

Cars move . **America**

STATE OF THE AUTO INDUSTRY





AUTO ALLIANCE

DRIVING INNOVATION®

The Auto Alliance is a trade association representing 12 automakers. Together, our mission is to promote policies that give automakers the freedom and control to build cars and light trucks that are safe, reliable, energy efficient, clean and smart—all so our customers can enjoy greater peace of mind as they go about their daily lives.

BMW Group

FCA
FIAT CHRYSLER AUTOMOBILES



GM



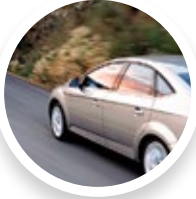
PORSCHE

TOYOTA

VOLKSWAGEN
GROUP OF AMERICA



www.AutoAlliance.org



Cars move. **America**

Auto manufacturing drives America forward. As automakers, our commitment to America's drivers and policymakers is clear:

The automotive industry uses technology and innovation to develop real, measurable solutions that promote safety, energy efficiency, environmental protection and mobility.

Members of the Auto Alliance are familiar. You know the names and recognize the logos, but America's leading automakers are so much more.

Automakers are driving innovation because our customers deserve ever safer, secure and enhanced vehicle performance.

READ ON

for the story of how cars move America.

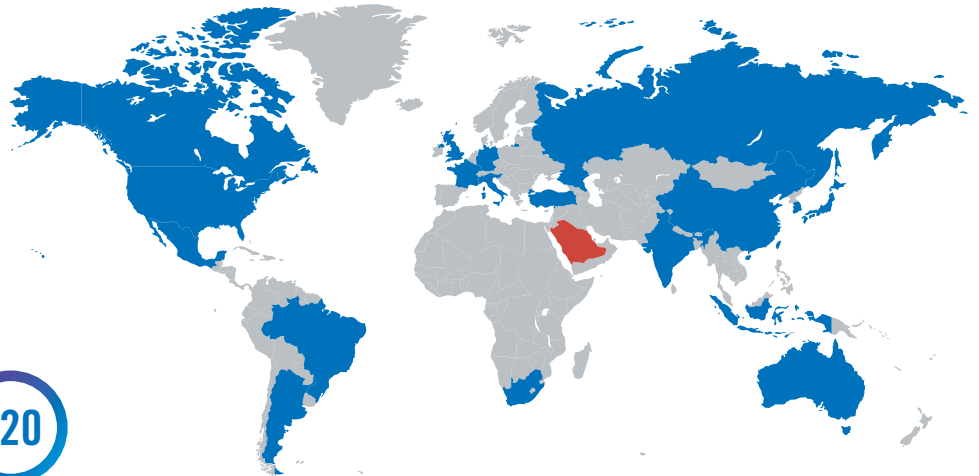
More data on autos is in the appendix. Check pages 19-20 for 2015 sales data.

Global Leaders

MANUFACTURE AUTOS

Americans can take great pride in their country's leadership in producing smart, advanced autos made right here in the United States. Auto manufacturing generates state-of-the-art technologies that create a ripple effect of benefits, like providing long-term, sustainable jobs nationwide. That's why so many nations want more auto assembly plants, research facilities and business offices.

Prosperity and auto manufacturing are strongly linked around the globe because "auto countries" produce about 85 percent of world GDP.



G20

ONE HALLMARK OF GLOBAL ECONOMIC LEADERSHIP IS AUTO MANUFACTURING. Among countries composing the major economies of the world, the so-called "Group of 20," every country except one—Saudi Arabia—manufactures autos.



The G20 membership includes the world's largest advanced and emerging economies, representing two-thirds of the world's population, 85 percent of global gross domestic product and 75 percent of global trade.

G20 members are Argentina, Australia, Brazil, Canada, China, France, Germany, India, Indonesia, Italy, Japan, Republic of Korea, Mexico, Russia, Saudi Arabia, South Africa, Turkey, the United Kingdom, the United States and the European Union.

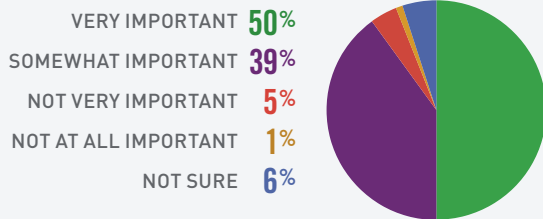
Every country in the world would like auto manufacturing on its shores because of the dramatic impact on jobs and innovation in a country.

Check page 21 of the appendix for a list of U.S. vehicle assembly plants.

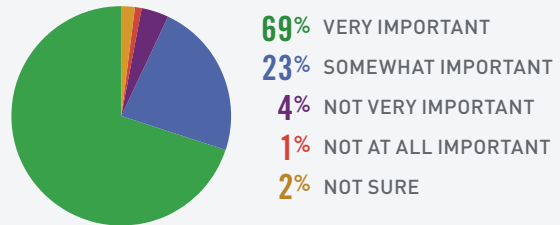
NINE OUT OF TEN AMERICANS

RECOGNIZE THE IMPORTANCE OF MANUFACTURING, ESPECIALLY AUTO MANUFACTURING

"How important is the link between a country's manufacturing sector and its status as a world power?"



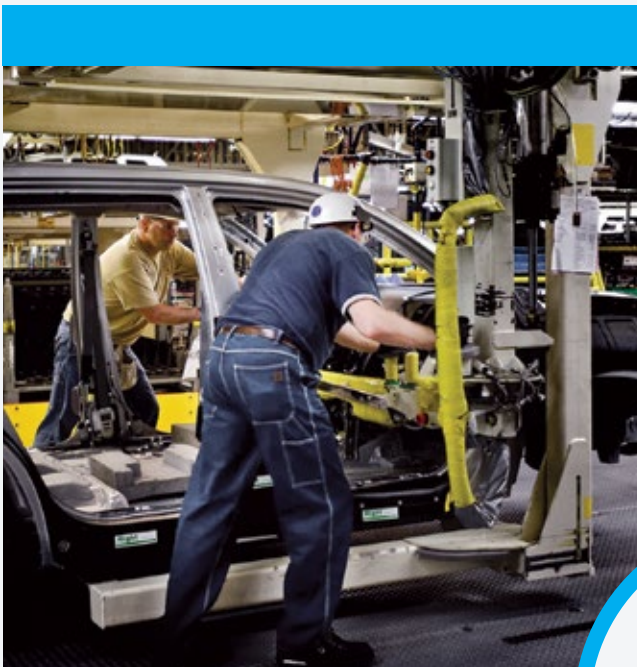
"How important is it to manufacture cars and light trucks in America?"



Source: Auto Alliance Auto Index, January 2016

Numbers may not equal 100% due to rounding

MANUFACTURERS ARE INVESTING IN AMERICA, AND AMERICA DEPENDS ON A VITAL MANUFACTURING SECTOR

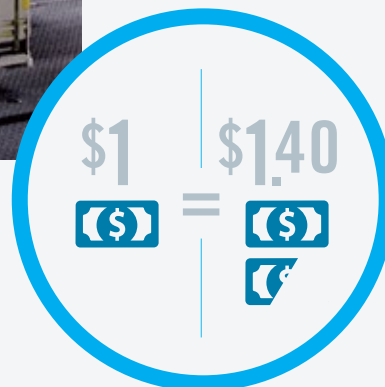


Source: National Association of Manufacturers (www.NAM.org)

Manufacturing in the United States is larger than the entire economies of all but eight countries.

In 2015, manufacturers overall contributed \$2.1 trillion to the economy. This represents 12.5 percent of total U.S. gross domestic product.

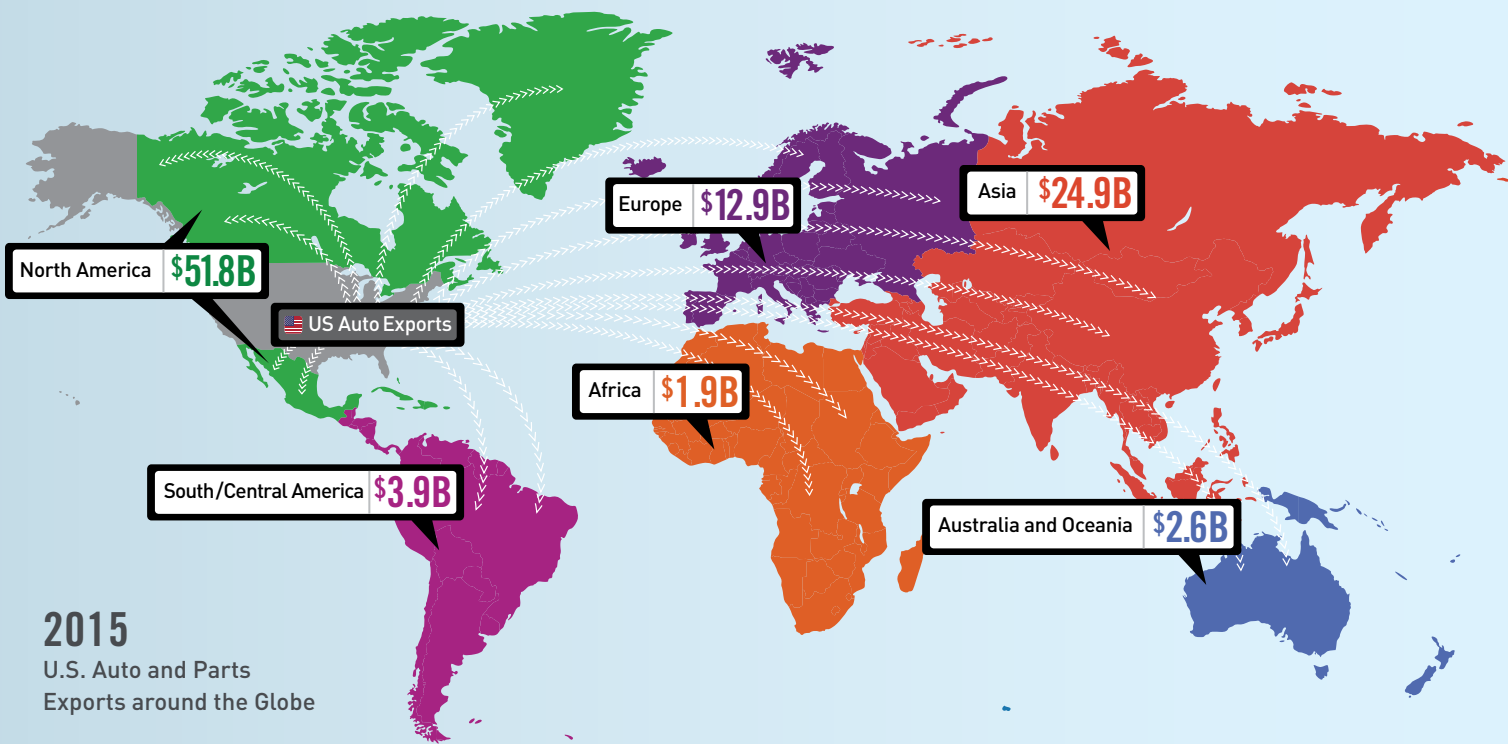
Every one dollar invested in manufacturing adds another \$1.40 to the economy. That's the highest multiplier effect of any sector.



Growing Auto Activity IN AMERICAN PORTS

The American-based automobile industry is a vibrant player in today’s global economy. U.S. manufacturers of autos and their components—wherever their corporate headquarters may be—contribute to the American economy and support local jobs through exports and port employment.

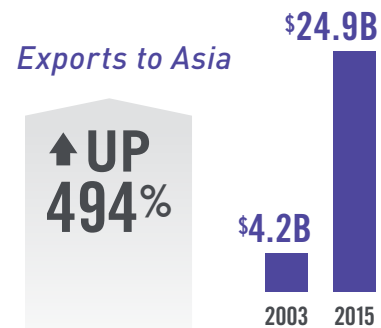
AUTO EXPORTS FUEL ECONOMIC GROWTH IN THE U.S.

