

DATA DRIVEN

BUILT TO COMPETE

ALLIANCE FOR AUTOMOTIVE INNOVATION

2026 *INDUSTRY REPORT*

DATA DRIVEN

Built to Compete

MESSAGE FROM THE PRESIDENT AND CEO

I'm pleased to share Alliance for Automotive Innovation's 2026 Data Driven: Built to Compete report, covering the auto industry's U.S. economic impact and the changing landscape of global automotive competition.

There's no question: The auto industry is an essential part of the American economy.

In 2024, the industry supported 13.7 million jobs and more than $1 trillion in paychecks while pumping nearly $2 trillion into the U.S. economy.

Those are significant numbers, and they tell an important story about an industry that touches almost every community in America.

Automakers, suppliers and affiliated businesses support nearly 1 in 16 U.S. jobs. They contribute to state and local economies, support American manufacturing and help sustain the industrial base that underpins our nation's economic and national security.

That's the auto industry in America.

At Alliance for Automotive Innovation, we represent the iconic automakers producing most vehicles sold in the U.S. today.

And many of the major equipment suppliers, battery manufacturers, semiconductor makers, technology companies, and autonomous vehicle developers.

These companies are investing, building and innovating right here at home – and they're competing in a global market that's changing fast.

Take China, which has built the world's largest automotive manufacturing base supported by decades of extensive government intervention and coordinated industrial policy.

Its manufacturing capacity now exceeds domestic demand by millions of vehicles, and Chinese-owned automakers are rapidly expanding their presence in markets around the world to sell heavily subsidized vehicles at artificially low prices.

But this isn't just about selling cars.

It's about where vehicles are designed and built, where supply chains are established, and who develops the technologies that will define the next generation of mobility.

Ultimately, it's about whether the United States maintains its leadership in one of the world's most strategically important industries.

A strong domestic auto industry supports our economic and national security, industrial resilience and the ability to lead in emerging technologies – from artificial intelligence and automated driving to vehicle connectivity and advanced manufacturing.

The 2026 Data Driven report puts these issues (and more) into perspective.

You'll find updated research on the industry's economic contributions, including the millions of jobs it supports, the investments it makes and the economic activity it generates across the country. You'll also get a detailed look at the changing global competitive landscape, growing importance of vehicle affordability and innovations making vehicles cleaner, safer and smarter.

I hope you'll use it as a resource for understanding how the auto industry strengthens America's global leadership – now and in the years ahead.

Sincerely,



JOHN BOZZELLA
President & Chief Executive Officer
Alliance for Automotive Innovation

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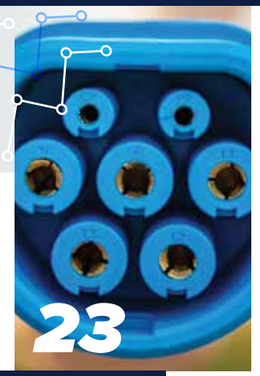



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DRIVING THE U.S. ECONOMY

U.S. AUTO INDUSTRY
A TRILLION DOLLAR ECONOMIC IMPACT

The automotive ecosystem (including direct, indirect and induced value added) drives more than $1.9 trillion into the U.S. economy each year – 6.7 percent of GDP.

1. **15.8 million new vehicles sold in 2025**
2. **Total new vehicle sales 2025: $715 billion**

If the U.S. Auto Industry were a country, its economic contribution would rank #15 on the list of largest countries by GDP.

Source: World Bank

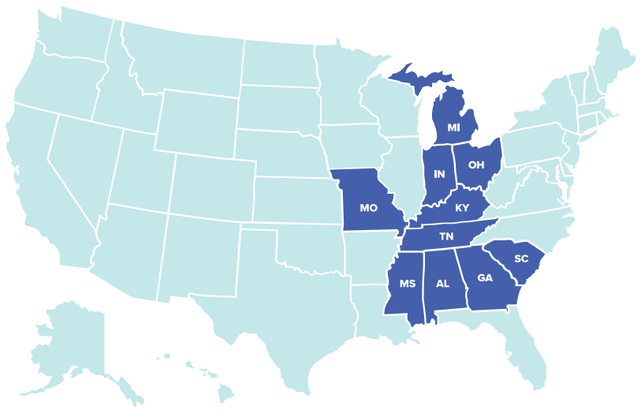
The manufacturing of automobiles alone contributes **$290 billion** to the economy.



$1 → $2.46

For every $1 added to the economy by motor vehicle manufacturing, $2.46 in total economic value is supported across the country.

States where autos contribute the most to GDP



TOP 10 STATES	% STATE GDP
1 Michigan	16.6%
2 Kentucky	10.9%
3 Indiana	9.6%
4 Tennessee	9.2%
5 Alabama	9.0%
6 South Carolina	7.5%
7 Ohio	7.4%
8 Missouri	7.3%
9 Mississippi	6.4%
10 Georgia	5.7%

See appendix A for more state level data on the economic impact of the auto industry.

Autos

13.7 MILLION JOBS COAST TO COAST



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



Every direct job in vehicle manufacturing supports another 6 American jobs.

NEARLY ONE IN 16 JOBS ACROSS THE COUNTRY IS SUPPORTED BY THE AUTO INDUSTRY.

The 13.7 million jobs (direct, indirect, and induced) supported by the automotive ecosystem represent 6.2 percent of total U.S. employment and more than $1.07 trillion in payroll compensation annually.

BY THE NUMBERS

How big is $1.07 trillion? It is more than three times California's annual state budget.

In 26 states, more than 100,000 jobs are supported by the auto industry.

TOP 10 STATES

AUTO INDUSTRY EMPLOYMENT

1	California	972,663
2	Texas	937,140
3	Michigan	759,778
4	Florida	621,839
5	Ohio	535,533
6	Illinois	391,048
7	Georgia	382,123
8	Indiana	363,676
9	Tennessee	357,279
10	Pennsylvania	329,751

See appendix B for more state level data on industry employment



Auto manufacturing supports more than 1.6 million total jobs. Fourteen states have more than 10,000 jobs supported by auto manufacturing.

TOP 10 STATES

AUTO MANUFACTURING EMPLOYMENT

1	Michigan	156,169
2	California	97,315
3	Tennessee	66,092
4	Kentucky	64,714
5	Indiana	61,795
6	Texas	61,370
7	Alabama	57,335
8	Ohio	54,389
9	Illinois	48,099
10	Missouri	45,017

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

Source: Multi-industry contribution analysis of the economic impact of automotive and parts manufacturing, selling, repairing, renting, and additional maintenance modeled using IMPLAN economic analysis data software, 2024 data year

Outsized Contribution to FEDERAL, STATE AND LOCAL TAX RECEIPTS

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

More than $477 billion in federal, state, and local revenue is generated annually by the manufacture, sale and maintenance of autos.

In 2024, the auto industry generated at least $263 billion in federal tax revenue.

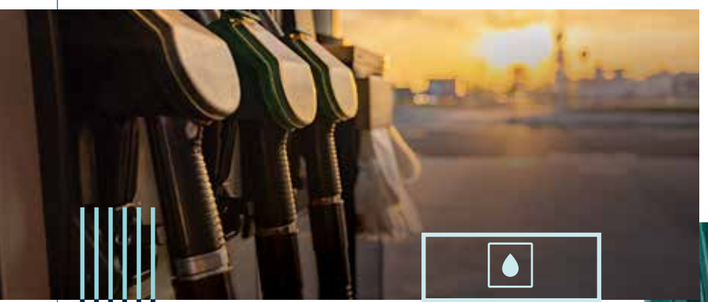
In 2024, the auto industry generated nearly $114 billion in state government revenue – 8 percent of all state tax revenue collected. In 34 states, more than 5 percent of state tax revenue is generated from auto industry activity.

State governments also receive revenue from taxes on the sale of vehicles. States took in almost $41 billion in taxes on the sale of new vehicles in 2025 – and more than $23 billion on the sale of used vehicles.

See appendix D for detailed information on taxes by states

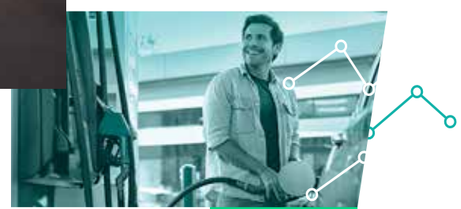
Source: Multi-industry contribution analysis of the economic impact of automotive and parts manufacturing, selling, repairing, renting, and additional maintenance modeled using IMPLAN economic analysis data software, 2024 data year;

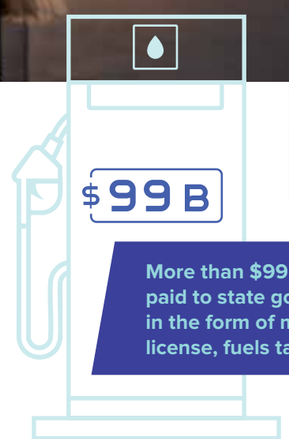
New and used vehicle sales tax revenue derived from 2025 NADA Data



BY THE NUMBERS

How much is $114 billion? More than enough to fund the entire budget of the state of Florida.





