector.**

Among G20 countries (comprising the major economies of the world), all but two produce automobiles. The G20 represent 72 percent of the world's gross domestic product (GDP) and those **countries produce 87 percent of the world's motor vehicles.**

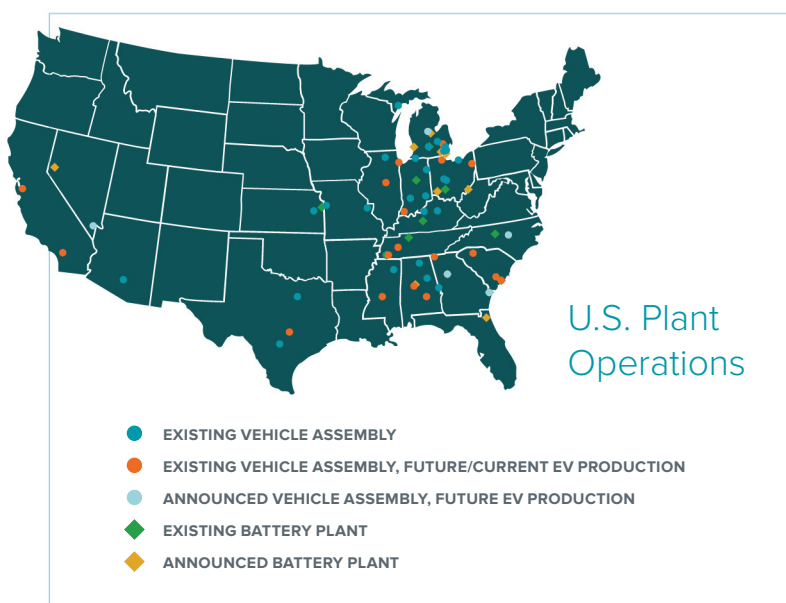
AUTOMAKERS: A TRILLION DOLLAR ECONOMIC IMPACT

The automotive ecosystem (including direct, indirect and induced value added) drives more than \$1 trillion into the U.S. economy each year — 4.9 percent of GDP.

- 1 **New Vehicle Sales in 2021 — 14.9 M Units**
- 2 **New Vehicle Sales Revenue 2021 — \$618 B**

See appendix A for more state level data on economic contributions

America remains a global leader in the production of vehicles.



Across 17 states, 55 vehicle assembly plants are producing cleaner, safer, and smarter vehicles while providing thousands of jobs and boosting local economies. And there's more on the way. Six additional assembly facilities have been announced — all building new electric vehicles — joining the 23 existing facilities that have been retooled for electric production.

Electric vehicle production is creating a new landscape for battery manufacturing as automakers look to keep their supplies local. Fifteen new battery plants have been announced — nearly double the existing battery plant footprint that exists today. Together, these new plants will add 360 GWh of capacity to the nearly 100 GWh of capacity in the U.S. today.

See appendix B for a list of facilities by state

MANUFACTURERS INVEST IN AMERICA

America's auto leadership is underscored by the major investments companies continue to make here. This manufacturing generates state-of-the-art technologies with positive ripple effects including long-term, sustainable jobs nationwide.

Since the start of 2021, auto manufacturers have announced investments of more than \$75 billion in the U.S. — that includes everything from new assembly and battery plants to retooling and upskilling workers. These investments will further create more than 66,000 new American jobs.

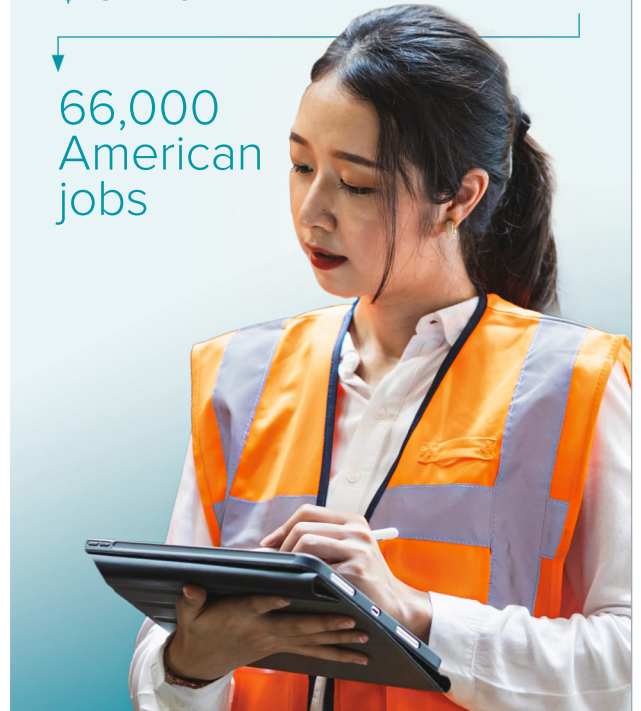


NEW INVESTMENTS

NEW INVESTMENTS FROM COAST-TO-COAST

\$75 Billion → 17 States → 54 Cities

66,000
American
jobs



ADDITIONAL FACTS

For every \$1 added to the economy by motor vehicle manufacturing, an additional \$3.45 in economic value is created.

Every direct job in vehicle manufacturing creates another 10.5 American jobs.

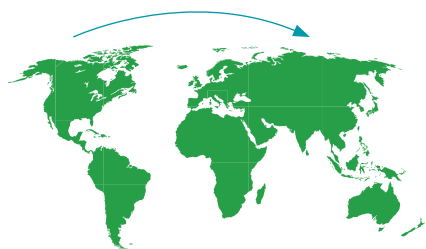
Sources: Bureau of Economic Analysis, National Association of Manufacturers, Wards Intelligence, Company Reports, IMPLAN, 2020 Data Analysis, National Automobile Dealers Association

See Appendix C for a full breakdown of investments

GROWING AUTO ACTIVITY AT AMERICAN PORTS

Motor vehicles & parts were the second largest U.S. export in 2021 — more than \$105 billion in goods.

Since 2006, exports of motor vehicles and parts from U.S. ports to destinations around the globe increased 16 percent. Nearly every region of the world imported more from the U.S. in 2021 than it did in 2006 — some regions more than doubled.



Asia saw the greatest increase in auto-related imports from the U.S.

BY THE NUMBERS

In 2006 the U.S. exported nearly **\$9.9 billion** in vehicles and parts to Asian countries.

By 2021, the U.S. shipped more than **\$21 billion** in vehicles and parts — a 113 percent jump.

AUTO EXPORTS ACROSS THE GLOBE

REGION	MOTOR VEHICLE & PARTS EXPORTS**	15-YEAR CHANGE
Asia	\$21.1 B	113%
Europe	\$17.9 B	30%
South/Central America	\$4.0 B	14%
Australia and Oceania	\$2.7 B	108%
Africa	\$1.6 B	34%
World Total	\$105.5 B	16%

In 2021, U.S. ports handled more than \$400 billion in motor vehicles and parts trade.

MOST ACTIVE STATES FOR LIGHT VEHICLE RELATED TRADE*

STATE	MOTOR VEHICLE & PARTS TRADE**	MOTOR VEHICLES & PARTS AS A % OF TOTAL STATE TRADE
Michigan	\$95.5 B	50.8%
California	\$55.0 B	9%
Texas	\$54.4 B	8%
South Carolina	\$19.8 B	24.8%
Tennessee	\$18.2 B	14.1%
Georgia	\$17.8 B	10.7%
Ohio	\$16.8 B	13.3%
Alabama	\$16.5 B	31.4%
Maryland	\$13.3 B	24.2%
Indiana	\$12.1 B	10.2%

*Exports and Imports **2021

See appendix D for more state trade data

NO. 1 EXPORT IN THESE STATES

AL	\$8.6 B value	41% of total
SC	\$11.9 B value	40% of total
MI	\$20.0 B value	36% of total
OH	\$7.9 B value	16% of total
MO	\$2.4 B value	16% of total

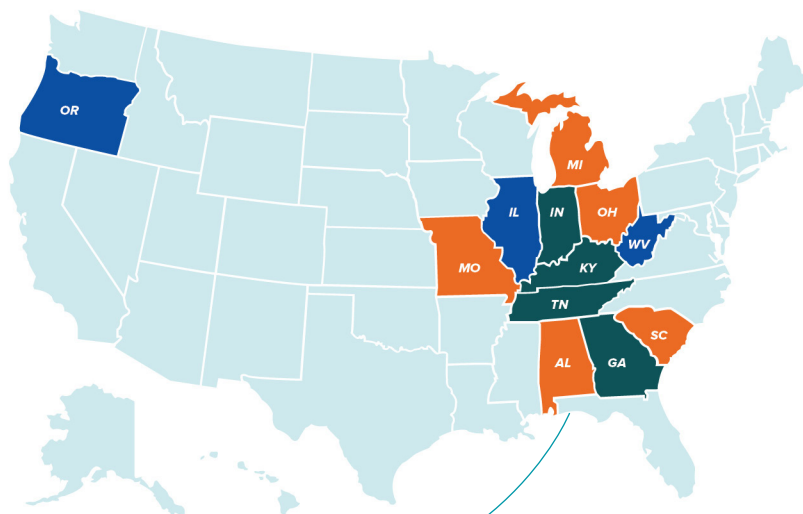
NO. 2 EXPORT IN THESE STATES

IN	\$6.3 B value	15% of total
KY	\$3.8 B value	13% of total
TN	\$3.0 B value	9% of total
GA	\$3.1 B value	7% of total

NO. 3 EXPORT IN THESE STATES

WV	\$715.2 M value	11% of total
IL	\$4.6 B value	7% of total
OR	\$1.3 B value	4.4% of total

Motor vehicles and parts were one of the top 3 exports in 12 states.



41%

OF ALABAMA'S TOTAL STATE EXPORTS
ARE MOTOR VEHICLES & PARTS



Far away from traditional auto hubs like Detroit, ports from Texas to New Jersey to Florida to New York are buzzing with automotive trade activity.

MOST ACTIVE LIGHT VEHICLE-RELATED PORTS

PORT	2021 VALUE OF GOODS	% OF PORTS TOTAL
Laredo, TX	\$40.1 B	16%
Detroit, MI	\$34.9 B	24%
Brunswick, GA	\$20.5 B	90%
Baltimore, MD	\$19.5 B	32%
Los Angeles, CA	\$17.6 B	6%
Charleston, SC	\$15.1 B	17%
Newark, NJ	\$14.8 B	6%
Port Huron, MI	\$13.3 B	12%
Jacksonville, FL	\$11.8 B	50%
Buffalo-Niagara Falls, NY	\$8.3 B	10%



INVESTING IN FUTURE INNOVATIONS

The new and exciting technology that exists in today's vehicles started as an investment many years before it was ever put into an automobile. .



From the earliest planning stages, manufacturers work to bring the most innovative technologies to consumers.

The auto industry understands that technology holds the promise to make vehicles cleaner, safer, and smarter, which is why they devote considerable resources to research and development.

Nearly \$538 billion was spent on research and development activities in the United States in 2020. More than \$23 billion (4.3 percent) was invested by the auto industry — the third highest for any manufacturing industry group, behind only pharmaceuticals and semiconductors.

84%

ABOUT 84 PERCENT OR NEARLY \$21 BILLION OF U.S. R&D INVESTMENT IN AUTOS COMES FROM THE INDUSTRY.

Less than 1 percent is contributed by the federal government. For comparison, the aerospace industry spent nearly \$23 billion on R&D in 2020 — 60 percent was paid for with federal funds.

Automakers made significant capital investments in 2019, including allocating nearly \$1.5 billion to R&D facilities.

This total is the third highest for any manufacturing industry group, behind only pharmaceuticals and medicines, and semiconductor and other electronic components.