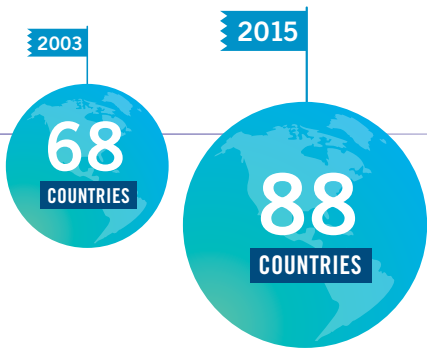


EXPORTS TO ASIA INCREASE

As a continent, Asia saw the greatest increase in auto-related shipments from the U.S. In 2003, the U.S. exported almost \$4.2 billion in vehicles and parts to Asian countries. In a little over a decade later, America shipped \$24.9 billion of auto-related goods to Asia—an increase of 494 percent from 2003. At that time, Asian countries comprised only 8 percent of U.S. auto exports; in 2015 that figure had accelerated to over 25 percent.

Source: All figures computed from Foreign Trade Division of the U.S. Census Bureau; data available at USA Trade Online, usatrade.census.gov

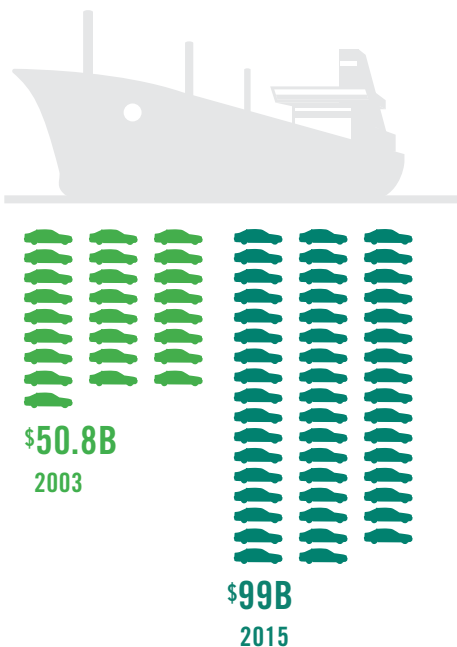




MORE COUNTRIES ARE NOW IMPORTING AMERICAN AUTO-RELATED EXPORTS

A decade ago, 68 countries around the globe imported substantial amounts of American auto products (at least \$10 million worth). In 2015, 88 countries imported over \$10 million worth of auto goods from the U.S.

In 2015 alone, exports of cars and parts amounting to over \$99 billion were shipped from U.S. ports—almost double the \$50.8 billion of auto products America exported just over a decade ago.



Source: All figures computed from Foreign Trade Division of the U.S. Census Bureau; data available at USA Trade Online, usatrade.census.gov

NON-TRADITIONAL U.S. PORTS

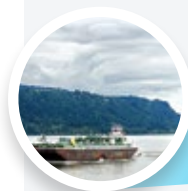
BENEFIT FROM AUTO TRADE

PORTS MAKE AN IMPACT IN "NON-AUTO" STATES TOO

Auto goods shipped around the world often pass through U.S. ports in states not generally considered "auto" states by the public. In fact, every region of the U.S. has port facilities busily loading and unloading cars and parts.

For example; Baltimore, MD and Brunswick, GA are leading auto ports. Over 2,400 miles from the traditional auto center of Detroit, Grays Harbor in Washington State alone saw increased exports of 27 percent, approaching 100,000 units per year.

And, in an "auto state" with assembly plants, the Alabama State Port Authority plans to develop a \$54 million finished vehicle terminal at the Port of Mobile.



Grays Harbor, WA



Mobile, AL



TOP 10 Leading Ports Exporting Light Vehicle Related Goods

PORT	BILLIONS OF \$ IN 2013	% OF PORT'S TOTAL
1. Detroit, MI	17.76	24.07
2. Laredo, TX	14.37	15.66
3. Charleston, SC	8.85	27.98
4. Buffalo-Niagara Falls, NY	4.98	10.6
5. Brunswick, GA	4.95	84.19
6. Port Huron, MI	4.79	11.22
7. Jacksonville, FL	4.56	55.44
8. Baltimore, MD	4.00	26.01
9. New York, NY	2.67	7.16
10. Long Beach, CA	2.45	7.86

Check page 22 of the appendix for a state-by-state listing of auto-related port activity.

Auto Jobs IN EVERY STATE

The automobile industry is a massive employer reaching well beyond the iconic names of auto companies familiar to us all. Auto manufacturing depends on a broad range of parts, components and materials provided by thousands of suppliers, as well as a vast retail and vehicle maintenance network of dealers and after-market products and services. No other single industry is linked to so much of U.S. manufacturing or generates so much retail business and employment.



7.25 MILLION JOBS COAST TO COAST

A robust auto manufacturing sector is vital to a healthy U.S. economy. Autos drive America forward by supporting a total of 7.25 million American jobs, or about 3.8 percent of private-sector employment.



Source: Center for Automotive Research

Learn how many auto jobs are in your state at www.AutoAlliance.org/states

The Motor & Equipment Manufacturers Association is the voice for vehicle suppliers. To learn more about supplier jobs visit www.MEMA.org.

The National Automobile Dealers Association provides more information on the economic contributions of dealers at www.NADA.org.

Check pages 23 – 24 of the appendix for a state-by-state listing of total auto-dependent jobs.

MATERIAL INDUSTRIES RELY ON AUTO SALES

America's automakers are among the largest purchasers of aluminum, computer chips, copper, glass, iron, plastics, rubber, steel, textiles and vinyl, as well as special metals needed for clean-car technology. Automakers also convert post-consumer products and agricultural products into useful new materials for automobiles.



BECOME



PLASTIC BOTTLES

CARPETING



BECOMES

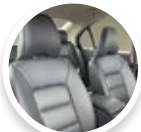


ALUMINIUM

DOOR FRAMES



BECOMES

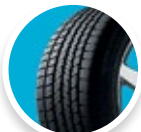


SOY

SEAT CUSHIONS



BECOMES



BIOMASS

TIRES

AMERICA'S BIGGEST BUSINESSES

RELY ON AUTOS

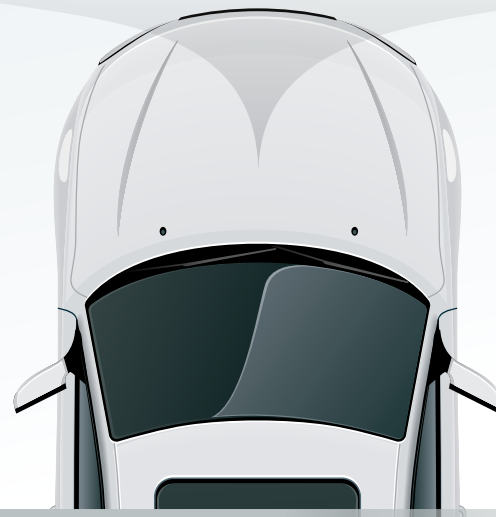
Auto manufacturing is a customer of the biggest names in our economy. In fact, half of the companies listed in the Dow Jones Industrial Average depend on autos for revenue. Many major corporations based across the nation are suppliers to the auto industry.

OPEN THE HOOD OF THE AUTO INDUSTRY

AND HERE'S WHAT YOU FIND...

3M | Alcoa | Autoliv | BASF | Bethlehem Steel | BorgWarner | Bosch
BOSE | Cabot | Caterpillar | Cisco | Continental | Cummins | Delphi
DENSO | Dow | DuPont | FedEx | Federal Mogul | GE | General Dynamics
Goodyear | Honeywell | HP | Hughes | IBM | ITT | Johnson Controls
Intel | Lear | Magna | Michelin | Microsoft | Oracle | Panasonic
Philips | PPG Industries | Siemens | Texas Instruments | TRW | Visteon

AND MORE



For more information on automotive suppliers,
visit www.AutomotiveWhosWho.com

AUTOS PRODUCE A BIG *Economic Impact*

From the largest companies in the world to the smallest family-owned business, the auto industry is the backbone of American manufacturing. Through our assembly plants, parts suppliers, auto dealers and vehicle service and support, autos deliver the products that power the American economy forward.



In 23 states,
autos generate 14-20 percent of state tax revenues.



Revenues from car sales alone totaled over \$730 billion in 2013, an increase of 29 percent from 2010.

**↑ UP
29%**

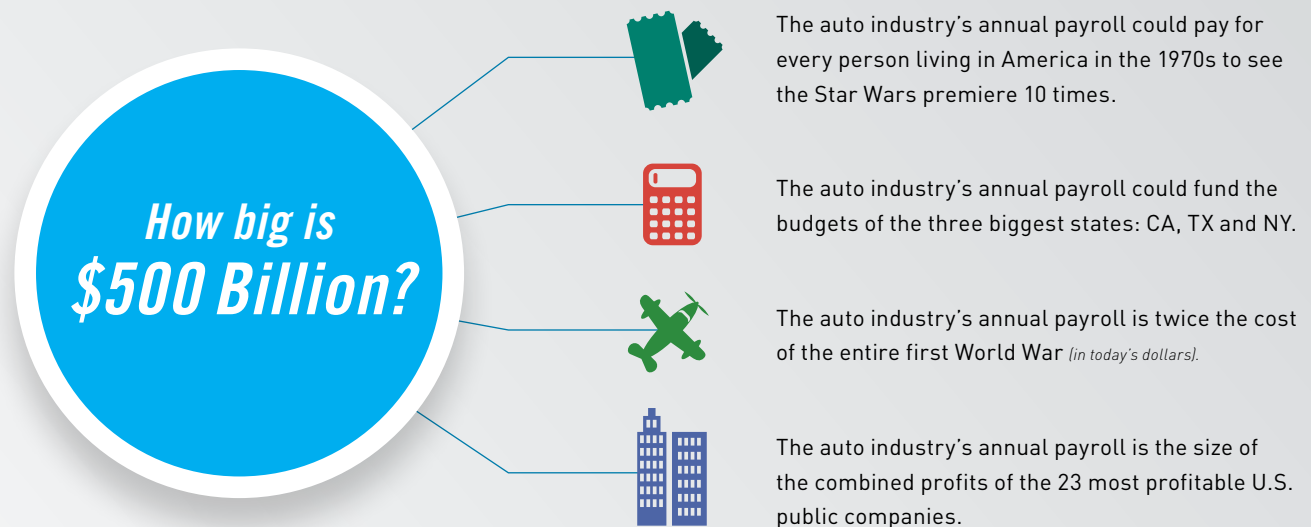
Automobile manufacturing drives
\$953 billion
into the economy each year.

The nearly \$1 trillion in revenue that is produced through the sales and servicing of autos flows through the economy, from revenue to parts suppliers to paychecks for assembly plant workers, from income for auto-related small businesses to revenue for government.

AUTOMOBILES ARE

A HUGE GENERATOR OF PAYCHECKS

Millions of American families depend on the auto industry for good paychecks. Autos support 7.25 million jobs and pay out \$500 billion in compensation annually. To put that in perspective:



AUTOS HELP FUND BOTH FEDERAL AND STATE GOVERNMENTS

More than \$205 billion in federal and state revenue is generated each year by the manufacture, sale and maintenance of autos.



In 2013, the auto industry generated at least \$95.5 billion in federal tax revenue, including \$60.2 billion in income taxes and \$35.3 billion from federal motor fuel taxes.

(Corporate income taxes and property taxes are not included.)

The auto industry generated more than \$110 billion in state government revenue in 2013, or 13 percent of total state tax revenue on average. In 43 states, autos generate 10 percent or more of state tax revenues.

Check page 25 of the appendix for a state-by-state tax revenue breakdown.

AUTOMAKERS LEAD THE WAY IN *Innovation*

Today's auto is more than just transportation. It's the most sophisticated technology owned by most consumers — and with every new day, vehicles are getting more advanced. Each automaker competes with each other to be the most innovative. From the earliest planning stages, manufacturers work to modernize new vehicles, recognizing that technology provides many solutions to meet consumer needs.