More than $99 billion was paid to state governments in the form of motor vehicle license, fuels taxes and fees.

CONSUMER CHOICE IS ALIVE AND WELL

New vehicle sales of internal combustion engines remain popular; Electrification increasing across all segments; EV availability growing

15.8 MILLION
Vehicles Sold in 2025

Consumers have a lot of choices when purchasing a new vehicle, from body style, size, and color to conventional gasoline and diesel vehicles, hybrids, battery electric, and fuel cell options. Automobile manufacturers continue to give consumers options to fit a wide variety of needs and demand for new vehicles remains strong – nearly 15.8 million new vehicles were sold in 2025.

For more than a decade, the demand for light trucks – including utility vehicles and vans – has grown while demand for cars has shrunk in the United States. In 2013, the segments had roughly equal sales. In 2025, more than 83 percent of vehicles sold in the U.S. were light trucks.

Utility vehicles, including SUVs and Crossovers, accounted for nearly 60 percent of all vehicle sales, far outweighing the next closest segments pickups (19 percent) and cars (16.5 percent).

Light trucks had at least a 70 percent market share in all 50 states and the District of Columbia.

State with the highest rate of:

UTILITY VEHICLES



VANS



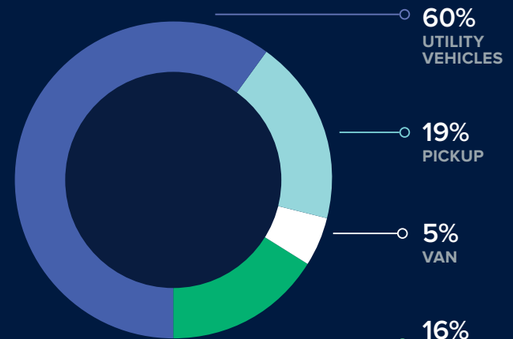
PICKUP TRUCKS



CARS



83%
OF VEHICLES SOLD IN THE U.S. IN 2025 WERE LIGHT TRUCKS.



CONSUMERS HAVE CHOICES

when it comes to various propulsion systems

Since 2016, conventional internal combustion engine (ICE) vehicle market share has steadily declined among new vehicle purchases.

In 2016, conventional, non-hybrid, ICE vehicles comprised more than 97 percent of all vehicle sales. Through 2025, that share dropped to 73 percent for an overall decline of 24 percentage points (pp). However, 92 percent of vehicles sold in 2025 were still equipped with ICE engines. Hybrids, BEVs, and PHEVs have all garnered increased consumer interest over the past ten years. Hybrid market share increased by 15.5 pp followed by BEVs (+7.4 pp) and PHEVs (+1.3 pp).

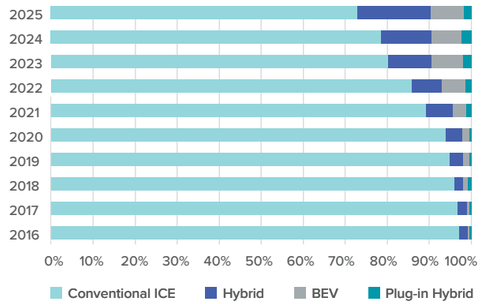


163 EV MODELS

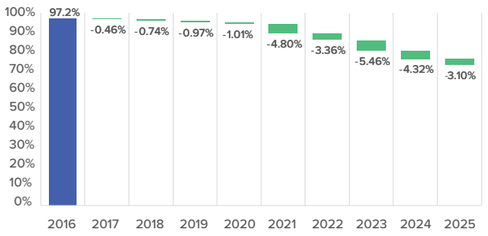
163 models of EVs (including battery electric, plug-in hybrid, and fuel cell vehicles) were available to consumers in 2025 – in all body styles: sedans, utility vehicles, pickups, and vans.

See more about alternative fuel vehicles on page 26.

U.S. LIGHT VEHICLE SALES BY POWERTRAIN
2016 – 2025



INTERNAL COMBUSTION ENGINE (ICE) VEHICLE MARKET SHARE CHANGE, YEAR-OVER-YEAR
2016 – 2025



See appendix E for a breakdown of sales by state.

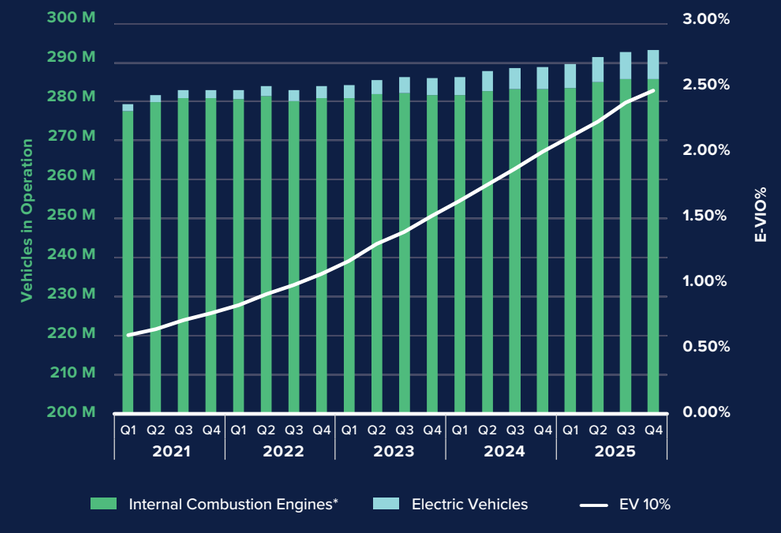
For the most up to date information on the electric vehicle market, visit

theautos.org

What's on U.S roads today?

While more than 97 percent of light-duty vehicles on U.S. roads are ICE vehicles, as sales of EVs increase, so does the total number of EVs in operation. As of the end of 2025, there were more than 7.3 million EVs in operation in the United States (2.5 percent of all light vehicles in operation, or VIO). The growing number of EVs on the road require a rapid expansion of electric charging infrastructure – See more at page 28.

Registered Light Duty Vehicles in Operation



CHOICE AT EVERY PRICE POINT

American consumers have more vehicle choices than ever. More than two dozen automakers offer 400+ models across every major vehicle segment and powertrain –more than 1,800 vehicle variations when trims and option packages are included. Something for everyone.

When it comes to vehicle affordability, the average transaction price of a new vehicle doesn't tell the whole story.

In 2025, the average MSRP of vehicles sold was $45,405, but nearly 70 percent of sales were vehicles priced below $50,000.

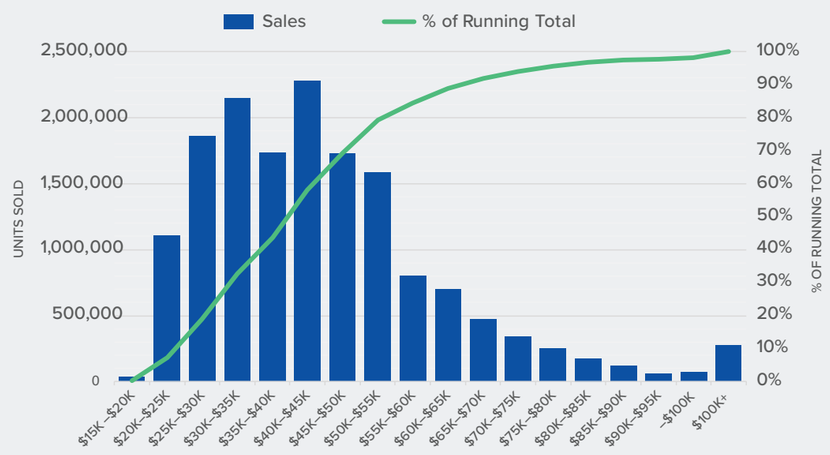
About 20 percent of new vehicles sold were priced below $30,000, representing nearly 100 models across cars, utility vehicles, pickups and vans.



70% of new vehicles sold in the United States in 2025 were priced below $50,000

THE MEDIAN VEHICLE SOLD IN THE U.S. CARRIES AN MSRP OF JUST OVER $42,000

Nearly 70% of All Vehicles Sold Are Priced Below $50,000



AFFORDABILITY IS MORE THAN AN AVERAGE

"Affordability is not a single number but a multidimensional issue shaped by vehicle pricing, product quality, total cost of ownership, and the broader consumer budget."

— Center for Automotive Research, Vehicle Affordability, 2026

$42,000

Median MSRP of vehicles sold in 2025

More Americans bought cars priced $25,000-30,000 than $45,000-50,000.

1.85 million vehicles sold with an MSRP between $25,000–$30,000,

1.72 million vehicles sold between $45,000–$50,000.