TOP R&D STATES

1	Michigan	\$13,953,000,000	67%
2	California	\$2,340,000,000	11%
3	Indiana	\$1,143,000,000	5%
4	Illinois	\$580,000,000	3%
5	Oregon	\$368,000,000	2%

EMPLOYMENT

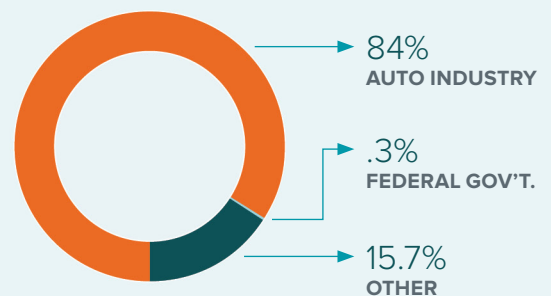
More than one in 10 direct auto jobs are R&D.

10.4% of all motor vehicles and parts employment is in the research and development space.

INVESTMENT

67%

67% OF ALL MOTOR VEHICLE AND PARTS R&D OCCURS IN MICHIGAN.

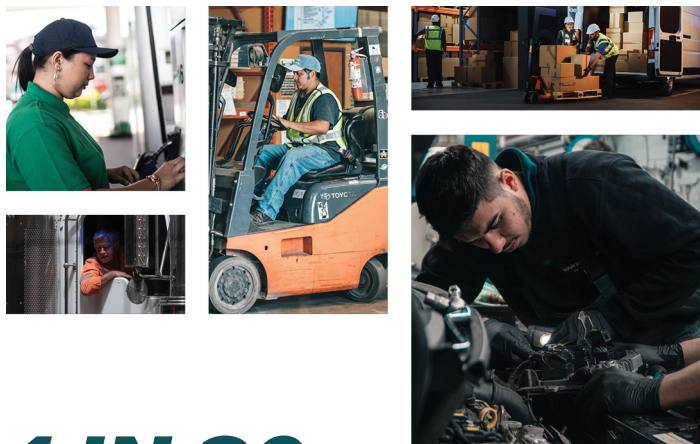


Source: National Science Foundation, 2020 National Data, 2019 State Data

9.6 MILLION JOBS COAST TO COAST

Across the United States, the auto industry is a major employer.

The auto industry is supporting jobs not only in auto manufacturing, but also through an extensive network of parts, components and material suppliers, and a vast retail and maintenance network of dealers and aftermarket products and services.



1 IN 20

NEARLY ONE IN 20 JOBS IS SUPPORTED BY THE AUTO INDUSTRY.

The 9.6 million jobs (direct, indirect, and induced) supported by the automotive ecosystem represent 4.9 percent of total U.S. employment and more than \$650 billion in payroll compensation annually.

BY THE NUMBERS

How big is \$650 billion? More than the operating budgets of California, New York and Texas – combined.



In 25 states, more than 100,000 jobs are supported by the auto industry.

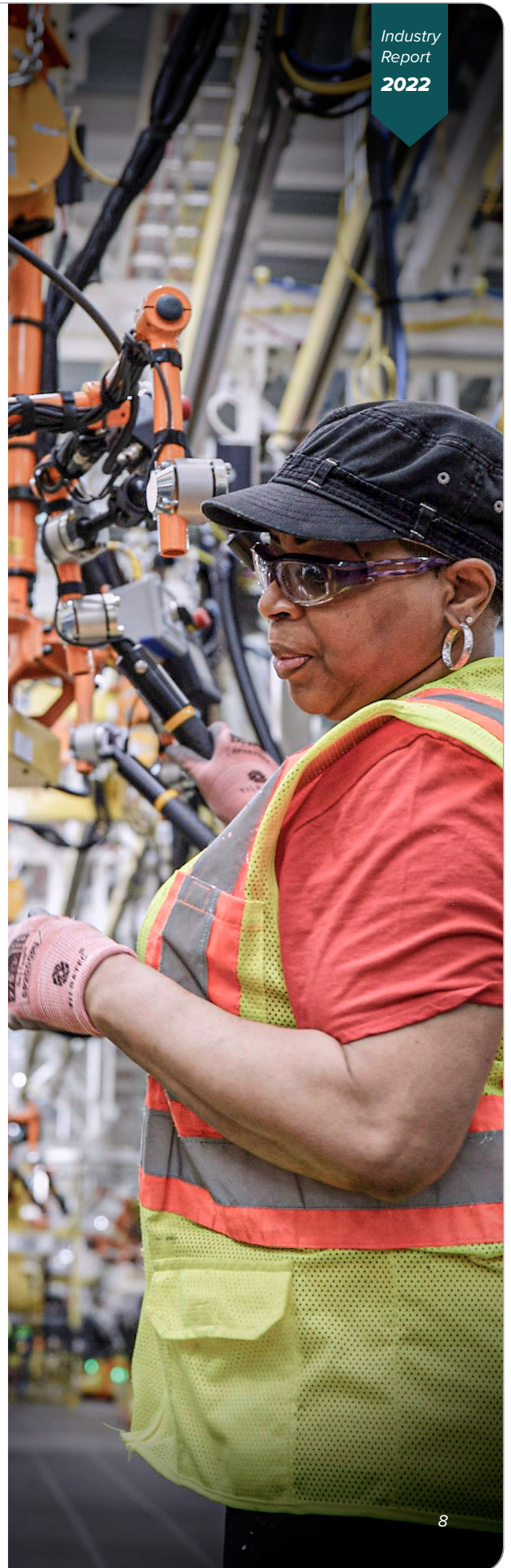
AUTO INDUSTRY EMPLOYMENT

1	California	756,000
2	Texas	664,900
3	Florida	477,700
4	Michigan	363,500
5	Ohio	309,700
6	Illinois	261,100
7	Georgia	248,300
8	New York	236,500
9	Pennsylvania	231,300
10	Tennessee	210,400

See appendix E for more state level data on industry employment

Auto manufacturing supports more than 2 million of the 9.6 million total jobs.

Thirteen states have more than 10,000 jobs supported by auto manufacturing.



AUTO MANUFACTURING EMPLOYMENT

1	Michigan	168,150
2	Ohio	76,650
3	Indiana	67,950
4	California	67,650
5	Kentucky	67,200
6	Tennessee	60,300
7	Texas	50,100
8	Missouri	44,400
9	Illinois	38,850
10	South Carolina	38,850

See appendix F for more state level data on automotive manufacturing employment

Source: Multi-industry contribution analysis of the economic impact of automotive manufacturing (including direct, indirect, and induced jobs) modeled using IMPLAN economic analysis data software, 2020 data year. Employment rounded to the nearest 50.



**OUTSIZED CONTRIBUTION TO
FEDERAL, STATE TAX RECEIPTS**

More than \$220 billion in federal and state revenue is generated annually by the manufacture, sale and maintenance of autos.

In 2020, the auto industry generated more than \$70 billion in federal tax revenue.

In 2020, the auto industry generated \$77 billion in state government revenue — 7 percent of all state tax revenue collected. In 28 states, more than 5 percent of state tax revenue is generated from auto industry activity.

BY THE NUMBERS

How much is \$77 billion?
Enough to fund the entire budget of the state of Michigan.



Auto industry activity – from parts suppliers, to worker paychecks, to vehicle sales, to income for small businesses – is a major driver of government tax revenue.



State governments also receive revenue from taxes on the sale of vehicles.

States took in almost \$34 billion in taxes on the sale of new vehicles in 2021 – and more than \$22 billion on the sale of used vehicles.

Multi-industry contribution analysis of the economic impact of automotive manufacturing, selling, repairing, renting, and additional maintenance modeled using IMPLAN economic analysis data software, 2020 data year.

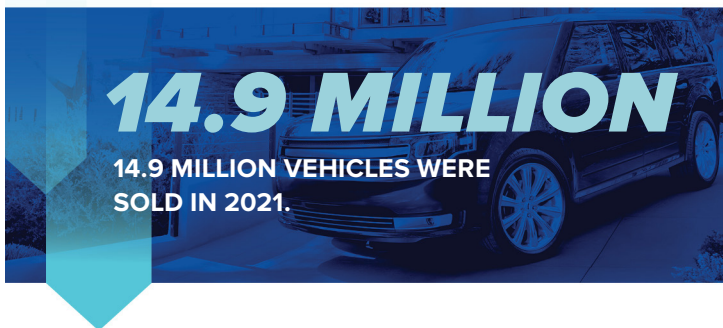
\$85 BILLION

Nearly \$85 billion was paid to state governments in the form of motor vehicle license, fuels taxes and fees in 2020.

See appendix G for detailed information on taxes by states

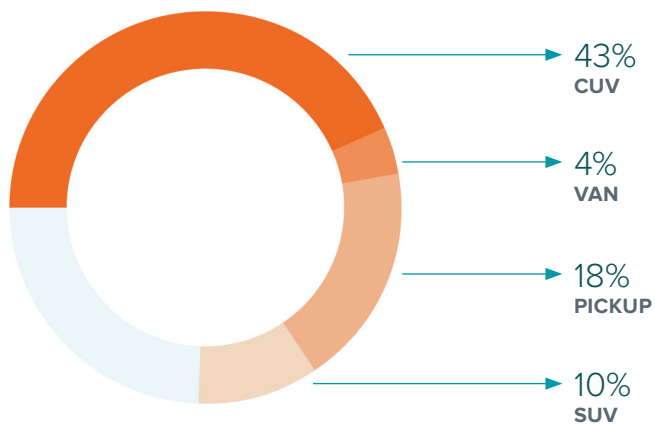
CONSUMER CHOICE

Light Trucks Remain Top Selling Segment; EV sales steadily rising.



While overall vehicle production is still recovering from pandemic-related supply chain disruptions, demand for new vehicles is strong. More than 14.9 million new light-duty vehicles were sold in 2021.

For more than a decade, light truck demand has exceeded cars. In 2013, the segments were separated by two percentage points. By 2021, 75 percent of vehicles sold in the U.S. were light trucks (SUVs, CUVs, vans and pickups.) Utility vehicles, including SUVs and CUVs accounted for more than half of all vehicle sales.



75%
OF VEHICLES SOLD IN THE U.S.
IN 2021 WERE LIGHT TRUCKS.



GROWTH OF EV SALES

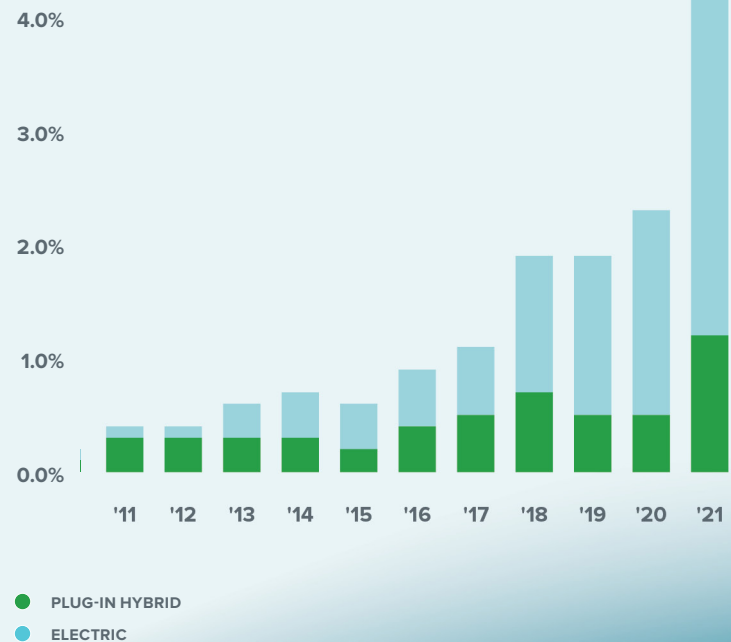
In 2011, gas and diesel engine vehicles represented 98 percent of all vehicles sold.

By 2021, that number fell to 89 percent. Only five years ago, electric vehicles (EVs, including battery, plug-in hybrid, and fuel cell electric vehicles) made up less than one percent of the sales market. In 2021, the share of EVs increased to 4.3 percent. Through the first half of 2022, EV sales rose to 6.3 percent of the total market.