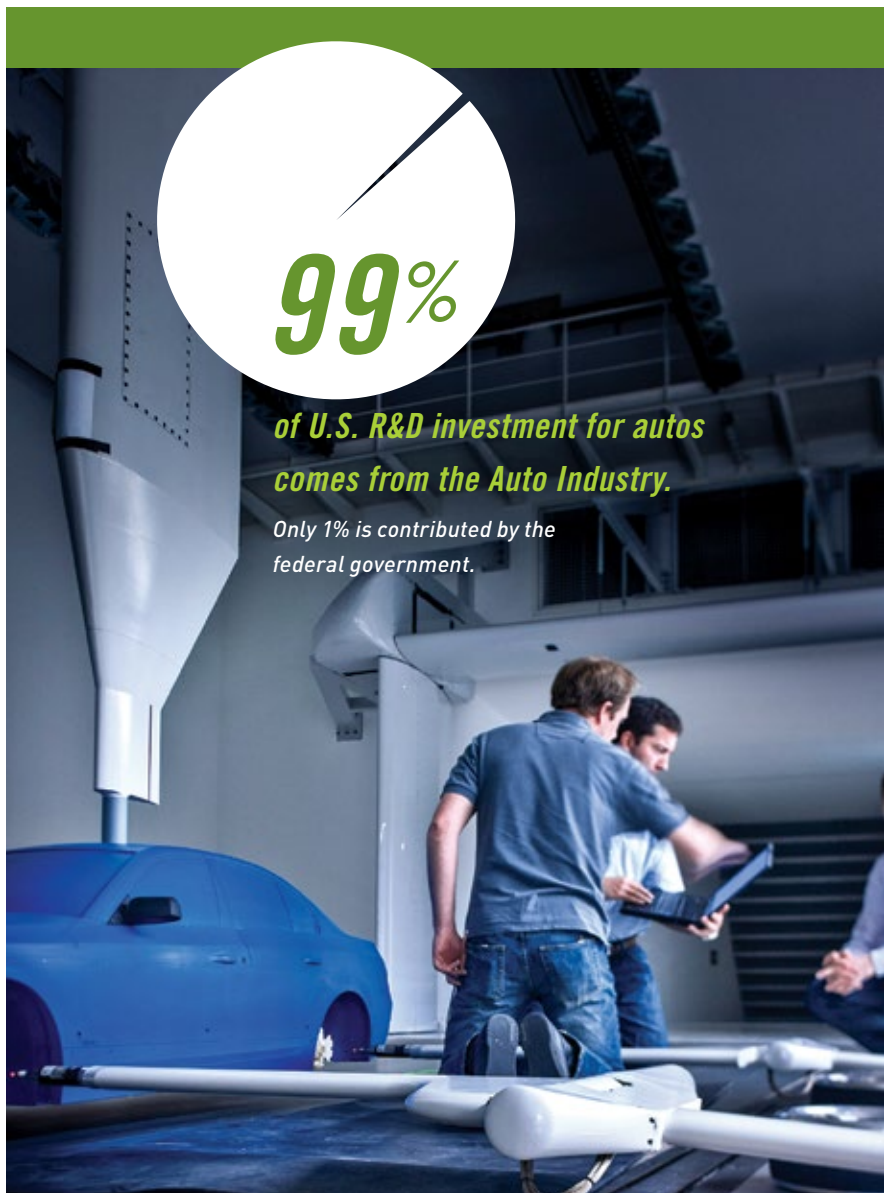
Learn more at
www.AutoAlliance.org/innovation

..... In 2015, automakers spent more than

\$109 BILLION GLOBALLY ON R&D

..... The entire global aerospace and defense industry spent about \$22.4 billion in 2015

Source: Strategy& 2015 Global Innovation 1000 analysis, Bloomberg data, Capital IQ data



Source: National Science Foundation, 2007

SURVEY SAYS...

In the 2015 Global Innovation 1000 study, Strategy& (formerly Booz & Company), found **five automakers among the top 20** in corporate R&D spenders.

The auto industry ranks among the top recipients of U.S. patents. Annually, **3-5 percent of all patents** in the U.S. are awarded to auto companies, with about **5,000 patents** granted each year, according to the Center for Automotive Research.

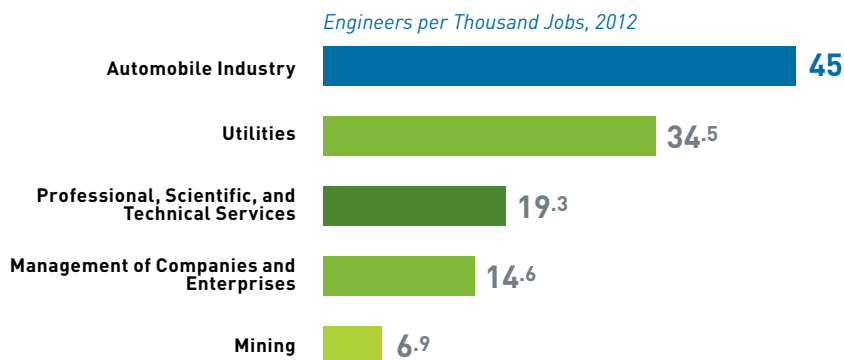
Q: What drives the wave of automakers' innovation?

A: Boston Consulting Group cites:
Companies working to increase conventional vehicles' fuel-efficiency while developing better hybrid and electric models; more efficient powertrains and lighter car bodies.

AND Safer vehicles with cutting-edge technologies like self-braking systems.

BUILDING AUTOS IS A HIGHLY SKILLED JOB

The automotive industry ranks the highest in engineering employment density (electrical, industrial and mechanical engineers per 1,000 workers).



Source: Center for Automotive Research

Automotive technologies

were driving innovation at the 2016 Consumer Electronics Show in Las Vegas. Underscoring the expanding intersection between consumer technologies and the car, nine automakers and more than 100 automotive technology companies showcased their latest technologies among an enhanced lineup of automotive technology exhibits, keynotes and conference sessions. Auto exhibits at the 2016 CES covered more than 200,000 square feet of space, up 25 percent over the 2015 show.

Source: Consumer Technology Association



IS CALIFORNIA'S 101 HIGHWAY THE HIGH-TECH EXPRESSWAY?

A 25-mile stretch of that road near San Jose now has labs operated by each of the world's nine largest automakers and three largest auto suppliers.

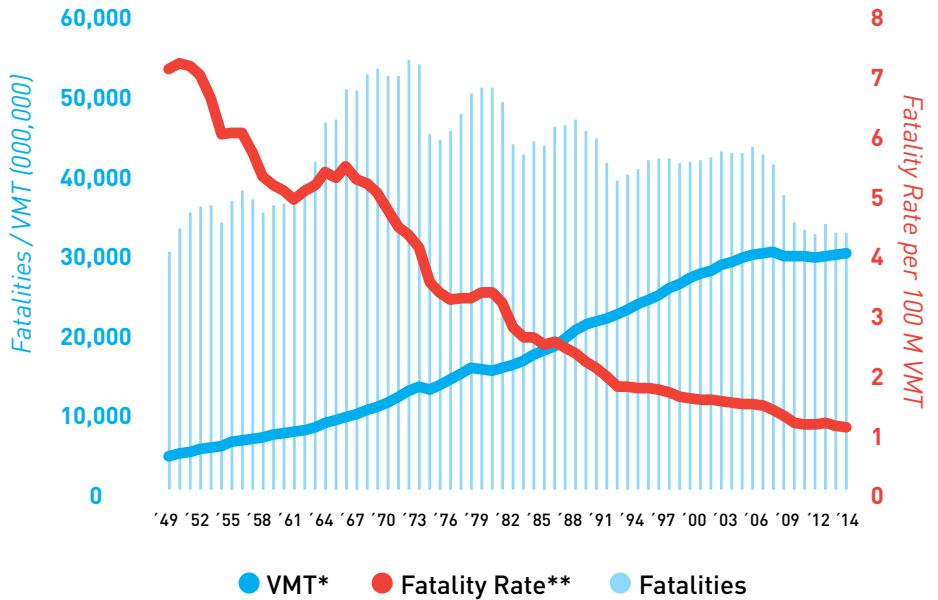
Source: Automotive News, June 16, 2014

Safety Advances INCREASE PEACE OF MIND

A review of automotive history demonstrates how much road safety progress has been achieved over recent decades. In fact, this progress was recognized by the Centers for Disease Control and Prevention, where experts described the results of automotive safety advancements as one of the 10 “Great Public Health Achievements” of the 20th century.

SAFETY CHECK-UP:

MORE CARS ON OUR ROADS + MORE DRIVING, BUT SAFER ROADS



* Vehicle Miles Traveled by all drivers.

** The rate is number of fatalities per 100 million vehicle miles of travel.



In a recent report, the U.S. Department of Transportation called innovations by car manufacturers a “revolution in safety.” In fact, this is the most innovative time in automotive history. Today’s auto is more than just transportation. It’s the most sophisticated technology owned by most consumers—and with every new day, vehicles are getting more advanced.

Source: NHTSA, DOT HS 812 069, 1/15

Vehicle age can relate to safety:

A 2013 NHTSA study showed that drivers in vehicles 15 or more years old are at least 50 percent more likely to be fatally injured compared to a driver in a new vehicle.

Source: NHTSA Traffic Safety Facts

CRASH AVOIDANCE IS ONE OF TODAY'S TOP ACTIVE SAFETY GOALS.

Crash Worthiness ...

Historically, automakers have focused on engineering vehicles to enhance occupant protection in the event of a crash. That's why automobiles today have a range of airbags – front, rear, side and even curtains – as well as a long list of safety enhancements, including structural reinforcements to the passenger compartments and advanced safety belts.

Crash Avoidance ...

The future of vehicle safety has expanded into technologies that help prevent or mitigate crashes. Crash avoidance, or "driver assist," technologies employ sophisticated software to interpret data from sensors, cameras, and radar-based technologies that allow vehicles to sense the environment around them and assist drivers by alerting them to impending dangers.

HOW CAN ALL STAKEHOLDERS

WORK TOGETHER TO SAVE THE MOST LIVES?

Building upon the comprehensive approach first pursued by the United States over 30 years ago, the World Health Organization/World Bank "World Report on Road Traffic Injury Prevention" emphasizes that road safety is a shared responsibility between governments, industry, non-governmental and international organizations and road users.

ALLIANCE MEMBERS BELIEVE WE CAN ALL WORK TOGETHER TO ADDRESS OUR MOST PRESSING ROAD SAFETY CONCERNS. HERE'S HOW:

Address Driver Behavior:

Even as our highways are safer, the driver remains a factor in more than 94 percent of crashes; the environment (including road conditions) factors into 2.48 percent and the vehicle factors into 2.09 percent. (NHTSA's National Motor Vehicle Crash Causation Survey)



Stop Impaired Driving: Alcohol-impaired drivers make just one-quarter of 1 percent of trips taken in the U.S., but that fraction of a percent results in nearly a third of this country's motor vehicle fatalities. (NHTSA & Alliance Analysis)

Increase Safety Belt Use: In the U.S. 87 percent of Americans now use safety belts, but more than 2,800 lives would have been saved in 2013 if everyone buckled up. (NHTSA)



New Safety Systems SAVE LIVES... TIME... AND FUEL

Today's roads are safer, thanks to a wide range of state-of-the-art technologies developed by automakers. In fact, automakers are competing to bring safety systems to dealer showrooms. Blind spot monitoring, lane departure warnings, automatic braking and a range of new cameras, sensors and radar systems are now available on vehicles.

DRIVING INNOVATION THROUGH DRIVER ASSISTS

Driver assists help by providing a warning about potential hazards or by controlling a car's system for fractions of seconds in emergencies.