$16,130 → $2.2M+
Range of MSRPs available to U.S. consumers in 2025.

$41,268
Average MSRP for the non-luxury market

Luxury vehicles and very high-priced models can pull market-wide averages upward. Excluding vehicles priced above $100,000 reduces the 2025 average MSRP from $45,405 to $43,809. Looking only at ICE and hybrid vehicles below $100,000 reduces it further to $42,696. **Excluding luxury segments as well brings the average to $41,268 for the non-luxury market, which represented 83 percent of vehicles sold.**

CAR CENTER FOR AUTOMOTIVE RESEARCH

CAR finds that new vehicles became less affordable relative to median household income from 2019 through 2022, but conditions have since improved. The estimated income needed to purchase an average new vehicle declined from 40.3 weeks in late 2022 to 34.4 weeks in Q2 2026.

Source: Center for Automotive Research, Vehicle Affordability, 2026

Keeping vehicles within reach

Vehicle affordability extends well beyond MSRP. Financing, insurance, maintenance, fuel and registration costs all affect what consumers ultimately pay to own a vehicle. Production costs matter, too. Tariffs, taxes, commodity prices and government-mandated equipment can ultimately affect the cost of building and buying a new vehicle.



Auto manufacturing is the hallmark of
GLOBAL ECONOMIC LEADERSHIP

A healthy and competitive auto industry is vital to U.S. economic and national security. Automotive manufacturing supports innovation, investment and employment while maintaining domestic production capabilities and critical supply chains.

The global automotive landscape has changed dramatically over the past two decades. In 2004, the United States was the world's largest vehicle producer, accounting for nearly 19 percent of global production. In 2024, the U.S. remained the world's second-largest producer, manufacturing 10.5 million vehicles and accounting for nearly 12 percent of global production.

Over the same period, China's share of global vehicle production increased from about 8 percent to more than 34 percent. Other emerging automotive markets, including India and Mexico, have also substantially expanded their global production footprint.

The shift matters. The ability to design and manufacture vehicles at scale strengthens domestic supply chains, supports technological leadership and reduces reliance on foreign production in an increasingly competitive global market.

G20 Countries Vehicle Production: 20 Year Comparison

	2004 Production	2024 Production	2004 % World Total	2024 % World Total	20 Year % Change of World Total
China	5,070,527	31,265,712	7.9%	34.4%	334.0%
USA	11,960,354	10,522,394	18.7%	11.6%	-38.0%
Japan	10,511,518	8,234,643	16.4%	9.1%	-45.0%
India	1,511,171	6,014,698	2.4%	6.6%	180.0%
Germany	5,569,954	4,372,020	8.7%	4.8%	-45.0%
Mexico	1,552,974	4,198,351	2.4%	4.6%	90.0%
South Korea	3,469,464	4,128,242	5.4%	4.5%	-16.0%
Brazil	2,210,062	2,561,080	3.5%	2.8%	-18.0%
France	3,351,707	1,405,501	5.2%	1.6%	-70.0%
Turkey	823,408	1,365,296	1.3%	1.5%	17.0%
Canada	2,711,536	1,339,288	4.2%	1.5%	-65.0%
Indonesia	-	1,196,664	-	1.3%	-
Russia	1,385,434	982,665	2.2%	1.1%	-50.0%
United Kingdom	1,856,409	905,233	2.9%	1.0%	-66.0%
Italy	1,141,944	591,067	1.8%	0.7%	-64.0%
South Africa	-	540,524	-	0.6%	-
Argentina	260,420	526,571	0.4%	0.6%	42.0%
Australia	405,314	-	0.6%	-	-
Saudi Arabia	-	-	-	-	-
World Total	**63,963,268**	**90,905,568**	**100%**	**100%**	

U.S. MANUFACTURING AT SCALE

The United States remains one of the world's largest automotive manufacturing centers. In 2025, U.S. facilities produced more than 10 million vehicles, supported by a manufacturing footprint that includes 53 light-vehicle assembly plants across 15 states.

That footprint continues to attract significant investment. From 2020 through 2025, automakers announced $164.3 billion in U.S. investments, while automotive suppliers announced another $128.9 billion, according to the Center for Automotive Research. Combined, that represents more than $293 billion in announced investment in U.S. automotive manufacturing and the broader supply chain.



EXPLORE THE U.S. AUTO MANUFACTURING FOOTPRINT

Light-vehicle assembly footprint

53 ***PLANTS*** | **15** ***STATES***

$293.2B

Automaker and supplier investment announced in the U.S., 2020–2025

$164.3B automakers | $128.9B suppliers



Visit TheAutos.org to explore a searchable, interactive map of automaker facilities across the country, including assembly, parts and other manufacturing operations.



The scale of U.S. production and investment underscores what is at stake as the global automotive industry becomes increasingly competitive and production capacity expands rapidly overseas.

The Changing Landscape of GLOBAL AUTOMOTIVE COMPETITION

The global automotive industry is undergoing a fundamental shift. The nature of competition is changing.

It extends beyond the consumer to a new geopolitical competition for advanced manufacturing, scale, access to critical minerals and raw materials, strength of supply chains and an ability to bring cutting edge technologies to market.

Nowhere is this transformation more evident than in China. Over the past two decades, China has built the world's largest automotive manufacturing base, supported by coordinated industrial policy and extensive government intervention at the national, provincial and local levels. Direct subsidies, preferential financing, tax incentives and other forms of support have driven investment and accelerated the industry's expansion. Research by the Center for Strategic and International Studies estimates that China provided $230.9 billion in subsidies and other support to its electric vehicle sector between 2009 and 2023.

China's production capacity substantially exceeds domestic demand. China’s manufacturing scale and integrated supply chains have led Chinese-owned automakers to aggressively expand into global markets to sell subsidized vehicles often at artificially low prices.

For the United States, these developments underscore the importance of maintaining a globally competitive automotive industry. The ability to manufacture vehicles at scale, sustain a strong supplier base and lead in advanced technologies is essential to maintaining the nation's industrial and defense capabilities, supporting jobs and economic growth, and building resilient supply chains.

The Scale of Global Competition

China’s automotive manufacturing footprint has expanded substantially, creating production capacity beyond the needs of its domestic market. The Center for Automotive Research estimates that China had approximately 48.5 million vehicles of annual manufacturing capacity in 2025, with roughly 15 million units of excess capacity.

This scale provides the ability to serve domestic demand while competing in international markets. As manufacturing capacity outpaces domestic demand, exports and overseas expansion are increasingly necessary channels for growth.

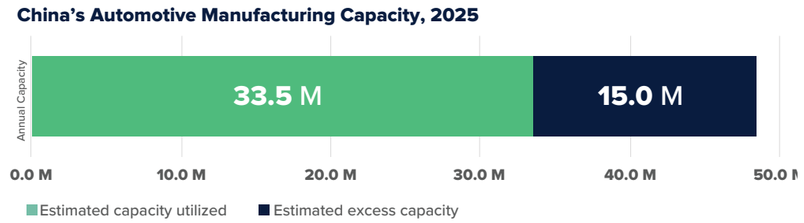


48.5M

Estimated Annual Vehicle Manufacturing Capacity in China (2025)

15M

Estimated Excess Annual Manufacturing Capacity



China's substantial automotive manufacturing capacity is creating significant pressure within its domestic market. Intense competition, aggressive discounting and weak demand have strained profitability and prompted government efforts to curb destructive price wars. The financial pressures are evident among major manufacturers: GAC reported a $1.7 billion loss in 2025 while operating at approximately 60 percent of its production capacity.

Against a backdrop of intense domestic competition and pricing pressure, exports have become an increasingly important outlet for Chinese automotive production. In September 2026, China's domestic passenger vehicle sales declined 28.1 percent year-over-year, while vehicle exports increased 73.2 percent, according to the China Passenger Car Association. This divergence illustrates how domestic market pressures are reinforcing China's push into overseas markets.

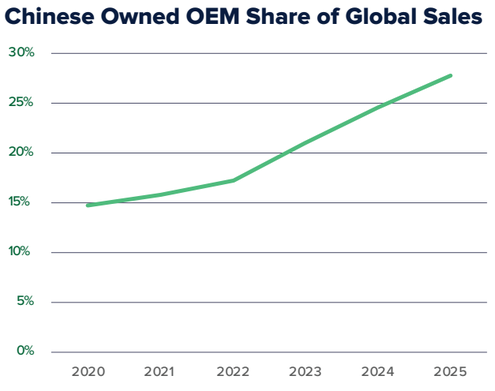
Global Market Share is Shifting

China’s automotive influence increasingly extends beyond its domestic market. Chinese-owned automakers accounted for approximately 28 percent of global light-vehicle sales in 2025, nearly doubling their market share from 15 percent in 2020. Their share has increased by 13 percentage points in just five years, reflecting a substantial shift in the competitive landscape.