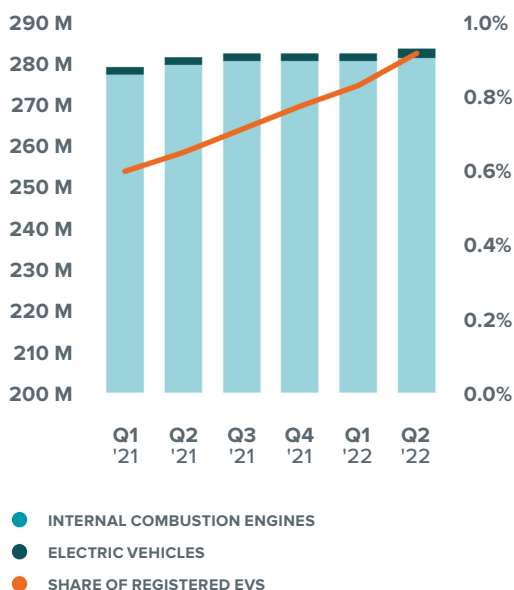
See appendix H for a breakdown of sales by state.

For more information on the electric vehicle market, visit www.autosinnovate.org/getconnected

ELECTRIC VEHICLE MARKET SHARE: 2011–2021



REGISTERED LIGHT DUTY VEHICLES*



* In operation

U.S. FLEET CONTINUES TO MAKE FUEL EFFICIENCY GAINS

While electric vehicles represent less than one percent of the more than 284 million light-duty vehicles on the road today, they continue to make gains as sales of electric vehicles increases.

“The automobile industry continues to innovate, improve, and meet the GHG standards. In model year 2020, the industry achieved record low new vehicle CO₂ emissions and record high fuel economy”

– The 2021 EPA Automotive Trends Report

Source: Figures compiled by Alliance for Automotive Innovation with new registration retail and fleet data and vehicle in operation data provided by IHS Markit

AN ELECTRIC FUTURE LET'S DRIVE THERE TOGETHER

The future is electric, and automakers have set a bold target of 40–50 percent EV sales by 2030 with supportive policies in place.

That's backed by an unprecedented commitment of \$1.2 trillion to develop and produce millions of new EVs globally. To power these EVs, automakers and battery manufacturers plan to install 5.8 terawatt-hours of battery production capacity globally by 2030.

As of mid-2022, there were nearly 20 million EVs on the road around the world, and global sales of EVs in 2021 set a new record: 6.6 million. While the U.S. increased its EV market share in 2021 to 4.3 percent, this total represents less than half of the global EV market share of 8.7 percent, and was behind European and Asian nations, with leading nations Germany and the United Kingdom both surpassing 20 percent and China nearing 15 percent.

GROWING NEED FOR PUBLIC CHARGING

To succeed, drivers need access to convenient, accessible, affordable and reliable charging wherever they live or work. The current map of publicly available charging shows an urgent need to focus on charging infrastructure.

The U.S. is not adding publicly available EV charging fast enough, especially as EV sales continue to grow.

73 percent of U.S. counties (2,319) have fewer than five publicly available charging ports per 10,000 vehicles; 59 percent of U.S. counties (1,871) had one or none per 10,000 vehicles.

CHARGING INFRASTRUCTURE

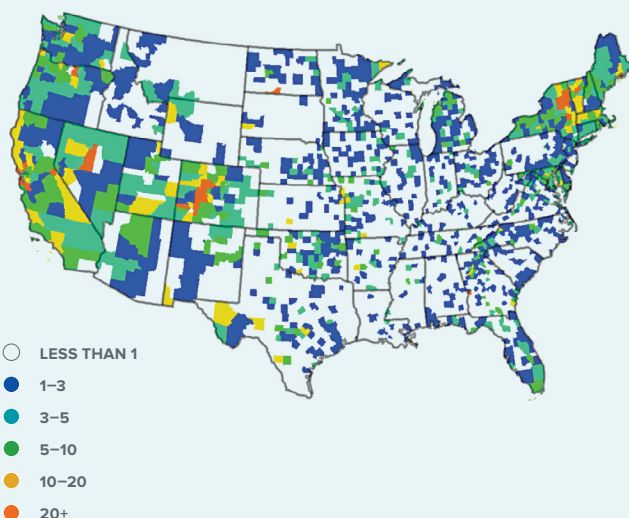
PUBLICLY AVAILABLE CHARGING INFRASTRUCTURE NOT ONLY EASES “RANGE ANXIETY” BUT SUBSTANTIALLY INCREASES CONSUMER AWARENESS OF THE TECHNOLOGY.

Even still, home charging is critically important — over 80 percent of EV charging occurs at home.

Find out more: www.autosinnovate/evagenda

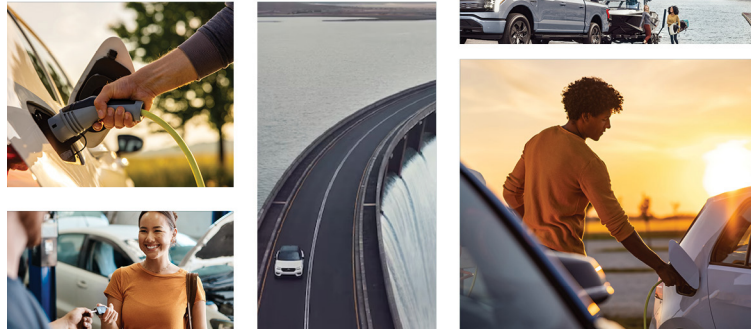
- 1 Of the 3,180 counties in the U.S., 65 percent (2058 counties) had five or fewer publicly available non-proprietary charging ports installed as of June 2022; 41 percent (1302 counties) had zero.
- 2 **Did you know:** nearly one-third of all U.S. charging infrastructure is located in California?

Publicly Available Electric Vehicle Charging Ports Per 10,000 Vehicles in Operation

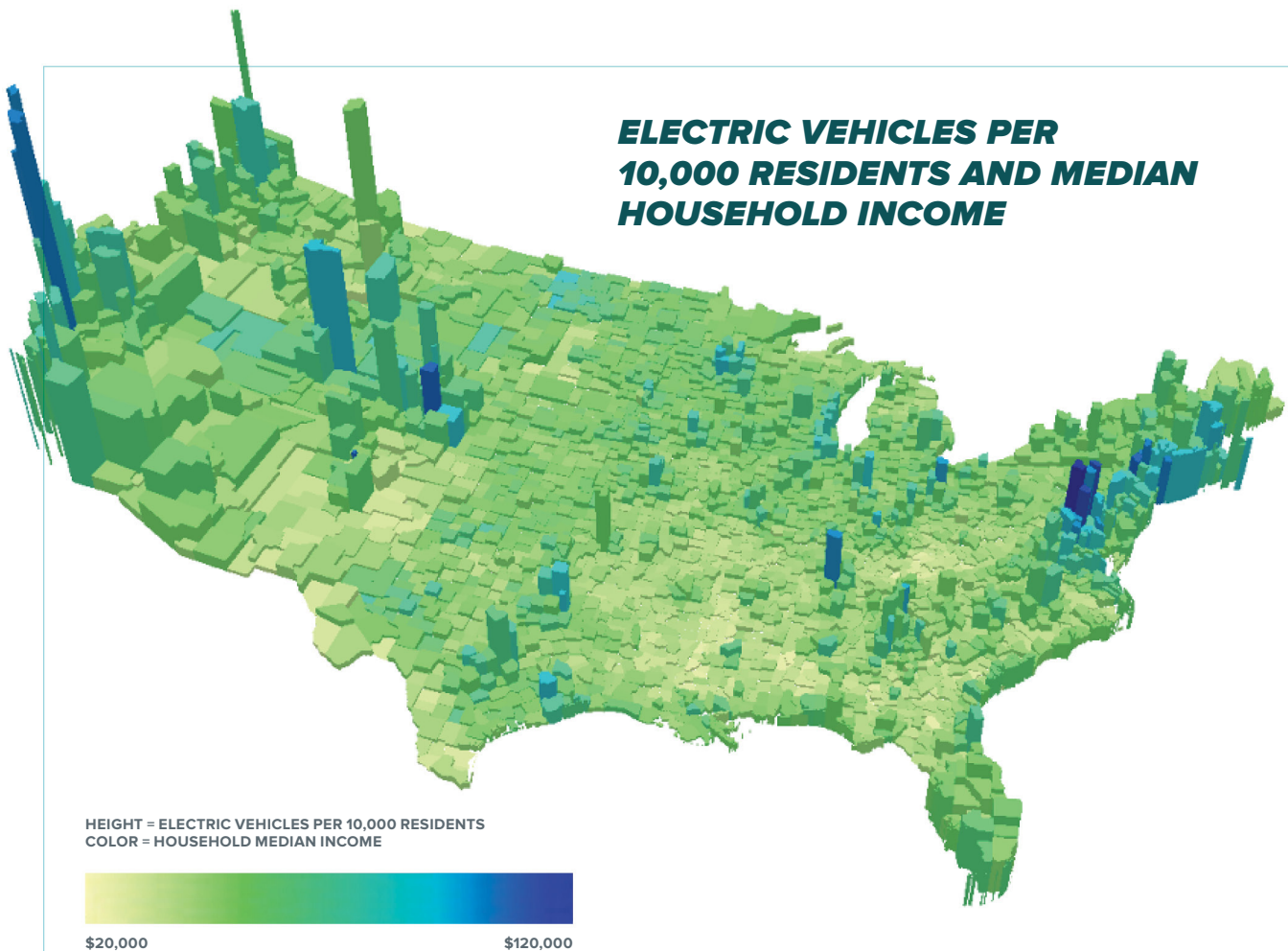


WHERE ARE THE EVs?

While the auto industry has made significant progress bringing down battery costs and fuel cell costs, more work needs to be done to reach cost parity between EVs and ICE vehicles.



ELECTRIC VEHICLES PER 10,000 RESIDENTS AND MEDIAN HOUSEHOLD INCOME



Source: Figures compiled by Alliance for Automotive Innovation with vehicle in operation data provided by IHS Markit, Housing and Urban Development, Office of Policy Development and Research Crosswalk data, and U.S. Department of Energy, Alternative Fuels Data Center charging station data. Reuters analysis of EV commitments by Automakers, October 2022



**AUTONOMOUS
VEHICLES**

AMERICAN LEADERSHIP IN A \$2 TRILLION GLOBAL INDUSTRY

Autonomous vehicle (AV) technology has the potential to revolutionize motor vehicle safety and provide more accessible, more equitable transportation options for seniors and individual with disabilities while reducing traffic congestion and creating new jobs and a new supply base.

Auto Innovators recently surveyed the U.S. AV landscape. The findings?

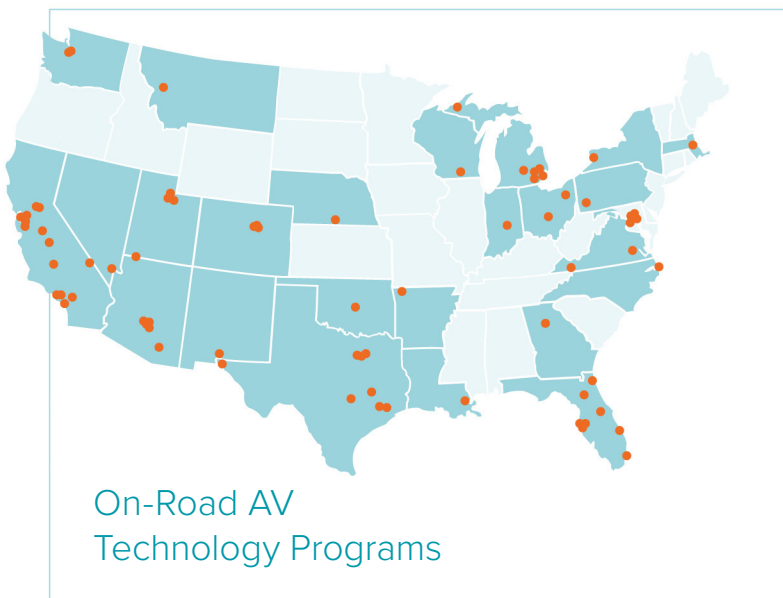
80+

MORE THAN 80 COMPANIES AND STARTUPS ARE INVESTING BILLIONS IN AV TECHNOLOGIES

THE FINDINGS

- 1 Right now, a mix of more than 80 traditional automakers, suppliers, technology companies and startups are investing billions of dollars to research, develop, test, and/or deploy a range of new, cutting-edge AV technologies in the U.S. This includes 65 companies with AV-related facilities in more than 50 cities across 15 states.
- 2 AVs regularly move passengers in San Francisco, Phoenix and Las Vegas, deliver goods in Houston, and transport freight across the southwest.