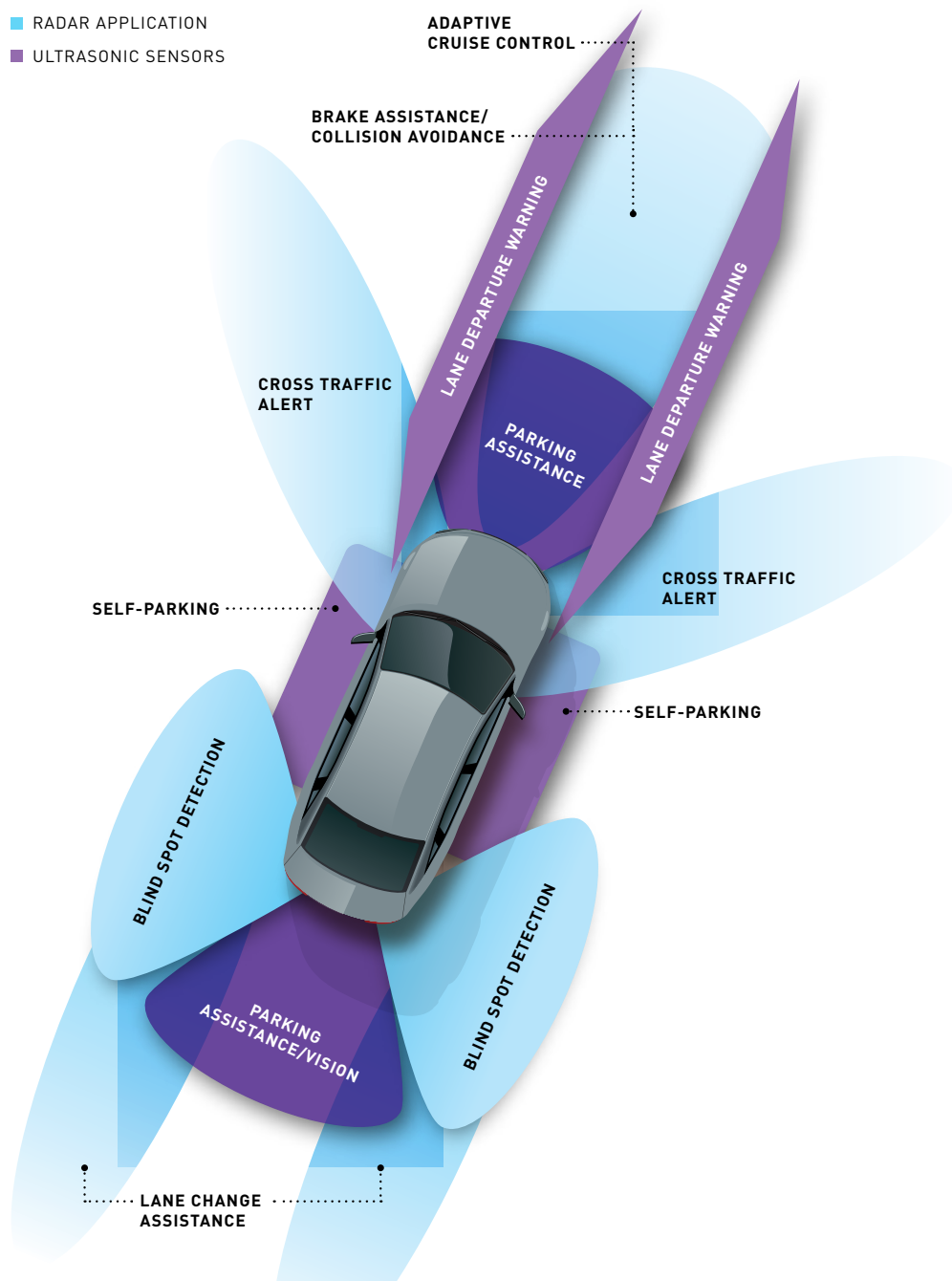
Driver assists are changing the way we look at road safety.

See them in action at

[Youtube.com/DriverAssists](https://www.youtube.com/DriverAssists)

DRIVER ASSIST TECHNOLOGIES WORK TOGETHER TO HELP REDUCE CRASHES:

- RADAR APPLICATION
- ULTRASONIC SENSORS



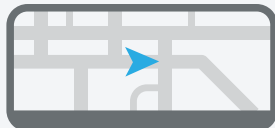
NEW SAFETY SYSTEMS

THREE TYPES OF DRIVER ASSISTS

Controls and driver focus aids can help you drive better in all kinds of situations.



- ▶ **Integrated systems** (often called “telematics”) help drivers keep their eyes on the road and hands on the wheel through special controls on steering wheels, optimized screens, voice command systems, hands-free calling and concierge services.



- ▶ **Real-time navigation** allows drivers to re-route around traffic and congestion, saving fuel and reducing carbon emissions.



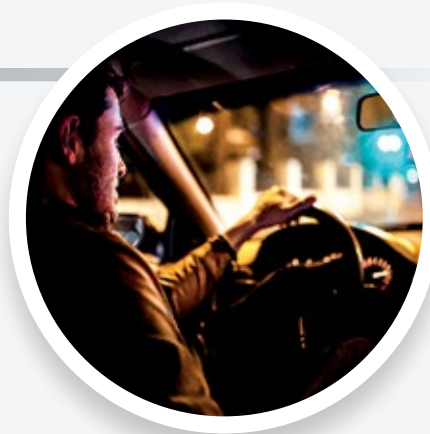
Active controls can engage automatic, temporary braking and may allow you to turn them off or control their sensitivity.



- ▶ **Adaptive Cruise Control** automatically keeps a safe distance from the car ahead, keeping traffic running smoothly with less braking and accelerating.



- ▶ **Automatic braking technology** helps drivers avoid crashes or reduce crash severity, and fewer fender benders improve fuel economy since drivers spend less time idling in traffic.



Warning and alert systems use radar, sensors and/or cameras to detect objects and give drivers an audible, visual or haptic warning.



- ▶ **Blind Spot Monitoring** warns you that another vehicle is in the lane beside you.



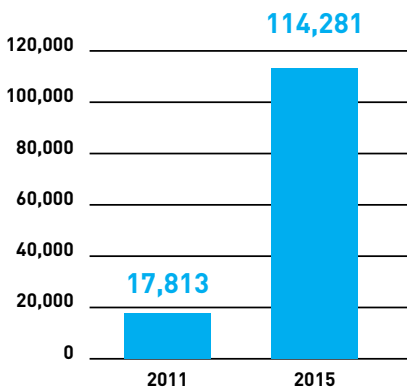
- ▶ **Lane Departure Warning** detects lane markings on a roadway and notifies you if you drift out of your lane.

Energy-Efficient Autos MORE CHOICE FOR CONSUMERS

Consumers deserve the freedom, choice and control to buy the vehicles that best meet their needs. Today, dealer showrooms house more than 490 models that achieve 30 miles per gallon or more (highway) — **more than seven times** the number of highly fuel-efficient autos on sale in 2006.

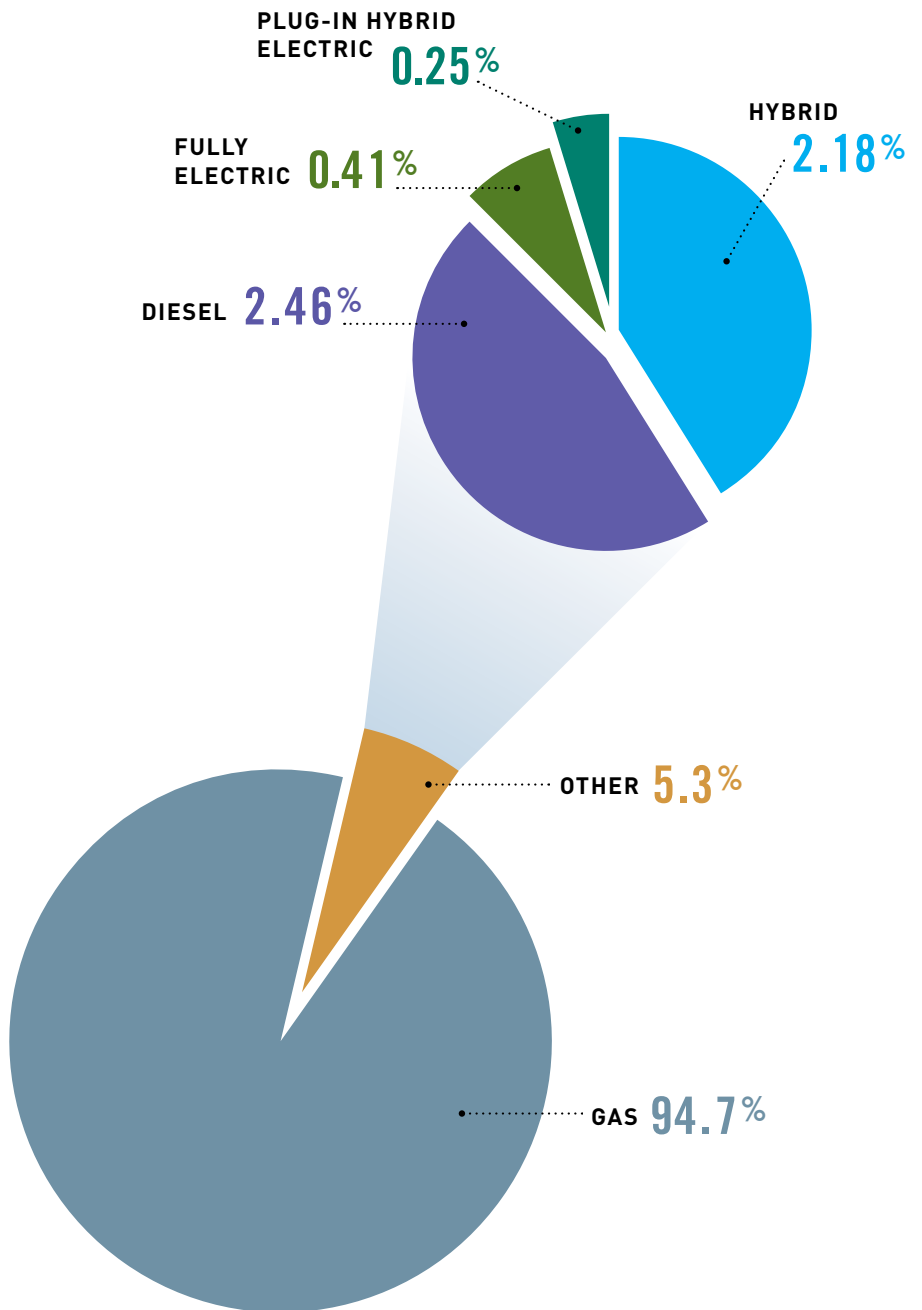
ELECTRIC VEHICLE SALES

While sales of battery electric and plug-in electric vehicles represent a small proportion of total sales, they are growing.



Source: Ward's Automotive

SALES FIGURES SHOW CONSUMERS STILL FAVOR TRADITIONAL GAS ENGINES



TRADITIONAL GAS-POWERED ENGINES STILL COMPRISE MAJORITY OF SALES

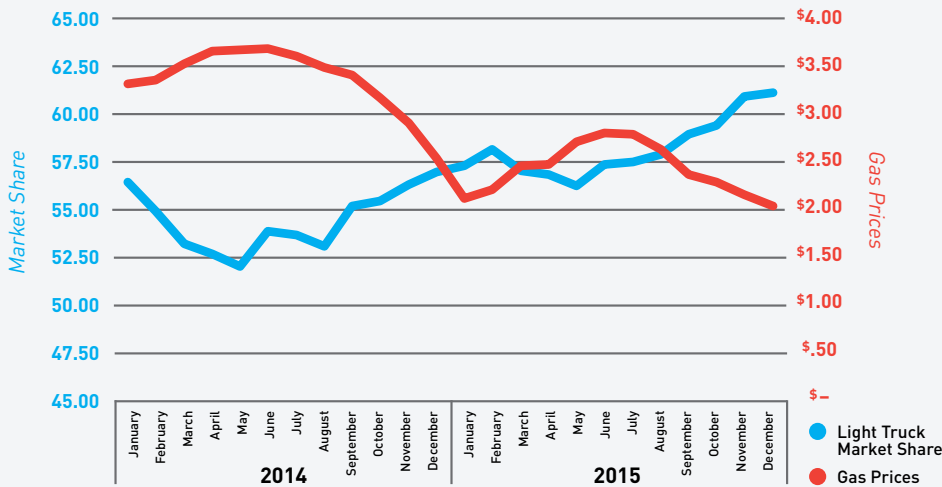
Source: Ward's Automotive (2015 sales data)

SALES OF ENERGY-EFFICIENT VEHICLES FLUCTUATE WITH GAS PRICES



When gas prices fall, consumer demand increases for light trucks like vans, SUVs and pickups — and decline for the most fuel-efficient vehicles. This is especially so when mileage gains are growing across all classes of new vehicles.