At the same time, China has emerged as a major vehicle export hub. Approximately 7.1 million vehicles were exported from China in 2025, including vehicles produced there by both Chinese-owned and foreign-owned manufacturers. These measures capture distinct dimensions of China’s growing global role: automaker ownership and vehicle production location.

28%

Chinese-owned automakers’ share of global light-vehicle sales, 2025 (15% in 2020)



EUROPE

A Case Study in

SHIFTING GLOBAL COMPETITION

Europe's automotive market provides a real-world example of how China's expanding global presence is changing the competitive landscape. Chinese-owned automakers increased their share of European light-vehicle sales from 1.7 percent in 2016 to 7.8 percent in 2025, more than quadrupling their market presence in less than a decade.

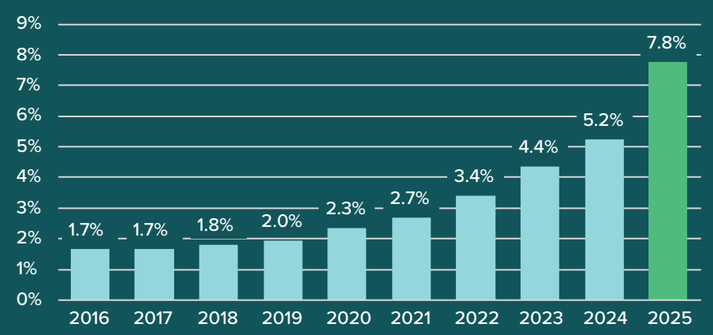
7.8% **Chinese-owned automakers' share of European light-vehicle sales, 2025 (1.7% in 2016)**

At the same time, automotive trade between China and the European Union has become increasingly imbalanced. In 2025, the EU imported approximately 1.1 million new vehicles from China, compared with roughly 162,000 new vehicles exported from the EU to China, a ratio of nearly seven to one.

The rapid expansion of Chinese automakers in Europe is prompting policy responses aimed at protecting the region's automotive manufacturing base. In October 2026, the European Union and China announced an interim understanding to restrain Chinese hybrid and plug-in hybrid vehicle exports to the EU, with implementation details still to be determined. European policymakers have also proposed new "Made in Europe" industrial requirements intended to strengthen local manufacturing, employment and supply-chain investment. Together, these measures represent mid-course corrections as Europe seeks to balance market openness with the preservation of its domestic automotive industry.

CHINESE-OWNED AUTOMAKERS ARE RAPIDLY GAINING MARKET SHARE IN EUROPE

Share of European Light-Vehicle Sales, 2016-2025



Source: Omdia, World Sales by Country and Company (2016–2025), Alliance for Automotive Innovation analysis; ACEA, EU-China Vehicle Trade Fact Sheet (2026); Reuters, "EU-China Hybrid Trade Understanding," 10/9/2026; European Commission, Industrial Accelerator Act proposal, March 2026



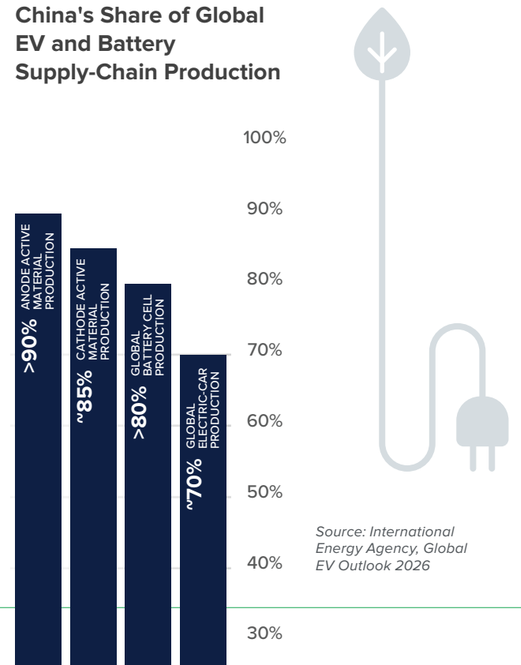
Supply Chains Are a Competitive Differentiator

China's automotive competitiveness extends beyond vehicle assembly. Investment in battery manufacturing, materials processing and integrated supply chains has established China as a leading producer of technologies essential to electric and connected vehicles.

According to International Energy Agency analysis, China accounts for approximately 70 percent of global electric-car production, more than 80 percent of battery cell production, about 85 percent of cathode active material production and more than 90 percent of anode active material production. This concentration illustrates how manufacturing scale, supplier proximity and access to key components can shape global competition.

China's manufacturing advantages reflect years of coordinated industrial development, government support and investment in domestic production capabilities. Its concentration of critical mineral processing and related manufacturing also creates strategic supply-chain dependencies, with implications for automotive production, technological competitiveness and national security.

China's Share of Global EV and Battery Supply-Chain Production



Source: International Energy Agency, Global EV Outlook 2026



~70% China's share of global electric-car production

Competing in a Changing Global Market

The transformation of the global automotive industry highlights the increasingly complex nature of international competition. Manufacturing capacity, supply-chain integration, technological innovation and access to global markets all influence where vehicles are designed, produced and sold.

As China's automotive industry expands internationally, sustaining U.S. competitiveness will depend on the ability to maintain domestic manufacturing, attract investment, strengthen supply chains and innovate in an increasingly competitive global environment.

Beyond its economic contributions, the automotive industry also plays an important role in national security. Domestic manufacturing capabilities, resilient supply chains and leadership in technologies such as artificial intelligence, automated driving and vehicle connectivity can help reduce strategic dependencies and strengthen the nation's ability to respond to emerging economic and security challenges.

EXPLORE THE DATA

Explore the Alliance for Automotive Innovation's interactive China Automotive Dashboard for a deeper look at the trends reshaping global competition, including vehicle production, international sales, exports and electric-vehicle supply chains.

GROWING AUTO ACTIVITY AT AMERICAN PORTS

Motor Vehicles & Parts Were the fourth largest U.S. Export in 2025— More than $128 billion in goods.

Since 2010, exports of motor vehicles and parts from U.S. ports to destinations around the globe increased 29 percent. Two-thirds of the world imported more from the U.S. than it did 15 years ago – some regions increased by nearly 40 percent or more.



In 2025, U.S. Ports Handled More Than $500 Billion In Motor Vehicles and Parts Trade.

BY THE NUMBERS

The U.S. shipped nearly $30 billion more in vehicles and parts in 2025 than it did in 2010.

Of that, three-quarters came from increased exports to our North American partners while 22 percent was from an increase to Europe (6.4 billion).

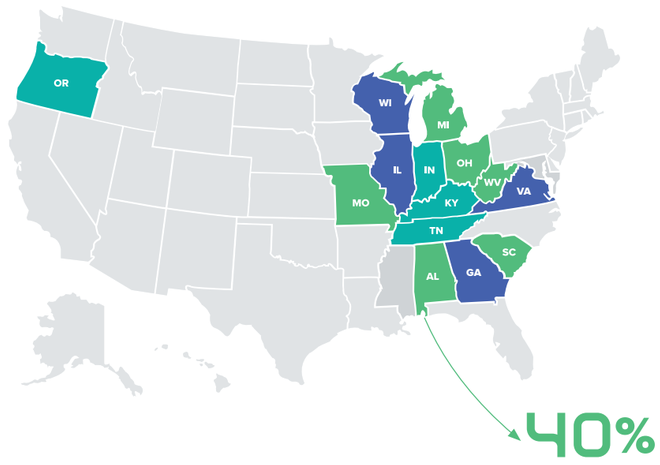
Auto Exports Across the Globe

REGION	MOTOR VEHICLE & PARTS EXPORTS**	15-YEAR CHANGE
Africa	$2.4B	-7%
Asia	$17.2B	-5%
Australia and Oceania	$2.8B	77%
Europe	$17.2B	59%
North America	$83.0B	35%
South/Central America	$5.8B	19%
Grand Total	**$128.4B**	**29%**

Most Active States for Light Vehicle Related Trade 2025 (Exports & Imports)

STATE	MOTOR VEHICLE & PARTS TRADE**	MOTOR VEHICLES & PARTS AS A % OF TOTAL STATE TRADE
Michigan	$128.1B	56%
Alabama	$19.4B	33%
Rhode Island	$3.9B	25%
Maryland	$13.2B	23%
South Carolina	$20.1B	21%
West Virginia	$1.6B	16%
Missouri	$6.7B	16%
Oregon	$8.9B	15%
Ohio	$18.4B	13%
Tennessee	$19.8B	13%
Top 10 Total	**$240.1 B**	

Motor vehicles and parts were one of the top 3 exports in 14 states.