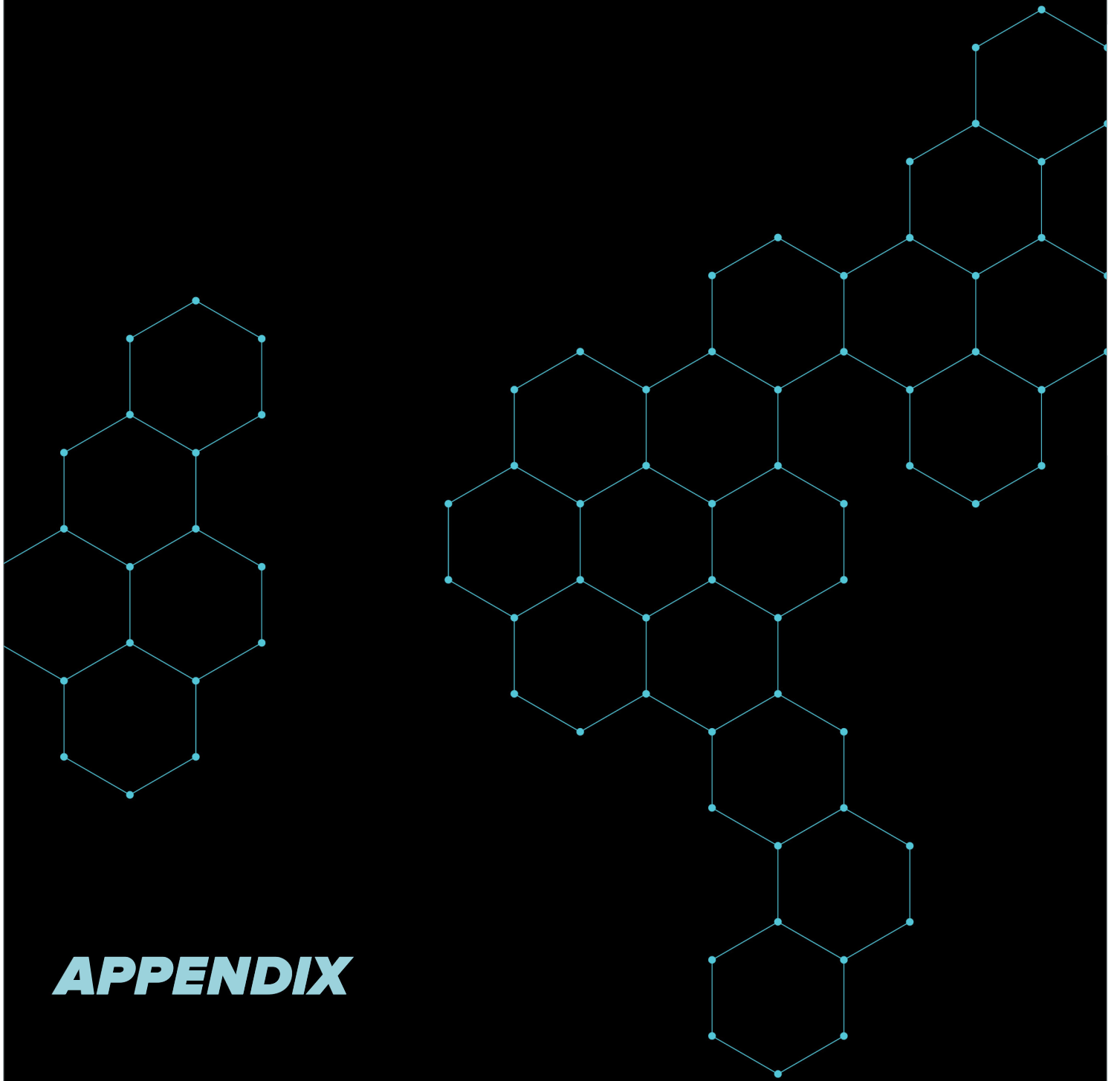
ACTIVITY FROM COAST TO COAST



27 STATES

More than 170 distinct on-road AV technology programs are being conducted by 41 companies in 27 states and more than 90 cities.

Find out more at www.autosinnovate.org/avs



APPENDIX



ECONOMIC IMPACT OF THE AUTO INDUSTRY

STATE	VALUE ADDED* FROM AUTO INDUSTRY	OUTPUT** FROM AUTO INDUSTRY	TOTAL STATE GDP	AUTO INDUSTRY % OF STATE GDP
Alabama	\$13,050,750,000	\$33,551,130,000	\$224,870,600,000	5.8%
Alaska	\$923,000,000	\$1,547,580,000	\$50,246,700,000	1.8%
Arizona	\$13,597,770,000	\$22,454,310,000	\$372,461,000,000	3.7%
Arkansas	\$4,051,660,000	\$6,610,410,000	\$129,073,900,000	3.1%
California	\$80,809,130,000	\$139,132,850,000	\$3,091,871,500,000	2.6%
Colorado	\$10,057,830,000	\$16,372,340,000	\$390,098,700,000	2.6%
Connecticut	\$6,951,700,000	\$10,564,000,000	\$280,900,300,000	2.5%
Delaware	\$2,600,550,000	\$3,514,530,000	\$75,512,500,000	3.4%
District of Columbia	\$116,410,000	\$196,590,000	\$143,532,700,000	0.1%
Florida	\$38,603,020,000	\$63,857,250,000	\$1,095,888,200,000	3.5%
Georgia	\$24,231,000,000	\$40,569,500,000	\$619,240,000,000	3.9%
Hawaii	\$2,692,150,000	\$3,928,640,000	\$89,856,200,000	3.0%
Idaho	\$2,835,610,000	\$4,992,630,000	\$84,032,200,000	3.4%
Illinois	\$25,726,400,000	\$51,221,140,000	\$863,516,700,000	3.0%
Indiana	\$22,650,480,000	\$56,734,900,000	\$372,636,700,000	6.1%
Iowa	\$4,801,460,000	\$7,985,670,000	\$192,710,200,000	2.5%
Kansas	\$6,609,390,000	\$11,809,930,000	\$173,298,300,000	3.8%
Kentucky	\$15,086,460,000	\$50,614,060,000	\$210,024,200,000	7.2%
Louisiana	\$6,137,120,000	\$10,142,870,000	\$241,990,800,000	2.5%
Maine	\$2,644,830,000	\$4,723,530,000	\$66,196,000,000	4.0%
Maryland	\$10,610,370,000	\$16,411,030,000	\$422,726,400,000	2.5%
Massachusetts	\$9,339,400,000	\$15,071,030,000	\$584,039,000,000	1.6%
Michigan	\$47,933,630,000	\$116,181,620,000	\$515,928,300,000	9.3%
Minnesota	\$8,957,880,000	\$14,534,150,000	\$374,351,800,000	2.4%
Mississippi	\$5,866,210,000	\$15,302,660,000	\$114,200,600,000	5.1%
Missouri	\$17,084,760,000	\$42,213,300,000	\$321,708,800,000	5.3%
Montana	\$1,602,990,000	\$2,964,430,000	\$51,488,700,000	3.1%
Nebraska	\$3,241,080,000	\$5,310,690,000	\$128,808,700,000	2.5%

ECONOMIC IMPACT OF THE AUTO INDUSTRY CONT.

STATE	VALUE ADDED* FROM AUTO INDUSTRY	OUTPUT** FROM AUTO INDUSTRY	TOTAL STATE GDP	AUTO INDUSTRY % OF STATE GDP
Nevada	\$5,281,680,000	\$8,231,540,000	\$172,597,600,000	3.1%
New Hampshire	\$2,942,290,000	\$4,632,850,000	\$85,109,300,000	3.5%
New Jersey	\$13,671,250,000	\$21,144,480,000	\$619,061,100,000	2.2%
New Mexico	\$2,634,650,000	\$4,209,590,000	\$100,310,100,000	2.6%
New York	\$22,227,700,000	\$34,301,900,000	\$1,699,044,700,000	1.3%
North Carolina	\$16,235,230,000	\$28,148,570,000	\$586,136,200,000	2.8%
North Dakota	\$1,387,550,000	\$2,281,900,000	\$54,032,900,000	2.6%
Ohio	\$29,565,820,000	\$69,581,820,000	\$675,037,300,000	4.4%
Oklahoma	\$5,650,000,000	\$9,743,530,000	\$186,581,400,000	3.0%
Oregon	\$6,691,680,000	\$11,534,700,000	\$250,458,500,000	2.7%
Pennsylvania	\$18,819,470,000	\$30,471,750,000	\$780,176,100,000	2.4%
Rhode Island	\$1,342,890,000	\$2,192,060,000	\$60,224,700,000	2.2%
South Carolina	\$12,677,590,000	\$35,195,360,000	\$241,688,700,000	5.2%
South Dakota	\$1,681,170,000	\$2,752,760,000	\$54,852,100,000	3.1%
Tennessee	\$23,161,900,000	\$52,669,070,000	\$364,485,900,000	6.4%
Texas	\$68,981,350,000	\$117,913,750,000	\$1,759,734,400,000	3.9%
Utah	\$6,134,750,000	\$10,046,630,000	\$194,985,800,000	3.1%
Vermont	\$1,050,670,000	\$1,766,380,000	\$32,796,700,000	3.2%
Virginia	\$13,183,790,000	\$20,851,950,000	\$551,760,300,000	2.4%
Washington	\$11,506,010,000	\$17,439,630,000	\$618,704,900,000	1.9%
West Virginia	\$2,032,970,000	\$3,310,350,000	\$73,709,200,000	2.8%
Wisconsin	\$10,307,540,000	\$19,886,100,000	\$338,678,400,000	3.0%
Wyoming	\$821,710,000	\$1,371,770,000	\$36,241,500,000	2.3%
U.S. Total	\$1,018,719,120,000	\$2,013,165,950,000	\$20,893,745,000,000	4.9%

*Value added consists of labor income, other property income, and taxes on production and imports (TOPI) net of subsidies. Value added is analogous to gross domestic product (GDP). Value added is a component of output.

**Total output is the sum of labor income (which includes employee compensation and proprietor income), other property income, taxes, and intermediate expenditures.