MARKET SHARE OF LIGHT TRUCKS AND GAS PRICES: 2014-2015



Source: Ward's Automotive and U.S. Energy Information Administration

The federal government has projected fuel economy and greenhouse gas targets through 2025.

Automakers support a strong fuel economy program where future government targets align with affordable technology and market realities.

Learn more at www.autoalliance.org/fueleconomy

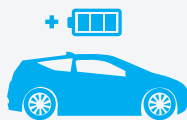
CHOICE ACROSS AMERICA:

Americans still favor light trucks (SUVs, vans and pickups). Nationwide, 57 percent of total vehicle sales in 2015 were light trucks, while 43 percent were cars. In 48 states more than half of new vehicle sales were light trucks.

STATES WITH THE HIGHEST PERCENTAGE OF RETAIL SALES FOR...



PICKUP
Wyoming



HYBRID
California



SUV/VAN
Massachusetts



CAR
California



CONVERTIBLE
Florida

Check pages 26-27 of the appendix for information on vehicle choice in your state.

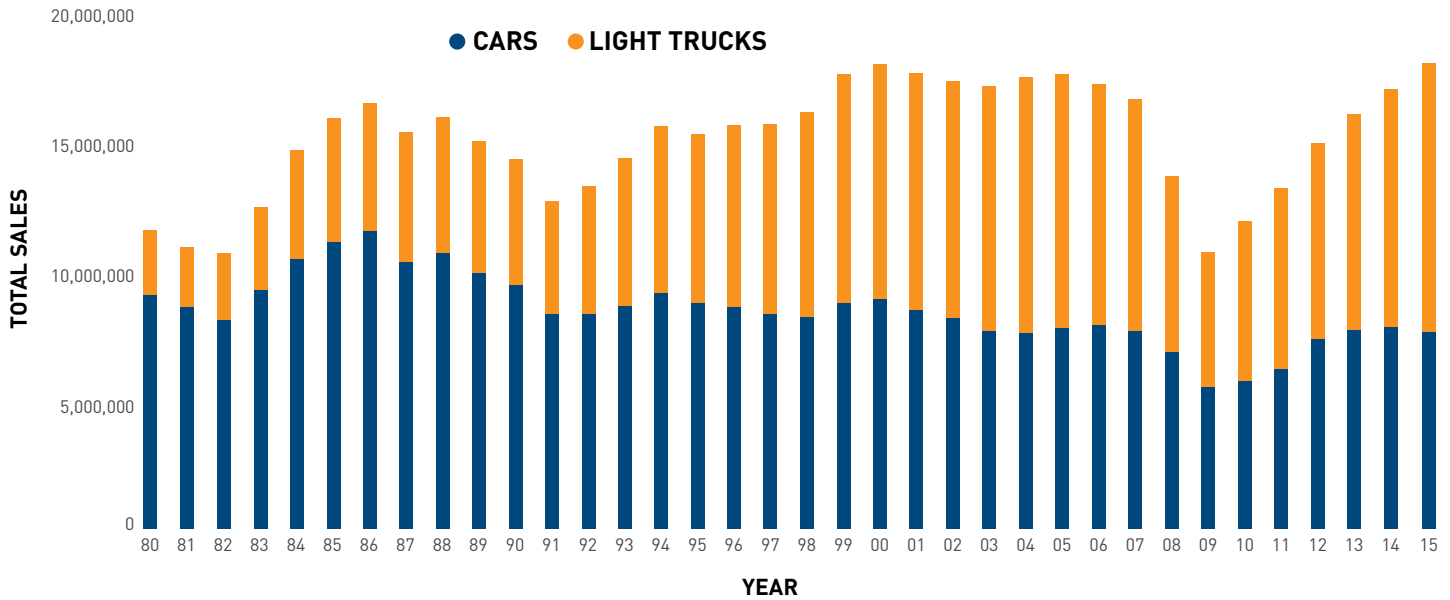
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U.S. Vehicle Sales, 1980-2015

WardsAuto.com



Year	Cars	Trucks	Total
2015	7,525,023	10,310,482	17,835,505
2014	7,689,110	9,154,354	16,843,464
2013	7,585,341	8,298,102	15,883,443
2012	7,244,439	7,544,036	14,788,475
2011	6,089,708	6,951,210	13,040,918
2010	5,635,739	6,136,787	11,772,526
2009	5,401,565	5,200,478	10,602,043
2008	6,769,134	6,724,058	13,493,192
2007	7,562,334	8,897,981	16,460,315
2006	7,761,592	9,287,389	17,048,981
2005	7,659,983	9,784,346	17,444,329
2004	7,482,555	9,816,018	17,298,573
2003	7,555,551	9,411,891	16,967,442
2002	8,042,255	9,096,397	17,138,652
2001	8,352,000	9,120,378	17,472,378
2000	8,777,723	9,033,950	17,811,673
1999	8,637,708	8,777,020	17,414,728
1998	8,084,989	7,882,298	15,967,287
1997	8,217,480	7,280,380	15,497,860
1996	8,478,545	6,977,567	15,456,112
1995	8,620,159	6,496,166	15,116,325
1994	8,990,517	6,420,857	15,411,374
1993	8,517,859	5,680,995	14,198,854
1992	8,213,113	4,904,331	13,117,444
1991	8,184,979	4,364,544	12,549,523
1990	9,303,215	4,846,163	14,149,378
1989	9,778,517	5,066,744	14,845,261
1988	10,546,808	5,244,736	15,791,544
1987	10,191,877	5,001,069	15,192,946
1986	11,404,239	4,918,782	16,323,021
1985	10,979,187	4,746,104	15,725,291
1984	10,323,695	4,159,446	14,483,141
1983	9,148,038	3,163,478	12,311,516
1982	7,956,460	2,581,902	10,538,362
1981	8,489,202	2,288,778	10,777,980
1980	8,949,235	2,494,378	11,443,613

U.S. Light Vehicle Sales by Segment: 2015

WardsAuto InfoBank

	January - December		% Share		Vol.
	2015	2014	Current	Year-Ago	% Chg.
Total Lower Small Car	638,010	683,341	21.3	22.5	-6.6
Total Upper Small Car	2,214,413	2,189,398	73.8	72.0	1.1
Total Specialty Small Car	147,557	168,163	4.9	5.5	-12.3
Total Small Car	2,999,980	3,040,902	17.3	18.5	-1.3
Total Lower Middle Car	2,393,646	2,439,037	80.5	79.8	-1.9
Total Upper Middle Car	307,640	390,244	10.3	12.8	-21.2
Total Specialty Middle Car	273,607	227,808	9.2	7.5	20.1
Total Middle Car	2,974,893	3,057,089	17.1	18.6	-2.7
Total Large Car	315,320	354,117	1.8	2.2	-11.0
Total Lower Luxury Car	740,597	721,407	60.0	58.4	2.7
Total Middle Luxury Car	227,537	260,628	18.4	21.1	-12.7
Total Upper Luxury Car	90,634	89,548	7.3	7.2	1.2
Total Specialty Luxury Car	104,094	90,238	8.4	7.3	15.4
Total Sport Luxury Car	71,666	73,690	5.8	6.0	-2.7
Total Luxury Car	1,234,528	1,235,511	7.1	7.5	-0.1
TOTAL CARS	7,524,721	7,687,619	43.3	46.8	-2.1
Total Small CUV	759,106	484,650	14.6	10.9	56.6
Total Small Luxury CUV	81,144	68,346	1.6	1.5	18.7
Total Middle CUV	3,183,667	2,848,749	61.1	64.3	11.8
Total Middle Luxury CUV	622,321	507,072	11.9	11.5	22.7
Total Large CUV	398,078	371,645	7.6	8.4	7.1
Total Large Luxury CUV	164,044	146,787	3.1	3.3	11.8
Total CUV	5,208,360	4,427,249	30.0	26.9	17.6
Total Small SUV	202,702	175,328	16.3	15.1	15.6
Total Middle SUV	617,330	566,307	49.5	48.8	9.0
Total Middle Luxury SUV	59,395	51,970	4.8	4.5	14.3
Total Large SUV	280,037	293,087	22.4	25.3	-4.5
Total Large Luxury SUV	87,923	73,877	7.0	6.4	19.0
Total SUV	1,247,387	1,160,569	7.2	7.1	7.5
Total Small Van	599,797	613,371	64.7	68.0	-2.2
Total Large Van	327,296	288,378	35.3	32.0	13.5
Total Van	927,093	901,749	5.3	5.5	2.8
Total Small Pickup	357,406	253,826	14.4	11.3	40.8
Total Large Pickup	2,117,263	1,999,243	85.6	88.7	5.9
Total Pickup	2,474,669	2,253,069	14.2	13.7	9.8
Total Commercial Chassis	4,101	4,971	0.0	0.0	-17.5
Total Light Trucks	9,861,610	8,747,607	56.7	53.2	12.7
Total Light Vehicles	17,386,331	16,435,226	100.0	100.0	5.8