States with the Largest Percentage of Exports from Motor Vehicle & Parts (2025)

STATE	VALUE OF EXPORTED MOTOR VEHICLES & PARTS	MOTOR VEHICLES & PARTS AS A % OF TOTAL STATE EXPORTS
Alabama	$9.4B	40%
Michigan	$23.6B	39%
South Carolina	$12.0B	31%
Missouri	$4.5B	23%
West Virginia	$1.0B	22%
Ohio	$9.1B	16%
Indiana	$9.4B	14%
Kentucky	$6.6B	13%
Oregon	$3.3B	12%
Tennessee	$3.7B	10%
Top Ten Total	**$82.6B**	

NO. 1 EXPORT IN THESE STATES

AL	$9.4B value	40% of total
MI	$23.6B value	39% of total
MO	$4.5B value	23% of total
OH	$9.1B value	16% of total
SC	$12.0B value	31% of total
WV	$1.0B value	22% of total

NO. 2 EXPORT IN THESE STATES

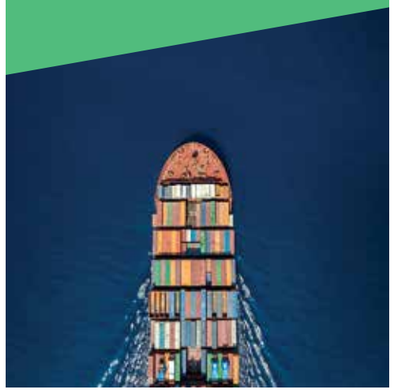
IN	$9.4B value	14% of total
KY	$6.6B value	13% of total
OR	$3.3B value	12% of total
TN	$3.7B value	10% of total

NO. 3 EXPORT IN THESE STATES

GA	$3.8B value	6% of total
IL	$5.3B value	7% of total
VA	$1.1B value	6% of total
WI	$1.4B value	5% of total

See appendix F for more state trade data.

Far away from traditional auto hubs like Detroit, ports from coast to coast are buzzing with automotive trade activity.



MOST ACTIVE VEHICLE-RELATED PORTS

PORT	2025 VALUE OF GOODS	% OF PORTS TOTAL
LAREDO, TX	$58.2B	16.5%
DETROIT, MI	$44.0B	30.6%
BRUNSWICK, GA	$25.2B	78.2%
BALTIMORE, MD	$20.9B	31.8%
LOS ANGELES, CA	$19.5B	6.5%
NEWARK, NJ	$15.8B	6.7%
CHARLESTON, SC	$13.1B	14.3%
JACKSONVILLE, FL	$12.3B	46.1%
PORT HUENEME, CA	$10.5B	75.4%
EAGLE PASS, TX	$9.7B	22.3%

The Auto Industry is a Big Customer of Rail Freight

"Each year, freight rail moves nearly 75 percent of the new cars and light trucks purchased in the U.S. In a typical year, railroads carry 1.8 million carloads of motor vehicles and parts. Long before a finished car hits the road, it begins as raw materials — plastic, metals and sheets of glass — which railroads move to manufacturers to be turned into the roughly 30,000 individual parts of a car, from bolts to dashboards. Railroads then move these auto parts to vehicle assembly plants before finally transporting the finished vehicles across North America."
– Association of American Railroads



RESEARCH & DEVELOPMENT HIGHLIGHTS

Staying competitive in a global marketplace requires 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.

More than $722 billion was spent on research and development activities by businesses in the United States in 2023. More than $32.5 billion (4.5 percent) was invested by the auto industry – the fourth highest for any manufacturing industry group.

About 93 percent, or more than $30 billion of U.S. R&D investment in autos, comes from the industry (including suppliers). For comparison, the aerospace industry spent $35.4 billion on R&D in 2023 – more than half of which was paid for with federal funds.

Automakers made significant capital investments in 2023, allocating $2.6 billion to R&D facilities and equipment.

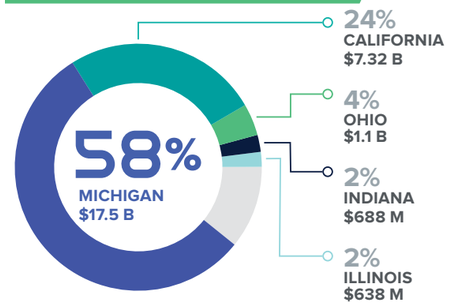
DID YOU KNOW?

Automotive Innovation Goes Far Beyond the Vehicle

More than 62,000 automotive-related patents were granted in the United States in 2024, reflecting the breadth of innovation across the automotive ecosystem. From advanced propulsion systems and electrification to vehicle safety, autonomous driving, connectivity and software, automotive innovation extends well beyond traditional vehicle manufacturing.

Source: GreyB, Automotive Patents: Innovation and Filing Trends (2026).

SHARE OF U.S. R&D INVESTMENT



MORE THAN HALF OF ALL MOTOR VEHICLE & PARTS R&D OCCURS IN MICHIGAN

SMARTER R&D

14% SPENT ON SOFTWARE

Fourteen percent of motor vehicle R&D spending is spent on software products ($4B, 12%) and artificial intelligence ($562M, 2%).

CLEAN VEHICLE R&D

$140M COMMITTED

E2 estimates an additional $140 million committed to clean vehicle R&D in the past four years, with more than 140,000 jobs associated with those announcements.

1 IN 10 JOBS

More than one in 10 auto jobs are R&D focused. 12 percent of all motor vehicles & parts employment is in the research and development space.

Source: National Science Foundation, Business Enterprise Research and Development (BERD) Survey 2023







CLEANER. SAFER. SMARTER.





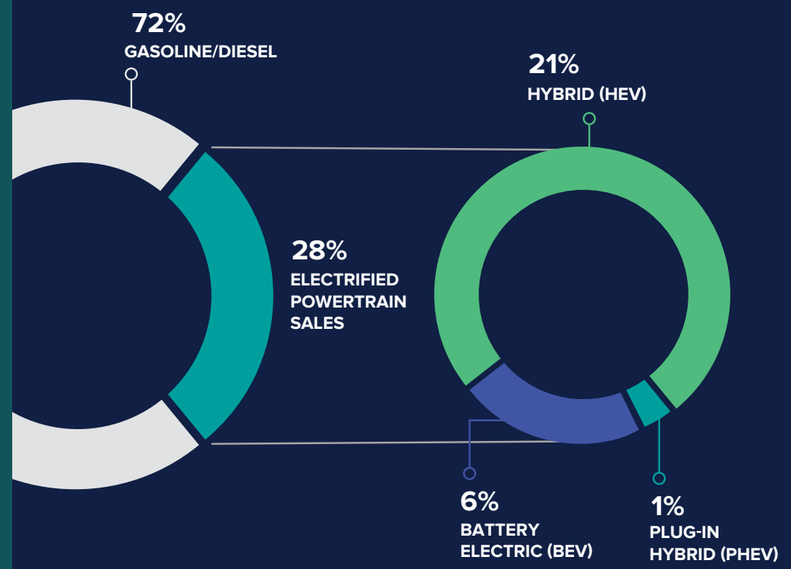
AN EVOLVING VEHICLE MARKET



The U.S. vehicle market continues to evolve as automakers offer consumers an expanding range of powertrain technologies. Battery-electric vehicles, plug-in hybrids and conventional hybrids provide different approaches to reducing fuel consumption and emissions, while gasoline-powered vehicles continue to account for a substantial share of new-vehicle sales.

The transition has not followed a uniform path. Changes in federal incentives, vehicle affordability, charging access and consumer preferences are influencing demand across powertrain types. Growing hybrid sales also demonstrate that electrification extends beyond vehicles that plug in.

As the market adjusts, consumer choice, technological innovation and reliable charging infrastructure remain important factors shaping the future vehicle fleet.



Electrification Takes Many Forms

28% OF NEW U.S. LIGHT-VEHICLE SALES IN THE FIRST HALF OF 2026 FEATURED AN ELECTRIFIED POWERTRAIN

Stay up to date with the latest EV trends with the Quarterly Get Connected Report.

theautos.org

CHOICE MATTERS

Automakers Continue to Produce New Offerings and There Were 161 Vehicle Models Sold in Q2 2026

103 Battery Electric Vehicles

24 Cars

62 Utility Vehicles

6 Pickups

11 Vans

56 Plug-in Hybrid Vehicles

24 Cars

31 Utility Vehicles

1 Van

2 Fuel Cell Electric Vehicles

1 Car

1 Utility Vehicle

Automakers Continue to Expand Electrified Vehicle Options

Automakers continue to offer consumers a growing variety of electrified vehicles across different segments, body styles and price points. From passenger cars and utility vehicles to pickup trucks and vans, consumers have more options to match their driving needs and preferences.

In the second quarter of 2026, 161 electric vehicle models were available in the U.S. market, up from 154 in the previous quarter. While EV sales have moderated, the variety of available models reflects the industry's continued investment in electrification and consumer choice.

Building America's Charging Network

Access to convenient, reliable and affordable charging infrastructure remains an important factor in electric vehicle adoption. While home and workplace charging serve many drivers' daily needs, publicly accessible charging stations support longer-distance travel and provide options for drivers without access to dedicated charging.