Source: Multi-industry contribution analysis of the economic impact of automotive manufacturing, selling, repairing, renting, and additional maintenance modeled using IMPLAN economic analysis data software, 2020 data year; Bureau of Economic Analysis, current-dollar GDP, 2020

ASSEMBLY AND BATTERY FACILITIES, EXISTING AND ANNOUNCED

STATE	COMPANY	PLANT OPERATIONS	CITY
Alabama	Accumotive	Existing Battery Plant	Vance
	Honda	Existing Vehicle Assembly	Lincoln
	Hyundai	Existing Vehicle Assembly, Future/Current EV Production	Montgomery
	Mazda Toyota Manufacturing, U.S.A.	Existing Vehicle Assembly	Huntsville
	Mercedes-Benz U.S. International	Existing Battery Plant	Woodstock
		Existing Vehicle Assembly, Future/Current EV Production	Vance
Arizona	Lucid	Existing Vehicle Assembly	Casa Grande
California	Fisker/Karma	Existing Vehicle Assembly, Future/Current EV Production	Moreno Valley
	Tesla Motors Inc.	Existing Vehicle Assembly, Future/Current EV Production	Fremont
Florida	SAFT	Existing Battery Plant	Jacksonville
Georgia	Hyundai	Announced Battery Plant	Bryan County
	Kia Motors America Inc.	Existing Vehicle Assembly	West Point
	Rivian	Announced Vehicle Assembly, Future/Current EV Production	Atlanta
	SK Innovation	Announced Battery Plant (2 plants)	Atlanta
Illinois	Ford	Existing Vehicle Assembly, Future/Current EV Production	Chicago
	Rivian	Existing Vehicle Assembly, Future/Current EV Production	Normal
	Stellantis	Existing Vehicle Assembly	Belvidere
Indiana	General Motors	Existing Vehicle Assembly	Fort Wayne
	Honda	Existing Vehicle Assembly	Greensburg
	Stellantis	Announced Battery Plant	Kokomo
	Subaru of Indiana Automotive Inc.	Existing Vehicle Assembly	Lafayette
	Toyota	Existing Vehicle Assembly, Future/Current EV Production	Princeton

ASSEMBLY AND BATTERY FACILITIES, EXISTING AND ANNOUNCED CONT.

STATE	COMPANY	PLANT OPERATIONS	CITY	
Kansas	General Motors	Existing Vehicle Assembly	Fairfax	
	Panasonic	Announced Battery Plant	De Soto	
Kentucky	Envision AESC	Announced Battery Plant	Bowling Green	
	Ford	Announced Battery Plant (2 plants)	Glendale	
		Existing Vehicle Assembly	Louisville	
		Existing Vehicle Assembly, Future/Current EV Production	Louisville	
	General Motors	Existing Vehicle Assembly	Bowling Green	
	Toyota	Existing Vehicle Assembly	Georgetown	
Michigan	AKASOL	Existing Battery Plant	Hazel Park	
	Ford	Existing Vehicle Assembly	Dearborn Truck	
		Existing Vehicle Assembly	Detroit	
		Existing Vehicle Assembly	Flat Rock	
		Existing Vehicle Assembly	Wayne	
		Existing Vehicle Assembly, Future/Current EV Production	Dearborn	
		Existing Battery Plant	Rawsonville	
		General Motors	Announced Battery Plant	Lansing
			Existing Battery Plant	Brownstown
	Announced Vehicle Assembly, Future/Current EV Production		Warren	
	Existing Vehicle Assembly		Flint	
	Existing Vehicle Assembly		Lansing Delta	
	Existing Vehicle Assembly		Lansing Grand River	
	Existing Vehicle Assembly, Future/Current EV Production		Detroit - Hamtramck	
	JCI Brookfield	Existing Vehicle Assembly, Future/Current EV Production	Orion Township	
Existing Battery Plant		Holland		
Existing Battery Plant		Holland		

ASSEMBLY AND BATTERY FACILITIES, EXISTING AND ANNOUNCED CONT.

STATE	COMPANY	PLANT OPERATIONS	CITY
Michigan	Samsung SDI	Existing Battery Plant	Auburn Hills
	Stellantis	Existing Vehicle Assembly	Detroit
		Existing Vehicle Assembly	Sterling Heights
		Existing Vehicle Assembly	Warren
		Existing Vehicle Assembly, Future/Current EV Production	Detroit
Xalt Freudenberg	Existing Battery Plant	Midland	
Mississippi	Nissan	Existing Vehicle Assembly, Future/Current EV Production	Canton
	Toyota	Existing Vehicle Assembly	Blue Springs
Missouri	Ford	Existing Vehicle Assembly	Kansas City
		Existing Vehicle Assembly, Future/Current EV Production	Kansas City
	General Motors	Existing Vehicle Assembly	Wentzville
Nevada	Nuro	Announced Vehicle Assembly, Future/Current EV Production	Las Vegas
	Panasonic/Tesla	Existing Battery Plant	Sparks
North Carolina	Toyota	Announced Battery Plant	Greensboro
	VinFast	Announced Vehicle Assembly, Future/Current EV Production	Chatham County
Ohio	American Battery Solutions	Existing Battery Plant	Springboro
	Ford	Existing Vehicle Assembly	Avon Lake
	General Motors	Existing Battery Plant	Warren
	Honda	Announced Battery Plant	Jeffersonville
		Existing Vehicle Assembly	East Liberty
		Existing Vehicle Assembly	Marysville
		Existing Vehicle Assembly	Marysville PMC
	Lordstown Motors	Existing Vehicle Assembly, Future/Current EV Production	Lordstown
	Stellantis	Existing Vehicle Assembly	Toledo

ASSEMBLY AND BATTERY FACILITIES, EXISTING AND ANNOUNCED CONT.

STATE	COMPANY	PLANT OPERATIONS	CITY
Ohio		Existing Vehicle Assembly, Future/Current EV Production	Toledo
South Carolina	BMW	Existing Battery Plant	Spartanburg
		Existing Vehicle Assembly, Future/Current EV Production	Spartanburg
	Bosch	Announced Battery Plant	Charleston
	Envision AESC	Announced Battery Plant	Woodruff
	Mercedes-Benz Vans	Existing Vehicle Assembly, Future/Current EV Production	Charleston
	Volvo	Existing Battery Plant	Ridgeville
		Existing Vehicle Assembly, Future/Current EV Production	Ridgeville
Tennessee	Envision AESC	Existing Battery Plant	Smyrna
	Ford	Announced Battery Plant	Stanton
		Announced Vehicle Assembly, Future/Current EV Production	Stanton
	General Motors	Announced Battery Plant	Spring Hill
	General Motors	Existing Vehicle Assembly, Future/Current EV Production	Spring Hill
	Microvast	Announced Battery Plant	Clarksville
	Nissan	Existing Vehicle Assembly, Future/Current EV Production	Smyrna
	Volkswagen	Existing Battery Plant	Chattanooga
	Volkswagen, AG	Existing Vehicle Assembly, Future/Current EV Production	Chattanooga
Texas	General Motors	Existing Vehicle Assembly	Arlington
	Tesla Motors Inc.	Existing Vehicle Assembly, Future/Current EV Production	Austin
	Toyota	Existing Vehicle Assembly	San Antonio

Source: compiled from company reports

MANUFACTURING ANNOUNCEMENTS COAST TO COAST ('21 & '22)

STATE	COMPANY	INVESTMENT TYPE	CITY	INVESTMENT TOTAL	JOBS CREATED
Alabama	Hyundai	Plant: Investment	Montgomery	\$300,000,000	200
	Toyota	Plant: Investment	Huntsville	\$222,000,000	
California	Toyota	Plant: Investment	Long Beach	\$27,000,000	
Georgia	Hyundai	Plant: New Assembly	Bryan County		
	Hyundai	New Battery Plant	Bryan County	\$5,540,000,000	8,100
	Rivian	Plant: New Assembly	Atlanta	\$5,000,000,000	7,500
Indiana	General Motors	Plant: Investment	Bedford	\$51,700,000	
	General Motors	Plant: Investment	Bedford	\$7,000,000	
	General Motors	Plant: Investment	Marion	\$491,000,000	
	Stellantis	Plant: Investment	Kokomo	\$243,000,000	
	Stellantis	New Battery Plant	Kokomo	\$2,500,000,000	1,400
	Toyota	Plant: Investment	Princeton	\$803,000,000	1,400
Kansas	Panasonic	New Battery Plant	De Soto	\$4,000,000,000	4,000
Kentucky	Envision AESC	New Battery Plant	Bowling Green	\$2,000,000,000	2,000
	Ford	Plant: Investment	Louisville	\$700,000,000	500
	Ford	New Battery Plant	Glendale (2 plants)	\$5,800,000,000	5,000
	Toyota	Plant: Investment	Georgetown	\$477,000,000	1,400
Michigan	Ford	Plant: Investment	Dearborn	\$250,000,000	450
	Ford	Plant: Investment & New Facility	Dearborn, Wayne, Flat Rock, Monroe	\$2,000,000,000	3,200
	General Motors	Plant: Investment	Lansing	\$513,000,000	
	General Motors	Plant: Investment	Orion	\$4,000,000,000	2,350
	General Motors	Plant: Investment	Pontiac	\$40,000,000	20
	General Motors	Plant: Investment	Romulus	\$93,000,000	
	General Motors	Plant: Investment	Warren	\$81,000,000	
	General Motors	New Battery Plant	Lansing	\$2,600,000,000	1,700
	Our Next Energy	New Battery Plant	Van Buren Township	\$1,600,000,000	2,100

MANUFACTURING ANNOUNCEMENTS COAST TO COAST ('21 & '22) CONT.

STATE	COMPANY	INVESTMENT TYPE	CITY	INVESTMENT TOTAL	JOBS CREATED
Michigan	Stellantis	Plant: Investment	Dundee	\$83,000,000	
	Stellantis	Plant: Investment	Trenton	\$24,700,000	
Mississippi	Nissan	Plant: Investment	Canton	\$500,000,000	
Missouri	Ford	Plant: Investment	Kansas City	\$95,000,000	1,100
	Toyota	Plant: Investment	Troy	\$109,000,000	
Nevada	Nuro	Plant: New Manufacturing	Southern	\$40,000,000	250
New York	Electrovaya	New Battery Plant	Ellicott	\$75,000,000	250
	General Motors	Plant: Investment	Lockport	\$154,000,000	230
North Carolina	Toyota	New Battery Plant	Greensboro	\$3,800,000,000	2,100
	VinFast	Plant: New Assembly	Chatham County	\$2,000,000,000	7,500
Ohio	Ford	Plant: Investment	Avon Lake	\$1,500,000,000	1,800
	Ford	Plant: Investment	Lima & Sharonsville	\$100,000,000	90
	General Motors	Plant: Investment	Parma	\$46,000,000	
	General Motors	Plant: Investment	Toledo	\$835,000,000	
	Honda	Plant: Investment	Anna	\$200,000,000	120
	Honda	Plant: Investment	Anna, Marysville, East Liberty	\$700,000,000	300
	Honda	New Battery Plant	Fayette County	\$4,400,000,000	2,200
South Carolina	BMW	Plant: Investment	Spartanburg	\$300,000,000	200
	BMW	Plant: New Training	Spartanburg	\$20,000,000	
	Bosch	Plant: Investment	Anderson	\$200,000,000	350
	Bosch	Plant: Investment	Charleston	\$80,000,000	
	Mercedes-Benz	Plant: Investment	North Charleston	\$59,000,000	
South Carolina	Volvo	Plant: Investment	Ridgeville	\$118,000,000	
Tennessee	Ford	Plant: New Assembly	Stanton	\$2,700,000,000	3,260
	Ford	New Battery Plant	Stanton	\$2,900,000,000	2,500
	General Motors	New Battery Plant	Spring Hill	\$2,300,000,000	1,300

MANUFACTURING ANNOUNCEMENTS COAST TO COAST ('21 & '22) CONT.