Source: WardsAuto InfoBank

Final Assembly Plant Locations by State: Model Year 2016

Compiled from company reports and WardsAuto.com

Company	City	State	Facility Name	Vehicles Assembled
AM General LLC	Mishawaka	IN	Commercial Assembly Plant	Mercedes-Benz R-Class
BMW Manufacturing Co, LLC	Spartanburg	SC	Spartanburg Assembly and Performance Center	BMW X3, X4, X5, X6
FCA US LLC	Belvidere	IL	Belvidere Assembly Plant	Dodge Dart; Jeep Compass, Patriot
FCA US LLC	Conner (Detroit)	MI	Connor Avenue Assembly Plant	Dodge Viper
FCA US LLC	Dodge City (Warren)	MI	Warren Truck Assembly Plant	Ram Pickup
FCA US LLC	Jefferson North (Detroit)	MI	Jefferson North Assembly Plant	Dodge Durango; Jeep Grand Cherokee
FCA US LLC	Sterling Heights	MI	Sterling Heights Assembly Plant	Chrysler 200
FCA US LLC	Toledo North	OH	Toledo Assembly Complex (2 plants)	Jeep Cherokee; Jeep Wrangler
Ford Motor Company	Avon Lake (Ohio Assembly)	OH	Ohio Assembly Plant	Ford Econoline. F-Series
Ford Motor Company	Chicago	IL	Chicago Assembly Plant	Ford Explorer, Taurus; Lincoln MKS
Ford Motor Company	Dearborn Truck	MI	Dearborn Truck Plant	Ford F-Series
Ford Motor Company	Flat Rock	MI	Flat Rock Assembly Plant	Ford Fusion, Mustang; Lincoln Continental
Ford Motor Company	Kansas City (Claycomo)	MO	Kansas City Assembly Plant	Ford Transit; Ford F-Series
Ford Motor Company	Louisville	KY	Kentucky Truck Plant	Ford Expedition, F-Series SuperDuty; Lincoln Navigator
Ford Motor Company	Louisville	KY	Louisville Assembly Plant	Ford Escape; Lincoln MKC
Ford Motor Company	Michigan Assembly (Wayne)	MI	Michigan Assembly Plant	Ford C-Max, Focus
General Motors	Arlington	TX	GM Assembly	Cadillac Escalade/ESV; Chevrolet Suburban, Tahoe; GMC Yukon/XL
General Motors	Bowling Green	KY	GM Assembly	Chevrolet Corvette
General Motors	Fairfax	KS	GM Assembly and Stamping	Buick LaCrosse; Chevrolet Malibu
General Motors	Flint	MI	GM Assembly, Stamping and Powertrain - Van Slyke Complex	Chevrolet Silverado; GMC Sierra
General Motors	Fort Wayne	IN	GM Assembly	Chevrolet Silverado; GMC Sierra
General Motors	Detroit	MI	GM Assembly	Buick LaCrosse; Cadillac CT6, ELR; Chevrolet Impala, Malibu, Volt
General Motors	Lansing Delta	MI	GM Assembly and Stamping - Lansing Delta Township	Buick Enclave; Chevrolet Traverse; GMC Acadia
General Motors	Lansing Grand River	MI	GM Assembly - Lansing Grand River	Cadillac ATS, CTS; Chevrolet Camaro
General Motors	Warren	OH	GM Assembly and Stamping	Chevrolet Cruze
General Motors	Orion Township	MI	GM Assembly	Buick Verano; Chevrolet Sonic
General Motors	Spring Hill	TN	GM Assembly - Spring Hill Assembly	Cadillac XT5; GMC Acadia
General Motors	Wentzville	MO	GM Assembly and Stamping	Chevrolet Colorado, Express; GMC Canyon, Savana
Honda of America Mfg. Inc.	East Liberty	OH	Honda of America Mfg., Inc.	Acura RDX; Honda CR-V
Honda of America Mfg. Inc.	Greensburg	IN	Honda Manufacturing of Indiana, LLC	Honda Civic
Honda of America Mfg. Inc.	Lincoln	AL	Honda Manufacturing of Alabama, LLC	Acura MDX; Honda Odyssey, Pilot, Ridgeline
Honda of America Mfg. Inc.	Marysville	OH	Honda of America Mfg., Inc.	Acura ILX, NXS, TLX; Honda Accord
Hyundai Motor Mfg. Alabama LLC	Montgomery	AL	Hyundai Motor Manufacturing Alabama, LLC	Hyundai Elantra, Sonata
Kia Motors America Inc.	West Point	GA	Kia Motors Manufacturing Georgia, Inc.	Hyundai Santa Fe; Kia Optima, Sorento
Mercedes-Benz/Daimler AG	Vance	AL	Mercedes-Benz USI	Mercedes-Benz C-Class, GLE, GLS
Nissan North America Inc.	Canton	MS	Nissan North America Inc	Nissan Altima, Frontier, Murano, NV, Titan
Nissan North America Inc.	Smyrna	TN	Nissan North America Inc	Infiniti QX60; Nissan Altima, LEAF, Maxima, Pathfinder, Rogue
Subaru	Lafayette	IN	Subaru of Indiana Automitive, Inc	Subaru Impreza, Legacy, Outback; Toyota Camry
Tesla	Fremont	CA	Tesla Factory	Tesla Model S, Model X
Toyota	Blue Spring	MS	Toyota Motor Manufacturing Mississippi	Toyota Corolla
Toyota	Georgetown	KY	Toyota Motor Manufacturing Kentucky	Lexus ES; Toyota Avalon, Camry, Venza
Toyota	Princeton	IN	Toyota Motor Manufacturing Indiana	Toyota Highlander, Sequoia, Sienna
Toyota	San Antonio	TX	Toyota Motor Manufacturing Texas	Toyota Tacoma, Tundra
Volkswagen Group Of America	Chattanooga	TN	Volkswagen Group Of America - Chattanooga Operations	Volkswagen Passat

Source: Compiled from company reports and WardsAuto.com

All Light Vehicle-Related Exports from U.S. Ports by State: January 1, 2015- December 31, 2015

USA Trade Online

State	Motor Cars & Vehicles	Parts for Motor Vehicles	Total Light Vehicle Exports	Total Port Activity	Port Activity-Auto-Related (%)
Alabama	\$8,478,619	\$11,367,090	\$19,845,709	\$6,345,210,766	0.31
Alaska	\$2,018,804	\$27,778,999	\$29,797,803	\$18,749,341,196	0.16
Arizona	\$29,794,695	\$1,173,230,713	\$1,203,025,408	\$14,827,826,253	8.11
Arkansas	\$—	\$79,491	\$79,491	\$612,860,968	0.01
California	\$3,604,677,459	\$3,243,681,297	\$6,848,358,756	\$184,561,729,954	3.71
Colorado	\$703,752	\$516,813	\$1,220,565	\$995,061,783	0.12
Connecticut	\$—	\$12,150	\$12,150	\$372,863,526	0.00
Delaware	\$1,344,630,483	\$14,866,806	\$1,359,497,289	\$3,180,486,933	42.74
District of Columbia	\$2,200,311	\$23,322,310	\$25,522,621	\$5,052,463,281	0.51
Florida	\$5,223,090,439	\$1,116,788,626	\$6,339,879,065	\$73,285,130,422	8.65
Georgia	\$6,757,585,973	\$533,226,053	\$7,290,812,026	\$47,697,672,229	15.29
Hawaii	\$1,164,026	\$4,769,207	\$5,933,233	\$13,913,464,166	0.04
Idaho	\$2,054,121	\$33,475,388	\$35,529,509	\$1,753,115,794	2.03
Illinois	\$81,438,314	\$453,422,507	\$534,860,821	\$46,665,436,691	1.15
Indiana	\$—	\$972,289	\$972,289	\$1,206,425,110	0.08
Iowa	\$—	\$—	\$—	\$41,198,026	—
Kansas	\$—	\$—	\$—	\$597,090,629	—
Kentucky	\$—	\$706,033	\$706,033	\$748,039,001	0.09
Louisiana	\$770,024	\$125,991,845	\$126,761,869	\$81,701,782,531	0.16
Maine	\$25,187,240	\$23,746,706	\$48,933,946	\$3,871,639,687	1.26
Maryland	\$3,833,008,787	\$163,505,932	\$3,996,514,719	\$15,593,228,359	25.63
Massachusetts	\$49,276,996	\$13,017,040	\$62,294,036	\$7,012,570,503	0.89
Michigan	\$9,084,890,163	\$13,526,613,803	\$22,611,503,966	\$119,664,004,804	18.90
Minnesota	\$375,612,799	\$719,098,871	\$1,094,711,670	\$7,653,197,535	14.30
Mississippi	\$1,146,417	\$560,269	\$1,706,686	\$4,234,099,221	0.04
Missouri	\$—	\$54,243	\$54,243	\$990,144,677	0.01
Montana	\$57,091,646	\$74,324,276	\$131,415,922	\$7,477,660,584	1.76
Nebraska	\$—	\$—	\$—	\$7,673,871	—
Nevada	\$—	\$959,167	\$959,167	\$356,612,994	0.27
New Hampshire	\$498,871	\$8,403	\$507,274	\$436,301,568	0.12
New Jersey	\$1,362,438,728	\$174,283,569	\$1,536,722,297	\$14,545,983,990	10.56
New Mexico	\$135,265,305	\$16,255,740	\$151,521,045	\$10,336,990,816	1.47
New York	\$6,061,503,368	\$2,391,059,797	\$8,452,563,165	\$193,902,243,997	4.36
North Carolina	\$7,826,003	\$164,465,929	\$172,291,932	\$4,860,243,203	3.54
North Dakota	\$988,632,893	\$351,568,699	\$1,340,201,592	\$25,316,697,099	5.29
Ohio	\$12,357,665	\$104,226,732	\$116,584,397	\$31,961,857,331	0.36
Oklahoma	\$—	\$71,955	\$71,955	\$151,729,959	0.05
Oregon	\$1,353,436,606	\$109,030	\$1,353,545,636	\$4,017,977,300	33.69
Pennsylvania	\$8,926,121	\$69,099,327	\$78,025,448	\$12,209,552,686	0.64
Puerto Rico	\$22,915,531	\$3,705,462	\$26,620,993	\$17,298,331,197	0.15
Rhode Island	\$59,999,193	\$2,684,363	\$62,683,556	\$238,231,758	26.31
South Carolina	\$8,126,993,416	\$725,264,093	\$8,852,257,509	\$31,716,670,238	27.91
South Dakota	\$—	\$153,319	\$153,319	\$139,848,665	0.11
Tennessee	\$82,689	\$3,032,937	\$3,115,626	\$2,578,817,713	0.12
Texas	\$4,504,011,259	\$15,263,567,862	\$19,767,579,121	\$297,169,007,720	6.65
Utah	\$—	\$138,239	\$138,239	\$4,123,053,499	0.00
Vermont	\$2,203,790	\$13,685,497	\$15,889,287	\$2,111,337,214	0.75
Virginia	\$166,098,863	\$813,102,646	\$979,201,509	\$28,868,434,911	3.39
Washington	\$2,041,754,253	\$249,863,891	\$2,291,618,144	\$95,981,224,937	2.39
West Virginia	\$—	\$—	\$—	\$12,644	—
Wisconsin	\$—	\$97,470	\$97,470	\$293,258,905	0.03
Wyoming	\$—	\$—	\$—	\$—	—

Source: USA Trade Online, usatrade.census.gov

Auto Industry Employment Contributions

Center for Automotive Research

State	Total Industry Employment Contribution	State Labor Force	Auto Contribution as % of Labor Force
Alabama	165,472	2,118,000	7.8%
Alaska	4,791	366,700	1.3%
Arizona	68,210	3,049,900	2.2%
Arkansas	62,109	1,307,400	4.8%
California	381,827	18,757,100	2.0%
Colorado	69,062	2,805,100	2.5%
Connecticut	63,739	1,886,300	3.4%
Delaware	28,219	454,500	6.2%
District of Columbia	10,534	378,800	2.8%
Florida	242,334	9,659,600	2.5%
Georgia	206,818	4,762,700	4.3%
Hawaii	5,271	667,800	0.8%
Idaho	24,203	774,400	3.1%
Illinois	413,902	6,531,100	6.3%
Indiana	420,576	3,245,900	13.0%
Iowa	79,012	1,711,600	4.6%
Kansas	59,463	1,495,500	4.0%
Kentucky	205,799	1,996,800	10.3%
Louisiana	84,234	2,165,300	3.9%
Maine	19,216	703,800	2.7%
Maryland	82,639	3,100,400	2.7%
Massachusetts	94,269	3,545,800	2.7%
Michigan	943,619	4,737,600	19.9%
Minnesota	110,378	2,988,200	3.7%
Mississippi	73,814	1,250,100	5.9%
Missouri	167,062	3,057,700	5.5%
Montana	9,112	520,200	1.8%
Nebraska	45,719	1,021,400	4.5%
Nevada	24,683	1,368,400	1.8%
New Hampshire	13,996	739,800	1.9%
New Jersey	137,677	4,528,800	3.0%
New Mexico	17,040	922,300	1.8%
New York	288,382	9,539,700	3.0%
North Carolina	197,465	4,646,400	4.2%
North Dakota	31,044	415,500	7.5%
Ohio	629,178	5,737,600	11.0%
Oklahoma	69,402	1,790,200	3.9%
Oregon	46,600	1,957,500	2.4%
Pennsylvania	256,360	6,363,500	4.0%
Rhode Island	4,753	555,400	0.9%
South Carolina	138,791	2,192,200	6.3%
South Dakota	30,844	451,400	6.8%
Tennessee	268,868	3,001,500	9.0%
Texas	460,647	13,039,200	3.5%
Utah	45,494	1,436,300	3.2%
Vermont	8,644	351,000	2.5%
Virginia	152,764	4,263,000	3.6%
Washington	60,531	3,488,500	1.7%
West Virginia	39,163	796,800	4.9%
Wisconsin	182,169	3,098,700	5.9%
Wyoming	4,107	311,300	1.3%
U.S. Total	7,250,004	156,054,700	4.6%

Source: Center for Automotive Research

Automaker Employment Contributions, by State

Center for Automotive Research

All Jobs for Motor Vehicle Manufacturers (OEM)