The U.S. public charging network continues to expand, with investments in both Level 2 charging and DC fast charging. However, charging availability varies significantly across states and communities, highlighting the importance of continued infrastructure development, reliability and accessibility as the electric vehicle fleet grows.

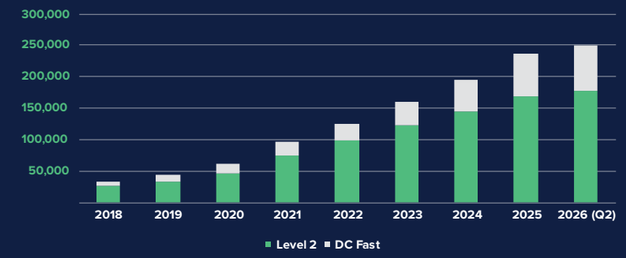


EXPLORE THE DATA

Explore the Alliance for Automotive Innovation's interactive dashboard to examine public charging infrastructure, electric vehicles in operation and geographic differences in EV adoption across the United States.

ACCESS TO CHARGING PORTS

GROWTH OF U.S. PUBLIC CHARGING PORTS, 2018– Q2 2026



250,000
Public charging ports nationwide at the end of Q2 2026

7.8M
Electric vehicles in operation at the end of Q2 2026

655%
Increase in publicly available EV charging ports in the United States since 2018 From 33,142 ports in 2018 to 250,159 in Q2 2026.

Driving Improvements in Fuel Economy and Emissions

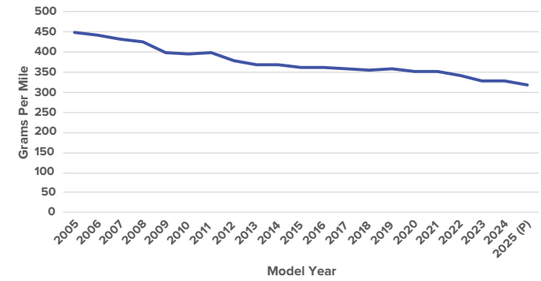
Automakers continue to improve vehicle efficiency through advances in engine technology, electrification, aerodynamics and vehicle design. These innovations have contributed to long-term improvements in the fuel economy and carbon dioxide emissions performance of new vehicles sold in the United States.

According to the U.S. Environmental Protection Agency, the average real-world fuel economy of new light-duty vehicles has increased substantially since 2005, while average carbon dioxide emissions per mile have declined. These improvements reflect ongoing technological progress across the vehicle fleet, including both conventional and electrified powertrains.

Source: 2025 EPA Trends Report

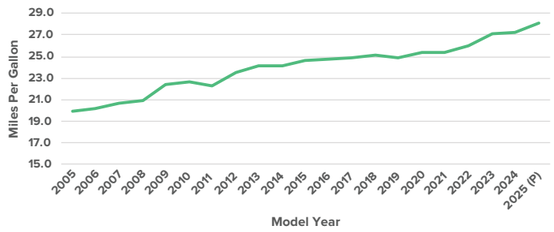
New Light-Duty Vehicle Real-World CO_2 Emission Rate

Emissions down
−29%



New Light-Duty Vehicle Real-World Fuel Economy

Fuel Economy up
+41%



Decades of Progress,

CONTINUED CHALLENGES

Building a Safer Future

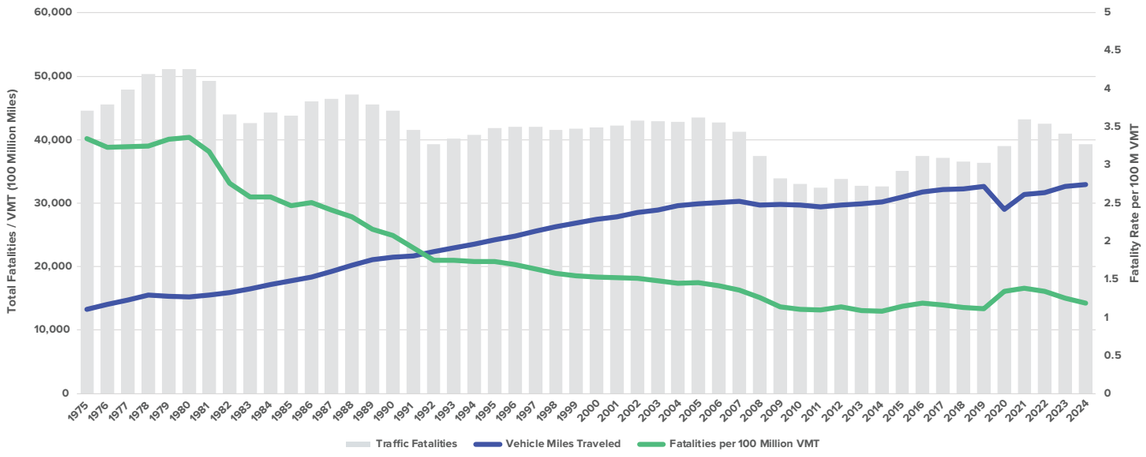
Shared Responsibility for Vehicle and Road Safety

Advances in vehicle design, occupant protection and crash-avoidance technologies have helped improve vehicle safety over time. Yet roadway fatalities remain a significant challenge, influenced by driver behavior, roadway conditions and other factors beyond the vehicle itself.

Improving roadway safety requires a comprehensive approach that combines continued innovation in vehicle technology with responsible driving, safer infrastructure and effective emergency response. From technologies that help prevent crashes to systems that protect occupants and support post-crash care, automotive safety continues to evolve.

64% Decline in the U.S. traffic fatality rate since 1975.

Motor Vehicle Crash Deaths Per 100 Million Miles Traveled, 1975-2024



An estimated 39,254 people died in motor vehicle traffic crashes in 2024, a decrease of about 4.2 percent as compared to 40,990 fatalities reported during the previous year.

The estimated fatality rate for 2024 is 1.19 fatalities per 100 million VMT, down from the reported rate of 1.26 fatalities per 100 million VMT in 2023.



Driver Behavior Remains a Critical Road Safety Challenge

BY THE NUMBERS

48% **48 percent of passenger vehicle occupants killed in crashes (9,758 fatalities) in 2024 were not wearing a seat belt.**

30% **30 percent of fatalities (11,904 fatalities) in 2024 were reported as alcohol-impaired-driving-crashes.**

29% **29 percent of fatal crashes (11,288 fatalities) In 2024 were in speeding-related crashes.**

A new study by the Center for Automotive Research examines risky and impaired driving behaviors in the United States and six peer countries.

The research identifies alcohol-impaired driving, speeding and failure to use occupant restraints as persistent contributors to traffic fatalities. Its findings underscore the importance of addressing driver behavior alongside continued advances in vehicle safety technology.

Source: Center for Automotive Research, Behavioral Safety: A Global Benchmark to Inform U.S. Policy, Enforcement, and Public Awareness, September 2026



While driver behavior remains a critical factor in roadway safety, advanced vehicle technologies are increasingly helping drivers recognize hazards and avoid potential collisions.

Enhancing Transportation

WITH ADVANCED TECHNOLOGY

Advanced Driver Assistance Systems (ADAS)

ADAS are increasingly common in new vehicles, helping drivers identify potential hazards and avoid or mitigate crashes. These technologies include systems that alert drivers to vehicles or pedestrians in their path, warn of unintended lane departures and automatically apply the brakes when a potential collision is detected.





Rapid Growth in Installation Rates of ADAS Technology

Between 2016 and 2025, installation rates increased substantially across major ADAS technologies. By 2025, automatic emergency braking, pedestrian automatic emergency braking, forward collision warning and lane departure warning were installed in at least 95 percent of new vehicles, while blind spot warning reached 92 percent.

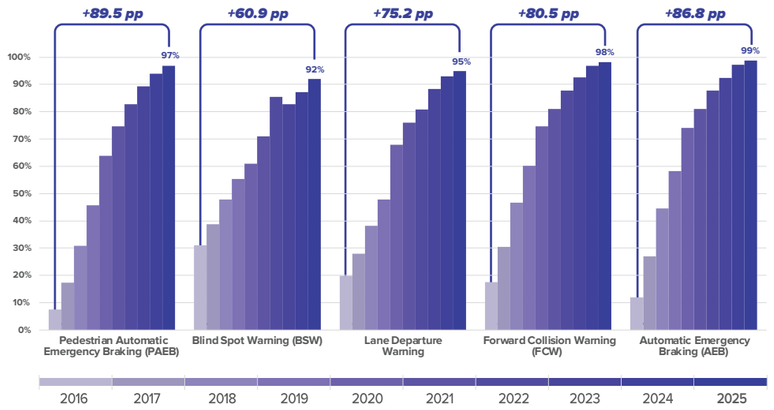
While these systems can help reduce crash risks, they are designed to assist drivers, not replace attentive and responsible driving.

iihs.org/news/detail/automakers-fulfill-autobrake-pledge-for-light-duty-vehicles

ADVANCED SAFETY TECHNOLOGIES

Are Becoming Standard

ADAS Installations on New Vehicles: 2016 - 2025



90%+

Installation rates for all five major ADAS technologies shown in 2025.