STATE	COMPANY	INVESTMENT TYPE	CITY	INVESTMENT TOTAL	JOBS CREATED
Tennessee	Microvast	New Battery Plant	Clarksville	\$220,000,000	300
	Toyota	Plant: Investment	Jackson	\$53,000,000	
Texas	Tesla	Plant: Investment	Austin	\$10,000,000,000	
West Virginia	Toyota	Plant: Investment	Buffalo	\$523,000,000	100

Source: compiled from company reports

ALL LIGHT VEHICLE-RELATED TRADE BY STATE (2021)

STATE	MOTOR VEHICLE & PARTS EXPORTS	MOTOR VEHICLE & PARTS IMPORTS	TOTAL MOTOR VEHICLE & PARTS TRADE	TOTAL STATE IMPORTS	TOTAL STATE EXPORTS	TOTAL TRADE	MOTOR VEHICLE & PARTS AS A % OF ALL TRADE
AL	\$8,564,521,479	\$7,889,648,479	\$16,454,169,958	\$31,559,740,330	\$20,896,490,609	\$52,456,230,939	31.4%
AK	\$1,949,361	\$14,216,969	\$16,166,330	\$3,812,250,397	\$5,999,943,942	\$9,812,194,339	0%
AZ	\$438,327,601	\$961,709,869	\$1,400,037,470	\$28,045,219,223	\$24,082,964,605	\$52,128,183,828	3%
AR	\$141,262,124	\$364,637,864	\$505,899,988	\$9,941,461,650	\$5,616,411,446	\$15,557,873,096	3%
CA	\$6,752,047,128	\$48,291,996,122	\$55,044,043,250	\$470,749,050,295	\$175,126,358,534	\$645,875,408,829	9%
CO	\$71,224,199	\$292,403,720	\$363,627,919	\$16,261,008,840	\$9,135,810,771	\$25,396,819,611	1%
CT	\$193,471,755	\$224,561,060	\$418,032,815	\$20,770,845,914	\$14,569,230,558	\$35,340,076,472	1%
DE	\$191,990,889	\$39,237,256	\$231,228,145	\$11,141,025,086	\$4,723,879,752	\$15,864,904,838	1%
DC	\$28,095,651	\$1,229,615	\$29,325,266	\$624,675,771	\$1,503,077,639	\$2,127,753,410	1%
FL	\$1,477,145,688	\$6,966,049,485	\$8,443,195,173	\$93,602,041,847	\$55,462,073,194	\$149,064,115,041	6%
GA	\$3,133,815,312	\$14,622,368,887	\$17,756,184,199	\$123,745,771,321	\$42,365,759,879	\$166,111,531,200	10.7%
ID	\$17,238,683	\$72,497,046	\$89,735,729	\$6,199,177,350	\$3,777,590,375	\$9,976,767,725	1%
IL	\$4,577,247,618	\$4,611,106,146	\$9,188,353,764	\$203,137,510,746	\$65,904,014,715	\$269,041,525,461	3%
IN	\$6,289,833,040	\$5,796,377,896	\$12,086,210,936	\$77,365,647,230	\$41,140,092,245	\$118,505,739,475	10.2%
IA	\$409,244,116	\$1,210,793,678	\$1,620,037,794	\$11,509,568,021	\$15,836,851,657	\$27,346,419,678	6%
KS	\$155,434,025	\$301,772,934	\$457,206,959	\$12,211,082,650	\$12,579,475,080	\$24,790,557,730	2%

ALL LIGHT VEHICLE-RELATED TRADE BY STATE (2021) CONT.

STATE	MOTOR VEHICLE & PARTS IMPORTS	MOTOR VEHICLE & PARTS IMPORTS	TOTAL MOTOR VEHICLE & PARTS TRADE	TOTAL STATE IMPORTS	TOTAL STATE EXPORTS	TOTAL TRADE	MOTOR VEHICLE & PARTS AS A % OF ALL TRADE
KY	\$3,791,097,838	\$5,393,549,568	\$9,184,647,406	\$67,985,561,119	\$29,530,058,780	\$97,515,619,899	9%
LA	\$49,272,155	\$857,738,618	\$907,010,773	\$30,935,339,162	\$76,820,723,838	\$107,756,063,000	1%
ME	\$16,719,678	\$38,001,901	\$54,721,579	\$6,386,844,281	\$3,088,619,810	\$9,475,464,091	1%
MD	\$495,213,719	\$12,789,524,695	\$13,284,738,414	\$38,416,816,145	\$16,427,547,879	\$54,844,364,024	24.2%
MA	\$103,628,803	\$821,782,020	\$925,410,823	\$44,018,777,868	\$32,453,271,228	\$76,472,049,096	1%
MI	\$19,998,502,949	\$75,452,069,492	\$95,450,572,441	\$132,206,028,213	\$55,534,179,802	\$187,740,208,015	50.8%
MN	\$831,761,255	\$892,098,840	\$1,723,860,095	\$32,475,527,779	\$23,537,605,527	\$56,013,133,306	3%
MS	\$728,197,615	\$1,010,821,831	\$1,739,019,446	\$18,476,761,355	\$12,932,894,955	\$31,409,656,310	6%
MO	\$2,428,606,941	\$1,839,489,577	\$4,268,096,518	\$24,592,531,950	\$15,506,732,635	\$40,099,264,585	10.6%
MT	\$33,379,669	\$43,657,264	\$77,036,933	\$6,507,592,931	\$1,974,193,690	\$8,481,786,621	1%
NE	\$209,414,872	\$267,479,496	\$476,894,368	\$4,682,862,106	\$7,999,817,250	\$12,682,679,356	4%
NV	\$30,366,386	\$347,285,062	\$377,651,448	\$16,219,385,672	\$10,551,280,242	\$26,770,665,914	1%
NH	\$50,436,887	\$76,292,200	\$126,729,087	\$8,119,717,351	\$6,368,054,895	\$14,487,772,246	1%
NJ	\$574,291,281	\$9,409,379,066	\$9,983,670,347	\$156,899,713,669	\$49,528,428,912	\$206,428,142,581	5%
NM	\$92,639,831	\$145,850,623	\$238,490,454	\$6,032,495,122	\$5,378,912,176	\$11,411,407,298	2%
NY	\$1,082,818,769	\$956,339,762	\$2,039,158,531	\$153,743,550,530	\$84,874,189,610	\$238,617,740,140	1%
NC	\$752,481,592	\$2,274,022,931	\$3,026,504,523	\$73,862,420,796	\$33,446,121,239	\$107,308,542,035	3%
ND	\$45,281,408	\$229,157,911	\$274,439,319	\$3,338,655,920	\$5,209,004,567	\$8,547,660,487	3%
OH	\$7,917,020,730	\$8,895,944,124	\$16,812,964,854	\$76,192,152,300	\$50,421,675,821	\$126,613,828,121	13.3%
OK	\$183,438,911	\$308,814,495	\$492,253,406	\$16,247,617,347	\$6,203,334,084	\$22,450,951,431	2%
OR	\$1,298,078,850	\$2,700,360,147	\$3,998,438,997	\$22,736,656,956	\$29,556,181,697	\$52,292,838,653	8%
PA	\$643,939,442	\$5,759,604,993	\$6,403,544,435	\$98,147,723,819	\$44,725,435,977	\$142,873,159,796	4%
RI	\$47,200,751	\$3,708,194,646	\$3,755,395,397	\$9,304,046,293	\$2,962,532,363	\$12,266,578,656	30.6%
SC	\$11,930,293,951	\$7,887,215,875	\$19,817,509,826	\$50,228,254,994	\$29,673,183,467	\$79,901,438,461	24.8%

ALL LIGHT VEHICLE-RELATED TRADE BY STATE (2021) CONT.

STATE	MOTOR VEHICLE & PARTS IMPORTS	MOTOR VEHICLE & PARTS IMPORTS	TOTAL MOTOR VEHICLE & PARTS TRADE	TOTAL STATE IMPORTS	TOTAL STATE EXPORTS	TOTAL TRADE	MOTOR VEHICLE & PARTS AS A % OF ALL TRADE
SD	\$50,154,249	\$43,116,864	\$93,271,113	\$1,732,497,059	\$1,859,255,820	\$3,591,752,879	3%
TN	\$3,014,406,391	\$15,137,677,363	\$18,152,083,754	\$93,993,298,824	\$34,655,023,339	\$128,648,322,163	14.1%
TX	\$12,897,932,175	\$41,539,202,034	\$54,437,134,209	\$312,683,117,274	\$375,323,631,041	\$688,006,748,315	8%
UT	\$358,155,265	\$1,144,201,760	\$1,502,357,025	\$18,156,611,787	\$18,059,576,468	\$36,216,188,255	4%
VT	\$14,775,260	\$30,147,234	\$44,922,494	\$3,314,380,039	\$2,581,779,681	\$5,896,159,720	1%
VA	\$826,208,406	\$1,655,472,796	\$2,481,681,202	\$34,776,737,961	\$20,139,856,698	\$54,916,594,659	5%
WA	\$573,322,510	\$5,484,442,494	\$6,057,765,004	\$61,763,714,318	\$53,644,470,225	\$115,408,184,543	5%
WV	\$715,196,546	\$506,096,689	\$1,221,293,235	\$3,685,240,146	\$6,281,824,265	\$9,967,064,411	12.3%
WI	\$1,225,454,850	\$901,560,583	\$2,127,015,433	\$36,535,014,734	\$24,822,545,796	\$61,357,560,530	3%
WY	\$3,940,043	\$7,082,888	\$11,022,931	\$1,703,473,709	\$1,425,280,825	\$3,128,754,534	0%
U.S.	\$105,461,942,996	\$300,484,058,545	\$405,946,001,541	\$2,789,331,471,628	\$1,672,556,375,042	\$4,461,887,846,670	9%

Source: USA Trade Online, U.S. Census Bureau

AUTO INDUSTRY EMPLOYMENT

STATE	AUTO INDUSTRY EMPLOYMENT	AUTO INDUSTRY LABOR INCOME	TOTAL STATE WORKFORCE	AUTO INDUSTRY AS % OF STATE WORKFORCE
Alabama	127,000	\$6,930,180,000	2,671,000	4.7%
Alaska	12,000	\$729,850,000	431,000	2.9%
Arizona	159,000	\$9,106,460,000	3,920,000	4.1%
Arkansas	53,000	\$2,552,500,000	1,640,000	3.2%
California	756,000	\$55,711,180,000	23,155,000	3.3%
Colorado	120,000	\$7,279,660,000	3,822,000	3.1%
Connecticut	64,000	\$5,225,310,000	2,217,000	2.9%
Delaware	19,000	\$1,624,990,000	592,000	3.2%
District of Columbia	2,000	\$108,950,000	866,000	0.2%

AUTO INDUSTRY EMPLOYMENT CONT.

STATE	AUTO INDUSTRY EMPLOYMENT	AUTO INDUSTRY LABOR INCOME	TOTAL STATE WORKFORCE	AUTO INDUSTRY AS % OF STATE WORKFORCE
Florida	478,000	\$25,844,990,000	12,720,000	3.8%
Georgia	248,000	\$15,194,550,000	6,327,000	3.9%
Hawaii	24,000	\$1,481,120,000	818,000	2.9%
Idaho	40,000	\$2,110,580,000	1,078,000	3.7%
Illinois	261,000	\$16,549,390,000	7,520,000	3.5%
Indiana	199,000	\$12,186,450,000	3,844,000	5.2%
Iowa	64,000	\$3,383,630,000	2,010,000	3.2%
Kansas	61,000	\$4,058,820,000	1,879,000	3.2%
Kentucky	144,000	\$8,847,000,000	2,472,000	5.8%
Louisiana	79,000	\$3,876,070,000	2,593,000	3.0%
Maine	33,000	\$1,830,850,000	813,000	4.1%
Maryland	110,000	\$7,687,710,000	3,621,000	3.0%
Massachusetts	108,000	\$7,776,660,000	4,600,000	2.3%
Michigan	364,000	\$24,630,310,000	5,388,000	6.7%
Minnesota	109,000	\$6,715,830,000	3,608,000	3.0%
Mississippi	68,000	\$3,269,260,000	1,574,000	4.3%
Missouri	177,000	\$10,305,260,000	3,693,000	4.8%
Montana	27,000	\$1,344,570,000	684,000	4.0%
Nebraska	43,000	\$2,286,440,000	1,306,000	3.3%
Nevada	56,000	\$3,437,490,000	1,771,000	3.2%
New Hampshire	34,000	\$2,446,010,000	859,000	4.0%
New Jersey	145,000	\$10,125,170,000	5,320,000	2.7%
New Mexico	33,000	\$1,667,940,000	1,070,000	3.1%
New York	237,000	\$16,180,340,000	11,872,000	2.0%
North Carolina	210,000	\$11,442,260,000	6,055,000	3.5%
North Dakota	18,000	\$1,022,070,000	561,000	3.2%
Ohio	310,000	\$18,958,770,000	6,854,000	4.5%

AUTO INDUSTRY EMPLOYMENT CONT.