State	Direct	Indirect	Expenditure-Induced	TOTAL
Alabama	12,000	22,700	32,000	66,700
Alaska	10	50	100	160
Arizona	800	3,500	7,000	11,300
Arkansas	300	5,000	7,000	12,300
California	13,000	38,000	50,000	101,000
Colorado	600	3,000	9,000	12,600
Connecticut	200	1,000	6,040	7,240
Delaware	200	1,000	8,000	9,200
District of Columbia	100	1,000	3,500	4,600
Florida	1,100	10,000	32,000	43,100
Georgia	5,800	29,000	45,000	79,800
Hawaii	10	100	300	410
Idaho	10	200	500	710
Illinois	12,500	53,100	94,000	159,600
Indiana	25,500	48,000	73,900	147,400
Iowa	100	2,000	9,100	11,200
Kansas	1,200	2,000	19,060	22,260
Kentucky	18,500	20,000	25,000	63,500
Louisiana	50	5,000	11,000	16,050
Maine	10	250	500	760
Maryland	500	5,800	12,700	19,000
Massachusetts	200	8,200	16,300	24,700
Michigan	124,500	202,000	244,000	570,500
Minnesota	200	8,000	18,000	26,200
Mississippi	8,000	8,000	9,000	25,000
Missouri	10,800	16,000	34,800	61,600
Montana	10	100	400	510
Nebraska	200	3,000	7,700	10,900
Nevada	100	2,600	4,600	7,300
New Hampshire	40	900	2,000	2,940
New Jersey	3,500	9,000	31,000	43,500
New Mexico	10	300	700	1,010
New York	5,700	27,400	35,000	68,100
North Carolina	1,000	16,000	25,000	42,000
North Dakota	10	300	3,700	4,010
Ohio	34,500	100,000	152,400	286,900
Oklahoma	50	3,500	7,000	10,550
Oregon	300	2,200	4,000	6,500
Pennsylvania	600	17,000	25,000	42,600
Rhode Island	10	100	400	510
South Carolina	7,400	10,050	12,000	29,450
South Dakota	10	200	6,000	6,210
Tennessee	17,500	27,900	55,000	100,400
Texas	11,500	58,550	85,000	155,050
Utah	50	2,200	5,000	7,250
Vermont	10	100	200	310
Virginia	700	7,000	22,400	30,100
Washington	200	1,300	4,000	5,500
West Virginia	1,300	7,300	9,000	17,600
Wisconsin	1,100	15,000	50,500	66,600
Wyoming	10	100	200	310
U.S. Total	322,000	805,000	1,316,000	2,443,000

Source: Center for Automotive Research

Total of All Estimated Taxes and Fees Generated by Autos by State, 2013

Center for Automotive Research

State	Sales Revenue (\$ millions)			Use Tax Revenue (\$ millions)			Business Taxes (\$ millions)		State and Local Employee and Personal Income Tax (\$ millions)			TOTAL ALL TAXES PAID TO STATE GOVERNMENTS (\$ millions)		
	New Vehicles	Used Vehicles	Parts/Service	Fuel	Registration	License	Manufacturers	Dealerships	Automaker	Supplier	Dealer	AUTO SECTOR	TOTAL	% AUTO
Alabama	116	64	47	530	205	21	14	15	19	16	9	1,056	9,266	11
Alaska	0	0	0	42	59	0	0	2	0	0	0	103	5,133	2
Arizona	564	309	135	781	194	30	1	27	3	4	14	2,062	13,472	15
Arkansas	239	131	45	456	150	17	2	9	6	8	6	1,069	8,586	12
California	3,725	2,042	757	5,493	3,579	311	9	169	78	81	194	16,438	133,184	12
Colorado	225	123	46	627	463	31	0	14	8	9	19	1,564	11,246	14
Connecticut	343	188	70	484	210	43	1	16	37	48	56	1,494	16,137	9
Delaware	55	30	0	113	51	6	0	5	8	12	21	301	3,346	9
Florida	1,766	968	359	2,332	1,227	204	2	62	0	0	0	6,921	34,588	20
Georgia	0	0	103	1,001	457	49	4	29	34	30	31	1,738	17,794	10
Hawaii	46	25	9	93	175	0	0	3	0	0	0	351	6,093	6
Idaho	111	61	22	245	133	11	0	5	0	0	0	589	3,579	16
Illinois	1,012	555	206	1,260	1,585	103	24	59	112	101	59	5,076	38,715	13
Indiana	524	287	106	803	336	218	40	23	71	81	18	2,508	16,931	15
Iowa	0	0	56	440	541	14	4	18	5	8	6	1,092	8,374	13
Kansas	215	118	45	415	206	21	2	9	8	7	9	1,055	7,620	14
Kentucky	250	137	51	838	185	16	29	9	43	32	11	1,602	10,816	15
Louisiana	229	125	46	583	106	12	1	16	8	9	12	1,147	9,224	12
Maine	104	57	19	238	108	11	0	6	1	1	1	545	3,884	14
Maryland	479	263	97	741	451	35	0	25	28	32	61	2,211	18,118	12
Massachusetts	597	327	121	651	381	107	1	29	35	37	58	2,345	23,901	10
Michigan	517	284	105	1,002	934	56	70	20	232	146	29	3,395	25,083	14
Minnesota	379	208	82	861	669	44	3	22	21	24	25	2,338	21,032	11
Mississippi	155	85	44	413	152	38	8	6	10	5	4	919	7,403	12
Missouri	334	183	68	701	267	17	6	19	24	18	15	1,652	11,141	15
Montana	0	0	0	216	149	9	0	4	0	0	0	380	2,645	14
Nebraska	165	91	34	297	95	6	2	9	2	4	3	709	4,719	15
Nevada	205	113	42	297	162	22	0	0	0	0	0	841	7,027	12
New Hampshire	0	0	0	143	92	13	0	9	0	0	0	257	2,370	11
New Jersey	966	530	196	525	615	54	1	48	55	50	77	3,116	29,077	11
New Mexico	66	36	23	235	168	4	0	10	0	0	0	544	5,202	10
New York	958	525	195	1,635	1,378	145	5	66	169	176	184	5,436	73,667	7
North Carolina	368	202	118	1,894	582	113	15	33	26	33	30	3,412	23,769	14
North Dakota	91	50	19	212	114	5	1	4	0	0	0	495	5,299	9
Ohio	883	484	172	1,705	715	83	36	0	177	172	53	4,479	27,331	16
Oklahoma	347	190	97	435	649	16	3	25	5	6	10	1,781	8,893	20
Oregon	0	0	0	499	513	39	1	11	3	6	9	1,082	9,161	12
Pennsylvania	974	534	198	2,047	837	62	6	62	48	62	59	4,890	33,966	14
Rhode Island	82	45	17	94	66	5	0	4	1	1	2	317	2,940	11
South Carolina	59	59	65	521	210	9	10	10	17	16	10	986	8,721	11
South Dakota	48	26	13	142	67	4	0	0	0	0	0	300	1,534	20
Tennessee	567	311	115	835	270	47	52	20	0	0	0	2,218	12,367	18
Texas	2,528	1,386	514	3,228	1,934	133	24	0	0	0	0	9,748	51,714	19
Utah	174	95	45	373	195	19	2	7	1	4	4	920	6,329	15
Vermont	62	34	13	107	70	7	0	3	0	0	0	297	2,879	10
Virginia	412	226	105	910	453	62	2	24	31	46	45	2,316	19,187	12
Washington	515	282	100	1,195	510	92	0	0	0	0	0	2,694	18,667	14
West Virginia	112	61	27	409	2	106	2	6	6	5	4	740	5,378	14
Wisconsin	367	201	75	968	453	41	10	22	34	40	25	2,236	16,523	14
Wyoming	31	17	6	71	80	2	0	0	0	0	0	208	2,186	9
Total	21,997	12,084	4,831	40,134	23,204	2,513	395	995	1,367	1,331	1,174	110,025	846,215	13

Source: Center for Automotive Research

Percentage of Sales, Cars vs. Light Trucks: January 1 - December 31, 2015

Compiled from data provided by IHS Automotive

State	Cars*		Light Trucks**		Overall Total
	Total	Percent	Total	Percent	
Alabama	88,975	42.17	122,011	57.83	210,986
Alaska	6,885	22.98	23,070	77.02	29,955
Arizona	158,234	42.66	212,690	57.34	370,924
Arkansas	43,299	32.21	91,119	67.79	134,418
California	1,148,600	56.93	868,980	43.07	2,017,580
Colorado	88,232	31.90	188,371	68.10	276,603
Connecticut	69,859	39.00	109,263	61.00	179,122
Delaware	21,857	41.81	30,424	58.19	52,281
District of Columbia	13,580	39.26	21,012	60.74	34,592
Florida	667,581	50.35	658,429	49.65	1,326,010
Georgia	231,575	46.31	268,495	53.69	500,070
Hawaii	31,115	44.74	38,430	55.26	69,545
Idaho	18,515	30.89	41,432	69.11	59,947
Illinois	270,186	40.13	403,130	59.87	673,316
Indiana	86,382	34.77	162,048	65.23	248,430
Iowa	39,708	28.92	97,616	71.08	137,324
Kansas	40,117	34.54	76,046	65.46	116,163
Kentucky	57,279	37.99	93,509	62.01	150,788
Louisiana	83,648	36.69	144,356	63.31	228,004
Maine	18,545	29.22	44,915	70.78	63,460
Maryland	150,483	44.78	185,598	55.22	336,081
Massachusetts	140,597	37.64	232,918	62.36	373,515
Michigan	182,312	32.32	381,730	67.68	564,042
Minnesota	79,562	31.98	169,248	68.02	248,810
Mississippi	46,787	41.35	66,359	58.65	113,146
Missouri	108,665	36.93	185,577	63.07	294,242
Montana	15,894	24.53	48,891	75.47	64,785
Nebraska	26,965	30.28	62,091	69.72	89,056
Nevada	73,304	49.85	73,757	50.15	147,061
New Hampshire	32,470	34.61	61,344	65.39	93,814
New Jersey	257,769	44.59	320,340	55.41	578,109
New Mexico	37,561	40.01	56,319	59.99	93,880
New York	402,028	39.93	604,904	60.07	1,006,932
North Carolina	190,041	43.38	248,024	56.62	438,065
North Dakota	9,275	21.78	33,311	78.22	42,586
Ohio	249,759	41.11	357,803	58.89	607,562
Oklahoma	391,431	50.85	378,375	49.15	769,806
Oregon	67,679	40.55	99,243	59.45	166,922
Pennsylvania	250,936	37.50	418,274	62.50	669,210
Rhode Island	22,136	42.99	29,354	57.01	51,490
South Carolina	89,262	41.71	124,764	58.29	214,026
South Dakota	8,920	22.61	30,523	77.39	39,443
Tennessee	103,590	39.97	155,549	60.03	259,139
Texas	622,591	39.58	950,295	60.42	1,572,886
Utah	47,861	37.17	80,895	62.83	128,756
Vermont	12,741	29.64	30,242	70.36	42,983
Virginia	173,514	44.50	216,442	55.50	389,956
Washington	116,031	41.28	165,077	58.72	281,108
West Virginia	23,471	28.53	58,800	71.47	82,271
Wisconsin	81,937	32.73	168,379	67.27	250,316
Wyoming	5,419	20.20	21,411	79.80	26,830
Total	7,205,163	42.59	9,711,183	57.41	16,916,346

*Includes sedans, coupes, convertibles, hatchbacks and station wagons

**Includes sport utility vehicles, pickups, passenger vans, vans, trucks, truck wagons and cab and chassis

Source: Compiled from data provided by IHS Automotive

Vehicles in Operation by Body Style and by State: Registered as of December 31, 2015