SAFETY DOESN'T END WHEN A CRASH OCCURS

Vehicle safety extends beyond helping to prevent crashes and protect occupants during a collision. It also includes supporting the emergency response and care that follow.

According to the National Highway Traffic Safety Administration, 43 percent of people killed in traffic crashes between 2019 and 2023 were alive when first responders arrived, highlighting the importance of effective post-incident safety. Timely crash identification and notifications to prevent secondary incidents, coordinated response, appropriate medical care and transportation to the right facility are all important components of post-incident safety. Automakers, emergency medical services (EMS), 9-1-1 professionals, trauma care providers and other public safety partners each bring essential expertise to this shared effort.

Vehicle-based Automatic Crash Notification (ACN) systems can alert emergency services after certain crashes and provide information such as the vehicle's location. Advanced Automatic Crash Notification (AACN) expands that capability by using additional crash information to help indicate the potential for serious injury. This information can support—but does not replace—the professional judgment of 9-1-1 and EMS personnel as they determine the appropriate response.

Automakers continue to innovate and improve these technologies. Digital alerts can send real time warnings to drivers and vehicle systems. Continued collaboration with EMS, 9-1-1 and trauma communities can help ensure that vehicle-generated crash information is useful, reliable and aligned with the real-world needs of emergency responders and patients.

43% **of people who died in U.S. traffic crashes from 2019-2023 were alive when first responders arrived.**
(NHTSA)

TECHNOLOGY SPOTLIGHT:

ADVANCED AUTOMATIC CRASH NOTIFICATION

Advanced Automatic Crash Notification (AACN) is an auto industry innovation that builds on Automatic Crash Notification (ACN) technology. In addition to alerting emergency services after certain crashes and providing the vehicle's location like ACN, AACN can use additional crash information to help indicate the potential for serious injury and better inform emergency response decisions.

BEFORE
Crash avoidance, driver warnings and automatic braking

DURING
Seat belts, airbags and crashworthy vehicle structures

AFTER
ACN and AACN, emergency response coordination and trauma care

EXPLORE THE DATA

Visit NHTSA's Office of EMS and 911.gov to learn more about EMS, 9-1-1 and post-crash care.

https://www.ems.gov/issues/ems-highway-safety-and-post-crash-care/https://www.911.gov/

Smarter Mobility

THE NEXT FRONTIER OF AUTOMOTIVE INNOVATION

Advances in artificial intelligence, automation and software are transforming the automotive industry, creating new possibilities for how vehicles are designed, manufactured and operated.

Automated driving technologies have the potential to reshape transportation and logistics, supporting applications ranging from freight movement and commercial fleets to mobility services and public transportation. At the same time, artificial intelligence is being integrated into automotive manufacturing, vehicle development and advanced safety systems, helping improve efficiency, adaptability and technological capabilities.

Leadership in these technologies has implications beyond the automotive sector. Advanced computing, automation and AI are increasingly important to industrial competitiveness, supply-chain resilience and national security. Maintaining domestic expertise and innovation capabilities can help reduce reliance on foreign technologies and strengthen the United States' position in a rapidly evolving global technology landscape.

AI & Automation Across the Automotive Industry



MANUFACTURING
Smart factories, robotics and production optimization



VEHICLE TECHNOLOGY
AI-enabled safety, perception and vehicle systems



TRANSPORTATION & LOGISTICS
Automated freight, fleet operations and mobility

America's AI Advantage

"The U.S. still produces more top-tier AI models and higher-impact patents." - Stanford University, 2026 AI Index Report

$285.93
U.S Private AI Investment in 2025

23X
More private AI investment in the U.S. than China in 2025

Source: Stanford Institute for Human-Centered Artificial Intelligence, 2026 AI Index Report

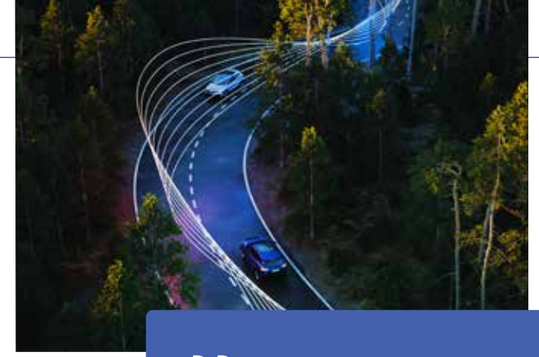
CONNECTED VEHICLES, CYBERSECURITY AND RESILIENCE

Modern vehicles increasingly rely on sophisticated software, sensors and connectivity to deliver advanced safety features, navigation, diagnostics and other services. Software-defined architectures and over-the-air updates are also changing how vehicle systems can be maintained and enhanced throughout their useful lives.

Beyond the vehicle itself, connected vehicle data can help transportation agencies identify roadway hazards, improve traffic management and provide timely warnings to drivers.

As connectivity expands, protecting vehicle systems and the information they process becomes increasingly important. Cybersecurity considerations extend across the automotive supply chain, from component development and software integration to vehicle operation and maintenance.

Industry collaboration, cybersecurity risk management and continued innovation are essential to developing secure, resilient automotive technologies. Maintaining U.S. leadership in connected vehicle technologies, cybersecurity and advanced computing will be increasingly important to the nation's economic competitiveness, technological resilience and national security.



11% FEWER CRASHES ANNUALLY

CONNECTED VEHICLE TECHNOLOGY IN ACTION

Real-Time Vehicle Data Helps Improve Roadway Safety

Pennsylvania used real-time vehicle speed data to automatically warn drivers of traffic queues ahead. Across 11 corridors, reported crashes declined from 1,808 to 1,625 annually following implementation.

Source: Pennsylvania Department of Transportation, Virtual Queue Protection Corridors (2024), published by the National Operations Center of Excellence; summarized by U.S. DOT (2025). Before-and-after comparison; other factors may have influenced results.

AUTO-ISAC
Automotive Information Sharing and Analysis Center

INDUSTRY SPOTLIGHT

Collaborating on Automotive Cybersecurity

As vehicles become increasingly connected and software-dependent, protecting automotive systems against evolving cybersecurity threats is critical to consumer safety, industry resilience and national security.

The Automotive Information Sharing and Analysis Center (Auto-ISAC) brings together automakers, suppliers and other industry partners to share information about cybersecurity threats, identify emerging risks and advance industrywide best practices.

Through collaboration and information sharing, Auto-ISAC helps strengthen the cybersecurity of the connected vehicle ecosystem and supports the development of more secure, resilient automotive technologies.

automotiveisac.com

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	$28.9B	$95.7B	$323.4B	8.9%
ALASKA	$1.9B	$3.0B	$69.1B	2.7%
ARIZONA	$27.3B	$49.1B	$566.8B	4.8%
ARKANSAS	$9.5B	$18.0B	$188.7B	5.0%
CALIFORNIA	$150.8B	$283.2B	$4,054.1B	3.7%
COLORADO	$20.6B	$33.7B	$551.7B	3.7%
CONNECTICUT	$11.4B	$18.9B	$362.1B	3.1%
DELAWARE	$4.9B	$6.6B	$111.9B	4.4%
DISTRICT OF COLUMBIA	$0.3B	$0.5B	$186.5B	0.2%
FLORIDA	$76.6B	$127.3B	$1,706.2B	4.5%
GEORGIA	$50.4B	$97.4B	$884.8B	5.7%
HAWAII	$4.4B	$6.8B	$117.6B	3.7%
IDAHO	$5.9B	$10.3B	$129.7B	4.5%
ILLINOIS	$54.0B	$120.2B	$1,175.8B	4.6%
INDIANA	$50.7B	$141.0B	$520.8B	9.7%
IOWA	$10.8B	$20.3B	$265.1B	4.1%
KANSAS	$11.1B	$23.2B	$224.1B	4.9%
KENTUCKY	$32.0B	$105.4B	$296.7B	10.8%
LOUISIANA	$10.6B	$18.7B	$330.4B	3.2%
MAINE	$4.7B	$7.9B	$97.4B	4.8%
MARYLAND	$17.0B	$26.9B	$545.1B	3.1%
MASSACHUSETTS	$18.6B	$29.7B	$781.3B	2.4%
MICHIGAN	$116.8B	$311.9B	$702.4B	16.6%
MINNESOTA	$20.7B	$34.3B	$497.2B	4.2%
MISSISSIPPI	$10.0B	$27.9B	$156.4B	6.4%
MISSOURI	$32.9B	$81.0B	$455.8B	7.2%
MONTANA	$3.4B	$6.1B	$77.2B	4.5%
NEBRASKA	$7.9B	$15.4B	$197.6B	4.0%
NEVADA	$10.4B	$16.9B	$267.8B	3.9%