STATE	AUTO INDUSTRY EMPLOYMENT	AUTO INDUSTRY LABOR INCOME	TOTAL STATE WORKFORCE	AUTO INDUSTRY AS % OF STATE WORKFORCE
Oklahoma	76,000	\$3,710,540,000	2,263,000	3.4%
Oregon	81,000	\$5,305,650,000	2,494,000	3.2%
Pennsylvania	231,000	\$14,456,390,000	7,413,000	3.1%
Rhode Island	18,000	\$1,052,970,000	616,000	2.8%
South Carolina	134,000	\$7,436,000,000	2,825,000	4.7%
South Dakota	22,000	\$1,192,180,000	607,000	3.6%
Tennessee	210,000	\$13,770,510,000	4,121,000	5.1%
Texas	665,000	\$40,383,050,000	17,707,000	3.8%
Utah	73,000	\$4,294,640,000	2,135,000	3.4%
Vermont	15,000	\$854,260,000	409,000	3.7%
Virginia	153,000	\$8,928,090,000	5,225,000	2.9%
Washington	114,000	\$7,640,610,000	4,436,000	2.6%
West Virginia	28,000	\$1,357,880,000	841,000	3.3%
Wisconsin	126,000	\$7,009,390,000	3,583,000	3.5%
Wyoming	12,000	\$580,160,000	402,000	2.9%
U.S. Total	9,631,000	\$650,372,944,000	194,928,500	4.9%

Source: Multi-industry contribution analysis of the economic impact of automotive manufacturing, selling, repairing, renting, and additional maintenance modeled using IMPLAN economic analysis data software, 2020 data year

AUTO MANUFACTURING EMPLOYMENT

STATE	DIRECT AUTO MFG. EMPLOYMENT	INDIRECT AUTO MFG. EMPLOYMENT	INDUCED AUTO MFG. EMPLOYMENT	TOTAL AUTO MFG. EMPLOYMENT
Alabama	12,900	15,700	9,000	37,500
Alaska	-	-	-	-
Arizona	300	600	400	1,200
Arkansas	-	-	-	-
California	16,300	28,300	23,000	67,650

AUTO MANUFACTURING EMPLOYMENT CONT.

STATE	DIRECT AUTO MFG. EMPLOYMENT	INDIRECT AUTO MFG. EMPLOYMENT	INDUCED AUTO MFG. EMPLOYMENT	TOTAL AUTO MFG. EMPLOYMENT
Colorado	-	-	-	-
Connecticut	300	400	300	1,050
Delaware	-	-	-	-
District of Columbia	-	-	-	-
Florida	100	100	100	300
Georgia	3,100	5,500	3,100	11,700
Hawaii	-	-	-	-
Idaho	100	200	100	450
Illinois	11,000	16,900	11,000	38,850
Indiana	18,000	31,700	18,300	67,950
Iowa	100	200	100	300
Kansas	2,000	2,500	1,500	6,000
Kentucky	20,700	29,900	16,600	67,200
Louisiana	200	200	100	450
Maine	400	500	300	1,200
Maryland	300	400	200	900
Massachusetts	300	300	200	750
Michigan	32,200	84,100	51,800	168,150
Minnesota	-	-	-	-
Mississippi	5,400	6,600	3,400	15,300
Missouri	10,200	21,600	12,700	44,400
Montana	-	-	-	-
Nebraska	-	-	-	-
Nevada	100	100	100	300
New Hampshire	-	-	-	-
New Jersey	-	-	-	-
New Mexico	-	-	-	-

AUTO MANUFACTURING EMPLOYMENT CONT.

STATE	DIRECT AUTO MFG. EMPLOYMENT	INDIRECT AUTO MFG. EMPLOYMENT	INDUCED AUTO MFG. EMPLOYMENT	TOTAL AUTO MFG. EMPLOYMENT
New York	400	600	300	1,350
North Carolina	800	2,000	1,000	3,900
North Dakota	-	-	-	-
Ohio	16,200	38,000	22,400	76,650
Oklahoma	100	200	100	450
Oregon	500	1,000	500	1,950
Pennsylvania	-	-	-	-
Rhode Island	-	-	-	-
South Carolina	11,900	17,700	9,200	38,850
South Dakota	-	-	-	-
Tennessee	16,500	27,100	16,600	60,300
Texas	11,400	23,000	15,600	50,100
Utah	-	-	-	-
Vermont	-	-	-	-
Virginia	-	100	-	150
Washington	-	100	-	150
West Virginia	-	-	-	-
Wisconsin	2,100	4,600	2,600	9,300
Wyoming	-	-	-	-
U.S. Total	194,000	1,170,000	855,000	2,218,000

Source: Multi-industry contribution analysis of the economic impact of automotive manufacturing modeled using IMPLAN economic analysis data software, 2020 data year

ESTIMATED STATE TAXES AND FEES GENERATED BY AUTOS

STATE	SALES TAX REVENUE (\$ MILLIONS)*			USE TAX REVENUE (\$ MILLIONS)			STATE CORPORATE PROFITS (\$ MILLIONS)	STATE & LOCAL PERSONAL INCOME TAX (\$ MILLIONS)	TOTAL STATE TAXES (\$ MILLIONS)	TOTAL FEDERAL TAXES (\$ MILLIONS)	AUTO GENERATED TAXES AS % ALL STATE TAX
	NEW VEHICLES	USED VEHICLES	PARTS/SERVICES	FUEL	REGISTRATION	LICENSE					
AL	\$162	\$114	\$69	\$878	\$260	\$44	\$55	\$144	\$1223	\$539	9%
AK	-	-	-	\$45	\$36	-	\$2	-	\$16	\$111	1%
AZ	\$814	\$572	\$173	\$845	\$293	\$36	\$13	\$125	\$1766	\$397	8%
AR	\$329	\$231	\$70	\$588	\$179	\$20	\$10	\$58	\$831	\$39	7%
CA	\$5177	\$3640	\$1101	\$7659	\$5226	\$386	\$191	\$1839	\$8290	\$4700	3%
CO	\$308	\$216	\$65	\$619	\$458	\$44	\$13	\$157	\$703	\$572	4%
CT	\$408	\$287	\$87	\$470	\$223	\$52	\$26	\$159	\$699	\$474	3%
DE	\$78	\$1609	-	\$125	\$62	\$8	-	-	-	-	0%
DC	-	-	-	\$24	\$35	\$6	\$8	\$50	\$106	\$253	1%
FL	\$3231	\$801	\$687	\$2874	\$1523	\$219	\$52	-	\$3560	\$2273	7%
GA	\$759	\$77	\$161	\$1782	\$407	\$118	\$37	\$358	\$1431	\$1618	5%
HI	\$114	\$87	\$23	\$71	\$177	-	\$1	\$45	\$850	-	11%
ID	\$179	\$903	\$38	\$405	\$232	\$12	\$5	\$50	\$379	\$136	6%
IL	\$1337	\$427	\$284	\$2384	\$2444	\$209	\$89	\$397	\$2384	\$929	4%
IN	\$680	\$247	\$145	\$1546	\$352	\$279	\$58	\$319	\$1756	\$1406	7%
IA	\$301	\$162	\$64	\$674	\$761	\$22	\$10	\$82	\$507	\$154	4%
KS	\$250	\$279	\$53	\$445	\$243	\$29	\$15	\$89	\$833	\$33	7%
KY	\$367	\$358	\$78	\$700	\$223	\$23	\$58	\$214	\$1116	\$1218	8%
LA	\$425	\$96	\$72	\$640	\$85	\$6	\$9	\$75	\$739	\$7	6%
ME	\$150	\$441	\$32	\$232	\$126	\$13	\$6	\$49	\$311	\$97	6%
MD	\$684	\$542	\$145	\$1025	\$521	\$24	\$20	\$202	\$1128	\$623	4%
MA	\$803	\$930	\$171	\$663	\$472	\$86	\$20	\$253	\$463	\$1275	1%
MI	\$1270	\$380	\$270	\$1337	\$1456	\$67	\$119	\$467	\$2921	\$3280	8%
MN	\$586	\$195	\$132	\$845	\$946	\$59	\$21	\$221	\$1284	\$380	4%

ESTIMATED STATE TAXES AND FEES GENERATED BY AUTOS CONT.

STATE	SALES TAX REVENUE (\$ MILLIONS)*			USE TAX REVENUE (\$ MILLIONS)			STATE CORPORATE PROFITS (\$ MILLIONS)	STATE & LOCAL PERSONAL INCOME TAX (\$ MILLIONS)	TOTAL STATE TAXES (\$ MILLIONS)	TOTAL FEDERAL TAXES (\$ MILLIONS)	AUTO GENERATED TAXES AS % ALL STATE TAX
	NEW VEHICLES	USED VEHICLES	PARTS/SERVICES	FUEL	REGISTRATION	LICENSE					
MI	\$213	\$386	\$63	\$450	\$170	\$19	\$25	\$56	\$864	\$106	9%
MO	\$464	\$68	\$99	\$696	\$334	\$17	\$23	\$199	\$812	\$1207	5%
MT	-	-	-	\$274	\$188	\$8	\$3	\$34	\$64	\$247	2%
NE	\$181	\$216	\$39	\$415	\$118	\$12	\$6	\$53	\$303	\$65	4%
NV	\$383	\$187	\$55	\$352	\$210	\$30	-	-	\$1009	\$88	10%
NH	-	-	-	\$117	\$94	\$10	\$15	\$3	\$62	\$396	2%
NJ	\$1452	\$160	\$298	\$386	\$681	\$60	\$48	\$237	\$1225	\$905	3%
NM	\$99	\$786	\$36	\$230	\$214	\$5	\$1	\$24	\$561	-	8%
NY	\$1491	\$495	\$317	\$1465	\$1419	\$135	\$30	\$597	\$2120	\$529	2%
NC	\$528	\$30	\$178	\$2113	\$995	\$119	\$13	\$297	\$1171	\$1463	3%
ND	\$70	\$785	\$15	\$173	\$118	\$5	\$1	\$8	\$169	\$60	4%
OH	\$1283	\$693	\$273	\$2524	\$504	\$83	-	\$277	\$2807	\$1356	8%
OK	\$557	\$159	\$164	\$571	\$813	\$21	\$9	\$70	\$538	\$279	5%
OR	-	-	-	\$619	\$796	\$49	\$18	\$206	\$270	\$979	2%
PA	\$1462	\$79	\$311	\$3031	\$1307	\$95	\$37	\$243	\$1554	\$1496	3%
RI	\$132	\$421	\$28	\$130	\$28	\$8	\$2	\$21	\$118	\$104	3%
SC	\$112	-	\$109	\$838	\$303	\$5	\$30	\$167	\$873	\$865	7%
SD	\$61	\$308	\$14	\$190	\$89	\$6	\$1	\$1	\$257	-	12%
TN	\$766	\$2873	\$163	\$1211	\$388	\$49	\$128	\$2	\$1922	\$1438	10%
TX	\$3648	\$245	\$776	\$3597	\$2221	\$187	-	-	\$4899	\$3273	7%
UT	\$262	\$56	\$56	\$535	\$243	\$30	\$7	\$102	\$569	\$296	5%
VT	\$101	\$610	\$21	\$110	\$76	\$14	\$2	\$19	\$181	\$61	4%
VA	\$600	\$324	\$132	\$1422	\$504	\$80	\$23	\$252	\$1303	\$534	4%
WA	\$722	\$136	\$153	\$1518	\$998	\$126	-	-	\$2500	-	8%

ESTIMATED STATE TAXES AND FEES GENERATED BY AUTOS CONT.