Compiled from data provided by Hedges & Company

State	Cars		Pickups		Sport Utility		Trucks		Vans		TOTAL
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent	
AL	1,997,607	43.99	1,182,722	26.05	1,029,593	22.67	92,569	2.04	238,537	5.25	4,541,028
AK	167,928	26.14	216,483	33.70	189,310	29.47	25,632	3.99	43,063	6.70	642,416
AZ	2,469,752	44.93	1,163,503	21.17	1,350,559	24.57	137,970	2.51	375,351	6.83	5,497,135
AR	908,555	36.77	784,924	31.77	583,700	23.62	63,220	2.56	130,389	5.28	2,470,788
CA	15,392,557	52.66	4,573,641	15.65	6,802,032	23.27	548,934	1.88	1,912,936	6.54	29,230,100
CO	1,838,874	38.82	979,418	20.68	1,533,143	32.37	122,946	2.60	262,284	5.54	4,736,665
CT	1,488,856	51.36	319,592	11.02	852,985	29.42	53,437	1.84	184,187	6.35	2,899,057
DE	387,638	48.25	121,453	15.12	219,057	27.27	15,461	1.92	59,736	7.44	803,345
D.C.	209,399	65.51	12,033	3.76	74,218	23.22	4,860	1.52	19,111	5.98	319,621
FL	7,885,138	50.68	2,359,937	15.17	3,992,093	25.66	217,098	1.40	1,103,216	7.09	15,557,482
GA	3,789,592	45.90	1,725,585	20.90	2,037,090	24.67	168,728	2.04	535,703	6.49	8,256,698
HI	468,635	44.31	230,263	21.77	264,470	25.01	13,673	1.29	80,588	7.62	1,057,629
ID	572,005	37.10	474,776	30.79	355,955	23.09	48,211	3.13	90,871	5.89	1,541,818
IL	4,953,105	48.35	1,351,767	13.20	2,830,163	27.63	181,701	1.77	927,002	9.05	10,243,738
IN	2,433,728	43.43	1,185,144	21.15	1,376,385	24.56	124,557	2.22	483,443	8.63	5,603,257
IA	1,178,405	40.28	760,481	25.99	675,533	23.09	66,722	2.28	244,463	8.36	2,925,604
KS	1,071,540	40.86	690,290	26.32	598,125	22.81	73,286	2.79	189,244	7.22	2,622,485
KY	1,641,443	43.68	938,053	24.96	849,079	22.60	77,959	2.07	251,092	6.68	3,757,626
LA	1,457,394	39.28	1,145,898	30.88	856,028	23.07	86,313	2.33	164,810	4.44	3,710,443
ME	486,059	41.34	284,409	24.19	307,521	26.15	26,629	2.26	71,199	6.06	1,175,817
MD	2,302,971	50.98	582,066	12.88	1,194,814	26.45	82,897	1.83	354,833	7.85	4,517,581
MA	2,492,018	49.48	576,430	11.44	1,545,194	30.68	89,255	1.77	334,011	6.63	5,036,908
MI	3,507,470	43.04	1,464,122	17.96	2,303,148	28.26	153,605	1.88	721,747	8.86	8,150,092
MN	2,031,890	42.79	952,284	20.06	1,227,033	25.84	117,355	2.47	419,642	8.84	4,748,204
MS	1,082,159	42.49	742,237	29.14	544,235	21.37	54,165	2.13	124,084	4.87	2,546,880
MO	2,323,472	43.63	1,234,823	23.19	1,239,382	23.27	117,989	2.22	410,051	7.70	5,325,717
MT	383,604	32.20	422,531	35.47	269,317	22.61	47,052	3.95	68,784	5.77	1,191,288
NE	742,716	40.45	475,427	25.90	438,248	23.87	47,844	2.61	131,716	7.17	1,835,951
NV	994,139	46.60	413,749	19.40	566,113	26.54	42,840	2.01	116,285	5.45	2,133,126
NH	548,885	44.89	227,473	18.60	346,449	28.33	26,890	2.20	73,019	5.97	1,222,716
NJ	3,647,053	51.99	599,619	8.55	2,076,640	29.60	133,503	1.90	558,390	7.96	7,015,205
NM	707,311	39.56	538,925	30.14	407,787	22.81	44,188	2.47	89,688	5.02	1,787,899
NY	5,498,181	48.67	1,191,959	10.55	3,466,646	30.68	199,309	1.76	941,587	8.33	11,297,682
NC	3,665,365	46.08	1,652,367	20.77	1,911,587	24.03	172,857	2.17	552,864	6.95	7,955,040
ND	243,038	32.46	257,945	34.45	173,122	23.12	28,689	3.83	46,001	6.14	748,795
OH	4,885,811	48.18	1,701,876	16.78	2,530,612	24.95	177,233	1.75	845,818	8.34	10,141,350
OK	1,791,311	42.30	1,083,159	25.58	987,062	23.31	113,102	2.67	260,107	6.14	4,234,741
OR	1,456,525	43.09	773,568	22.88	825,192	24.41	83,086	2.46	241,947	7.16	3,380,318
PA	5,341,298	47.36	1,711,108	15.17	3,146,334	27.90	226,719	2.01	851,542	7.55	11,277,001
RI	446,100	54.21	95,954	11.66	215,909	26.24	12,882	1.57	52,071	6.33	822,916
SC	2,019,633	45.22	963,977	21.58	1,101,498	24.66	94,577	2.12	286,747	6.42	4,466,432
SD	316,950	35.67	275,960	31.06	200,928	22.61	31,076	3.50	63,687	7.17	888,601
TN	2,533,071	43.93	1,359,931	23.58	1,391,932	24.14	115,206	2.00	366,195	6.35	5,766,335
TX	8,605,261	40.67	5,523,346	26.10	5,457,580	25.79	503,529	2.38	1,068,553	5.05	21,158,269
UT	1,043,632	44.54	513,941	21.94	570,116	24.33	59,892	2.56	155,365	6.63	2,342,946
VT	233,122	42.03	123,333	22.24	157,593	28.41	12,435	2.24	28,154	5.08	554,637
VA	3,409,860	47.70	1,220,183	17.07	1,847,179	25.84	144,122	2.02	527,818	7.38	7,149,162
WA	2,829,570	45.56	1,271,493	20.47	1,536,626	24.74	142,496	2.29	429,959	6.92	6,210,144
WV	565,918	37.41	419,444	27.72	411,600	27.21	34,385	2.27	81,595	5.39	1,512,942
WI	2,234,784	44.22	971,357	19.22	1,280,094	25.33	109,341	2.16	457,685	9.06	5,053,261
WY	168,409	27.94	237,349	39.38	144,510	23.97	26,155	4.34	26,359	4.37	602,782
Total	118,849,737	45.95	50,078,308	19.36	66,291,519	25.63	5,394,580	2.09	18,053,529	6.98	258,667,673

Source: Compiled from data provided by Hedges & Company

Travel Data by State, 2013

Ward's Motor Vehicle Facts & Figures 2015

State	Resident		Annual Miles Traveled					STATE
	Population (in thousands)	Population Per Vehicle	Per Vehicle	Per Licensed Driver	Public Road and Street Mileage			Gasoline Tax Rate
					Rural	Urban	TOTAL	
Alabama	4,834	1.04	13,931	16,854	76,685	25,153	101,838	18.0
Alaska	735	0.98	6,434	9,169	13,248	2,432	15,680	8.0
Arizona	6,627	1.28	11,668	12,645	40,129	26,311	66,440	18.0
Arkansas	2,959	1.26	14,291	15,971	85,243	16,413	101,656	21.5
California	38,333	1.41	12,082	13,511	80,801	94,187	174,988	39.5
Colorado	5,268	1.17	10,440	12,239	68,873	19,692	88,565	22.0
Connecticut	3,596	1.30	11,192	12,210	6,261	15,213	21,474	25.0
Delaware	926	1.01	10,145	12,861	3,359	3,034	6,393	23.0
District of Columbia	646	1.97	10,733	8,697	—	1,501	1,501	23.5
Florida	19,553	1.34	13,211	14,096	40,441	81,647	122,088	16.9
Georgia	9,992	1.32	14,426	16,551	77,233	51,387	128,620	7.5
Hawaii	1,404	1.08	7,804	11,037	1,864	2,566	4,430	17.0
Idaho	1,612	0.99	9,819	14,377	42,534	5,548	48,082	25.0
Illinois	12,882	1.31	10,700	12,745	98,094	47,614	145,708	19.0
Indiana	6,571	1.23	14,623	17,401	69,465	28,088	97,553	18.0
Iowa	3,090	0.92	9,424	14,760	101,775	12,654	114,429	21.0
Kansas	2,894	1.14	11,947	14,972	127,048	13,639	140,687	24.0
Kentucky	4,395	1.12	11,983	15,565	66,955	12,643	79,598	30.9
Louisiana	4,625	1.20	12,426	14,569	44,018	17,409	61,427	20.0
Maine	1,328	1.17	12,437	13,970	19,873	3,009	22,882	30.0
Maryland	5,929	1.59	15,181	13,692	13,452	18,970	32,422	23.5
Massachusetts	6,693	1.38	11,586	11,816	6,165	30,181	36,346	24.0
Michigan	9,896	1.25	12,004	13,616	84,255	37,886	122,141	19.0
Minnesota	5,420	1.09	11,435	17,106	116,560	22,208	138,768	28.5
Mississippi	2,991	1.46	18,952	19,685	63,138	11,978	75,116	18.4
Missouri	6,044	1.07	12,324	16,227	107,532	24,367	131,899	17.0
Montana	1,015	0.74	8,791	15,694	70,787	4,146	74,933	27.8
Nebraska	1,869	1.02	10,530	14,057	87,284	6,486	93,770	26.3
Nevada	2,790	1.31	11,560	14,037	31,842	8,296	40,138	24.0
New Hampshire	1,323	0.99	9,663	12,156	11,065	5,032	16,097	19.6
New Jersey	8,899	1.29	10,787	12,255	5,887	33,406	39,293	10.5
New Mexico	2,085	1.15	13,805	17,223	33,640	37,131	70,771	18.9
New York	19,651	1.90	12,560	11,573	66,206	48,522	114,728	26.7
North Carolina	9,848	1.29	13,810	15,420	68,727	37,475	106,202	37.8
North Dakota	723	0.89	12,479	19,656	84,925	2,153	87,078	23.0
Ohio	11,571	1.16	11,324	14,042	75,775	47,522	123,297	28.0
Oklahoma	3,851	1.16	14,400	19,848	95,213	17,728	112,941	17.0
Oregon	3,930	1.12	9,592	12,153	58,302	12,926	71,228	30.0
Pennsylvania	12,774	1.27	9,804	11,086	73,870	46,066	119,936	31.2
Rhode Island	1,052	1.28	9,471	10,377	1,364	4,742	6,106	32.0
South Carolina	4,775	1.23	12,647	13,852	49,606	16,626	66,232	16.0
South Dakota	845	0.91	9,825	15,112	79,312	3,246	82,558	22.0
Tennessee	6,496	1.23	13,439	15,432	70,015	25,521	95,536	20.0
Texas	26,448	1.34	12,395	15,830	212,918	100,310	313,228	20.0
Utah	2,901	1.45	13,533	16,257	35,020	11,235	46,255	24.5
Vermont	627	1.08	12,206	13,104	12,813	1,452	14,265	19.0
Virginia	8,260	1.20	11,771	14,416	50,279	24,469	74,748	11.1
Washington	6,971	1.13	9,279	10,791	56,906	25,542	82,448	37.5
West Virginia	1,854	1.33	13,783	16,338	33,049	5,701	38,750	34.7
Wisconsin	5,743	1.15	11,861	14,260	91,567	23,578	115,145	30.9
Wyoming	583	0.73	11,649	22,087	26,104	2,920	29,024	24.0
Total	316,127	1.28	12,075	14,085	2,937,477	1,177,961	4,115,438	21.9

Source: U.S. Department of Commerce, Bureau of the Census, and U.S. Department of Transportation, via Ward's Motor Vehicle Facts & Figures 2015

The Alliance of Automobile Manufacturers thanks these resources:

AutomotiveWhosWho.com

Boston Consulting Group

Center for Automotive Research

Consumer Technology Association

FuelEconomy.gov

Hedges & Company

IHS Automotive

Motor & Equipment Manufacturers Association

National Association of Manufacturers

National Automobile Dealers Association

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