STATE	SALES TAX REVENUE (\$ MILLIONS)*			USE TAX REVENUE (\$ MILLIONS)			STATE CORPORATE PROFITS (\$ MILLIONS)	STATE & LOCAL PERSONAL INCOME TAX (\$ MILLIONS)	TOTAL STATE TAXES (\$ MILLIONS)	TOTAL FEDERAL TAXES (\$ MILLIONS)	AUTO GENERATED TAXES AS % ALL STATE TAX
	NEW VEHICLES	USED VEHICLES	PARTS/SERVICES	FUEL	REGISTRATION	LICENSE					
WV	\$178	\$388	\$38	\$400	\$5	\$149	\$3	\$37	\$326	\$57	5%
WI	\$460	\$32	\$98	\$1124	\$719	\$41	\$35	\$200	\$1069	\$540	5%
WY	\$36	-	\$8	\$111	\$102	\$5	-	-	\$125	\$46	7%
U.S. Total	\$33,674	\$22,031	\$7,364	\$51,477	\$30,377	\$3,130	\$1,299	\$8,457	\$60,972	\$36,905	5%

Source: Multi-industry contribution analysis of the economic impact of automotive manufacturing, selling, repairing, renting, and additional maintenance modeled using IMPLAN economic analysis data software, 2020 data year; new, used, and parts/service revenue computed from NADA dealership sales

2021 NEW LIGHT-DUTY VEHICLE REGISTRATIONS BY VEHICLE TYPE, SEGMENT, & POWERTRAIN

STATE	VEHICLE TYPE		LIGHT TRUCK SEGMENTS				POWERTRAIN					
	CARS	LIGHT TRUCKS	CUVS	SUVS	PICKUPS	VANS/MINIVANS	ICE	HYBRID	PHEV	BEV	FCEV	ZEV
AL	24.49%	75.51%	37.19%	11.81%	23.32%	3.20%	94.65%	4.12%	0.41%	0.82%	0.00%	1.23%
AK	10.26%	89.74%	39.53%	11.90%	33.23%	5.09%	92.88%	5.63%	0.45%	1.03%	0.00%	1.49%
AR	18.66%	81.34%	35.90%	12.64%	29.93%	2.87%	94.99%	3.90%	0.37%	0.74%	0.00%	1.11%
AZ	24.43%	75.57%	35.67%	8.91%	21.87%	9.12%	89.64%	6.15%	0.82%	3.39%	0.00%	4.21%
CA	35.52%	64.48%	39.91%	7.78%	13.23%	3.56%	76.24%	10.79%	3.09%	9.68%	0.19%	12.97%
CO	16.96%	83.04%	43.94%	12.89%	21.02%	5.18%	86.63%	7.13%	1.67%	4.57%	0.00%	6.24%
CT	23.34%	76.66%	51.83%	10.58%	11.05%	3.20%	87.73%	7.12%	1.96%	3.19%	0.00%	5.15%

2021 NEW LIGHT-DUTY VEHICLE REGISTRATIONS BY VEHICLE TYPE, SEGMENT, & POWERTRAIN CONT.

STATE	VEHICLE TYPE		LIGHT TRUCK SEGMENTS				POWERTRAIN					
	CARS	LIGHT TRUCKS	CUVS	SUVS	PICKUPS	VANS/MINIVANS	ICE	HYBRID	PHEV	BEV	FCEV	ZEV
DE	22.64%	77.36%	45.21%	10.79%	16.31%	5.04%	89.51%	6.73%	1.08%	2.68%	0.00%	3.76%
DC	30.42%	69.58%	51.43%	8.92%	4.75%	4.48%	77.21%	11.94%	3.91%	6.94%	0.00%	10.85%
FL	29.99%	70.01%	43.44%	9.07%	13.78%	3.72%	91.12%	5.38%	0.59%	2.90%	0.00%	3.50%
GA	27.57%	72.43%	38.13%	10.67%	19.19%	4.43%	92.20%	4.99%	0.60%	2.20%	0.00%	2.80%
HI	31.59%	68.41%	36.19%	9.61%	17.44%	5.18%	87.41%	4.92%	1.44%	6.22%	0.01%	7.66%
ID	14.04%	85.96%	39.21%	11.24%	31.80%	3.72%	89.95%	7.90%	0.72%	1.43%	0.00%	2.15%
IL	22.44%	77.56%	49.46%	9.72%	13.18%	5.19%	89.70%	7.20%	0.84%	2.26%	0.00%	3.10%
IN	18.85%	81.15%	43.87%	10.53%	20.45%	6.29%	91.47%	6.44%	0.69%	1.40%	0.00%	2.09%
IA	12.28%	87.72%	42.83%	11.30%	29.01%	4.59%	92.29%	5.93%	0.66%	1.12%	0.00%	1.78%
KS	18.54%	81.46%	40.18%	11.51%	24.88%	4.90%	92.01%	5.92%	0.67%	1.40%	0.00%	2.07%
KY	20.00%	80.00%	42.27%	10.86%	22.39%	4.47%	92.94%	5.61%	0.44%	1.00%	0.00%	1.45%
LA	22.52%	77.48%	34.33%	12.47%	27.46%	3.21%	95.64%	3.46%	0.33%	0.57%	0.00%	0.90%
ME	14.78%	85.22%	44.65%	9.65%	27.36%	3.56%	89.88%	6.37%	2.11%	1.63%	0.00%	3.75%
MD	27.63%	72.37%	44.08%	8.97%	12.86%	6.47%	86.36%	8.58%	1.65%	3.41%	0.00%	5.06%
MA	21.70%	78.30%	50.73%	10.45%	13.29%	3.83%	86.46%	8.09%	2.13%	3.32%	0.00%	5.45%
MI	9.82%	90.18%	49.01%	15.29%	22.93%	2.96%	93.98%	3.88%	0.82%	1.31%	0.00%	2.13%
MN	13.74%	86.26%	48.36%	10.03%	23.40%	4.47%	90.41%	6.66%	0.80%	2.13%	0.00%	2.93%
MS	25.66%	74.34%	34.39%	11.62%	25.45%	2.88%	95.67%	3.57%	0.30%	0.47%	0.00%	0.76%
MO	19.26%	80.74%	36.85%	10.86%	25.92%	7.12%	92.33%	5.73%	0.64%	1.30%	0.00%	1.94%
MT	11.97%	88.03%	32.57%	16.61%	34.55%	4.29%	92.08%	6.23%	0.56%	1.14%	0.00%	1.69%
NE	14.42%	85.58%	41.93%	12.37%	27.23%	4.05%	92.85%	5.30%	0.76%	1.09%	0.00%	1.85%

2021 NEW LIGHT-DUTY VEHICLE REGISTRATIONS BY VEHICLE TYPE, SEGMENT, & POWERTRAIN CONT.

STATE	VEHICLE TYPE		LIGHT TRUCK SEGMENTS				POWERTRAIN					
	CARS	LIGHT TRUCKS	CUVS	SUVS	PICKUPS	VANS/MINIVANS	ICE	HYBRID	PHEV	BEV	FCEV	ZEV
NV	28.68%	71.32%	39.59%	9.90%	18.23%	3.60%	87.34%	6.96%	1.02%	4.68%	0.00%	5.70%
NH	16.93%	83.07%	42.93%	8.19%	22.46%	9.49%	91.28%	6.15%	1.10%	1.47%	0.00%	2.57%
NJ	26.07%	73.93%	50.82%	10.45%	8.91%	3.74%	88.72%	6.09%	1.23%	3.96%	0.00%	5.19%
NM	23.10%	76.90%	35.16%	11.07%	27.78%	2.89%	91.74%	6.04%	0.66%	1.56%	0.00%	2.22%
NY	21.58%	78.42%	52.54%	11.11%	11.08%	3.68%	89.84%	6.22%	1.59%	2.34%	0.00%	3.93%
NC	25.23%	74.77%	41.33%	10.62%	18.74%	4.08%	91.33%	5.72%	0.77%	2.18%	0.00%	2.96%
ND	7.64%	92.36%	37.53%	13.87%	38.25%	2.71%	95.45%	3.87%	0.29%	0.38%	0.00%	0.68%
OH	20.81%	79.19%	48.04%	9.25%	17.20%	4.69%	92.82%	5.27%	0.57%	1.34%	0.00%	1.92%
OK	35.47%	64.53%	28.52%	11.17%	16.78%	8.05%	95.23%	2.67%	1.20%	0.89%	0.00%	2.10%
OR	20.59%	79.41%	44.61%	8.90%	20.73%	5.17%	81.55%	10.87%	2.62%	4.96%	0.00%	7.58%
PA	19.61%	80.39%	49.16%	9.45%	17.11%	4.67%	91.05%	6.46%	0.79%	1.69%	0.00%	2.48%
RI	23.62%	76.38%	50.62%	8.66%	14.03%	3.06%	89.36%	6.95%	1.62%	2.07%	0.00%	3.69%
SC	23.52%	76.48%	40.79%	11.75%	20.38%	3.56%	93.26%	4.86%	0.57%	1.32%	0.00%	1.89%
SD	8.60%	91.40%	40.20%	13.22%	34.70%	3.27%	94.22%	4.74%	0.46%	0.58%	0.00%	1.04%
TN	23.33%	76.67%	39.35%	11.29%	21.53%	4.50%	92.57%	5.33%	0.51%	1.59%	0.00%	2.10%
TX	23.20%	76.80%	35.94%	11.82%	25.91%	3.12%	92.94%	4.58%	0.49%	1.99%	0.00%	2.48%
UT	17.74%	82.26%	37.52%	11.08%	29.03%	4.64%	89.13%	6.71%	0.90%	3.25%	0.00%	4.16%
VT	13.31%	86.69%	48.07%	7.93%	27.89%	2.80%	86.72%	7.79%	2.50%	2.99%	0.00%	5.49%
VA	26.33%	73.67%	43.34%	9.71%	13.98%	6.65%	87.68%	8.15%	1.05%	3.12%	0.00%	4.17%
WA	21.16%	78.84%	48.10%	8.46%	16.59%	5.70%	79.79%	12.45%	1.36%	6.41%	0.00%	7.76%
WV	15.88%	84.12%	44.48%	11.02%	26.06%	2.56%	94.01%	5.07%	0.38%	0.54%	0.00%	0.92%

2021 NEW LIGHT-DUTY VEHICLE REGISTRATIONS BY VEHICLE TYPE, SEGMENT, & POWERTRAIN CONT.

STATE	VEHICLE TYPE		LIGHT TRUCK SEGMENTS				POWERTRAIN					
	CARS	LIGHT TRUCKS	CUVS	SUVS	PICKUPS	VANS/MINIVANS	ICE	HYBRID	PHEV	BEV	FCEV	ZEV
WI	14.63%	85.37%	47.82%	9.88%	22.82%	4.85%	91.58%	6.46%	0.60%	1.36%	0.00%	1.96%
WY	9.77%	90.23%	34.33%	14.59%	38.24%	3.09%	93.68%	5.11%	0.58%	0.63%	0.00%	1.21%
U.S. Total	24.14%	75.86%	42.76%	10.33%	18.38%	4.39%	89.18%	6.47%	1.16%	3.17%	0.02%	4.35%

14.9 MILLION LIGHT-DUTY VEHICLES SOLD IN THE U.S. IN 2021

Source: Figures compiled by Alliance for Automotive Innovation with new registration retail and fleet data provided by IHS Markit covering January 1, 2021 - December 31, 2021



About Alliance for Automotive Innovation

From the manufacturers producing nearly 98 percent of vehicles sold in the U.S. to autonomous vehicle innovators to equipment suppliers, battery producers and semiconductor makers – the Alliance for Automotive Innovation represents the full auto industry, a sector supporting nearly 10 million American jobs.

Active in Washington and all 50 states, the association is committed to a cleaner, safer and smarter transportation future through electrification, accident avoidance and next generation vehicle connectivity. Located in Washington D.C., Sacramento and Detroit.

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nuro	NXP	Panasonic	PORSCHE	Qualcomm	
					TOYOTA
		VOLKSWAGEN <small>GROUP OF AMERICA</small>			