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
NEW HAMPSHIRE	$6.1B	$9.7B	$122.6B	5.0%
NEW JERSEY	$29.3B	$46.7B	$846.6B	3.5%
NEW MEXICO	$4.4B	$7.1B	$147.2B	3.0%
NEW YORK	$46.6B	$74.8B	$2,328.2B	2.0%
NORTH CAROLINA	$38.7B	$71.5B	$855.1B	4.5%
NORTH DAKOTA	$2.9B	$6.2B	$81.6B	3.6%
OHIO	$68.2B	$167.4B	$927.8B	7.4%
OKLAHOMA	$10.9B	$19.7B	$263.6B	4.2%
OREGON	$12.4B	$21.3B	$329.6B	3.8%
PENNSYLVANIA	$42.8B	$73.6B	$1,009.1B	4.2%
RHODE ISLAND	$2.8B	$4.6B	$83.2B	3.4%
SOUTH CAROLINA	$26.3B	$76.6B	$356.6B	7.4%
SOUTH DAKOTA	$3.7B	$6.9B	$78.0B	4.7%
TENNESSEE	$50.3B	$133.2B	$558.8B	9.0%
TEXAS	$138.4B	$253.7B	$2,806.1B	4.9%
UTAH	$13.6B	$23.2B	$302.6B	4.5%
VERMONT	$2.0B	$3.4B	$47.3B	4.3%
VIRGINIA	$26.6B	$47.5B	$768.7B	3.5%
WASHINGTON	$33.5B	$46.8B	$846.4B	4.0%
WEST VIRGINIA	$4.7B	$9.3B	$105.8B	4.5%
WISCONSIN	$22.1B	$43.3B	$462.2B	4.8%
WYOMING	$1.5B	$3.1B	$51.5B	2.9%
U.S. Total	**$1,950.9B**	**$4,074.3B**	**$29,298.0B**	**6.7%**

**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, 2024 data year; Bureau of Economic Analysis, current-dollar GDP, 2024

AUTO INDUSTRY EMPLOYMENT

STATE	AUTO INDUSTRY EMPLOYMENT	AUTO INDUSTRY LABOR INCOME	TOTAL STATE WORKFORCE	AUTO INDUSTRY AS % OF STATE WORKFORCE
ALABAMA	233,283	$16,186,772,822	2,942,187	7.9%
ALASKA	13,803	$1,073,217,300	466,539	3.0%
ARIZONA	202,291	$14,334,672,681	4,446,462	4.5%
ARKANSAS	79,088	$4,927,998,409	1,797,668	4.4%
CALIFORNIA	972,663	$82,269,432,733	25,284,107	3.8%
COLORADO	154,684	$11,611,506,117	4,230,209	3.7%
CONNECTICUT	75,593	$6,532,627,260	2,406,259	3.1%
DELAWARE	23,586	$2,649,832,665	677,317	3.5%
DISTRICT OF COLUMBIA	1,998	$153,394,807	909,716	0.2%
FLORIDA	621,839	$41,531,241,253	15,350,135	4.1%
GEORGIA	382,123	$26,772,220,826	7,163,969	5.3%
HAWAII	28,390	$2,034,007,562	915,369	3.1%
IDAHO	50,750	$3,424,739,002	1,223,366	4.1%
ILLINOIS	391,048	$30,288,676,415	8,148,381	4.8%
INDIANA	363,676	$27,501,566,462	4,198,351	8.7%
IOWA	90,796	$5,900,717,582	2,120,072	4.3%
KANSAS	80,678	$6,414,333,591	1,998,207	4.0%
KENTUCKY	242,627	$18,142,028,769	2,718,222	8.9%
LOUISIANA	90,911	$5,484,010,399	2,820,549	3.2%
MAINE	38,017	$2,525,364,752	894,722	4.2%
MARYLAND	125,660	$9,310,148,286	4,019,183	3.1%
MASSACHUSETTS	130,134	$11,412,567,806	5,014,632	2.6%
MICHIGAN	759,778	$62,140,645,962	5,938,169	12.8%
MINNESOTA	150,421	$11,999,050,166	3,898,901	3.9%
MISSISSIPPI	91,024	$5,365,149,595	1,710,194	5.3%
MISSOURI	246,724	$18,032,783,127	3,995,311	6.2%
MONTANA	33,012	$2,118,345,374	760,441	4.3%

AUTO INDUSTRY EMPLOYMENT *CONT.*

STATE	AUTO INDUSTRY EMPLOYMENT	AUTO INDUSTRY LABOR INCOME	TOTAL STATE WORKFORCE	AUTO INDUSTRY AS % OF STATE WORKFORCE
NEBRASKA	62,005	$4,186,381,516	1,408,362	4.4%
NEVADA	74,199	$5,513,939,914	2,146,062	3.5%
NEW HAMPSHIRE	42,982	$3,806,025,188	940,074	4.6%
NEW JERSEY	198,988	$17,074,839,610	6,064,563	3.3%
NEW MEXICO	36,297	$2,242,835,197	1,178,102	3.1%
NEW YORK	305,188	$26,150,785,540	13,396,336	2.3%
NORTH CAROLINA	312,389	$22,322,894,590	6,836,726	4.6%
NORTH DAKOTA	24,998	$1,710,865,106	604,115	4.1%
OHIO	535,533	$38,866,193,307	7,367,813	7.3%
OKLAHOMA	95,887	$5,993,904,710	2,453,908	3.9%
OREGON	100,923	$7,602,612,424	2,671,935	3.8%
PENNSYLVANIA	329,751	$24,332,634,535	8,113,785	4.1%
RHODE ISLAND	22,134	$1,596,580,804	685,665	3.2%
SOUTH CAROLINA	208,815	$14,175,625,002	3,229,127	6.5%
SOUTH DAKOTA	30,595	$2,105,326,139	663,654	4.6%
TENNESSEE	357,279	$28,295,805,317	4,648,854	7.7%
TEXAS	937,140	$70,337,013,612	20,564,341	4.6%
UTAH	99,101	$7,089,488,763	2,435,240	4.1%
VERMONT	17,059	$1,169,732,541	438,465	3.9%
VIRGINIA	199,718	$13,934,849,807	5,738,645	3.5%
WASHINGTON	147,408	$12,833,787,675	4,863,087	3.0%
WEST VIRGINIA	37,762	$2,447,789,228	910,259	4.1%
WISCONSIN	174,026	$12,103,540,765	3,843,122	4.5%
WYOMING	14,250	$846,074,749	457,822	3.1%
U.S. TOTAL	**13,664,127**	**$1,072,071,064,974**	**218,818,957**	**6.2%**

Source: Multi-industry contribution analysis of the economic impact of automotive and parts manufacturing, selling, repairing, renting, and additional maintenance modeled using IMPLAN economic analysis data software, 2024 data year; U.S. Bureau of Economic Analysis, Regional Economic Accounts, 2024.

DIRECT JOBS BY CATEGORY

STATE	VEHICLE MANUFACTURING	PARTS MANUFACTURING	MOTOR VEHICLE & PARTS SUPPLIES WHOLESALE	DEALERS	MOTOR VEHICLE RENTING & LEASING	REPAIR	TOTAL
ALABAMA	19,725	31,287	5,946	32,387	3,611	26,009	118,965
ALASKA	0	35	192	3,644	1,272	3,894	9,036
ARIZONA	2,757	2,638	6,039	47,969	7,499	42,798	109,701
ARKANSAS	0	4,896	4,057	19,202	1,485	16,897	46,536
CALIFORNIA	24,689	15,161	44,543	184,428	29,497	226,791	525,108
COLORADO	0	1,387	6,861	34,684	5,650	38,224	86,807
CONNECTICUT	363	2,643	3,441	19,876	2,430	17,630	46,382
DELAWARE	0	78	707	6,048	451	5,185	12,469
DISTRICT OF COL.	0	0	220	381	222	676	1,499
FLORIDA	244	4,726	20,539	152,857	22,272	136,331	336,969
GEORGIA	3,875	22,320	16,685	68,298	12,365	70,984	194,528
HAWAII	0	33	501	6,252	3,371	7,274	17,430
IDAHO	113	511	2,355	14,004	1,313	12,250	30,547
ILLINOIS	13,128	24,217	15,616	65,911	10,902	66,283	196,058
INDIANA	19,188	56,490	14,786	41,786	4,578	38,904	175,731
IOWA	56	5,767	6,055	21,940	1,781	19,596	55,194
KANSAS	2,386	2,917	3,986	18,027	1,441	15,328	44,085
KENTUCKY	21,436	36,840	7,263	25,969	3,525	23,350	118,383
LOUISIANA	608	497	3,269	27,101	2,848	22,291	56,614
MAINE	0	694	1,484	10,059	1,068	9,599	22,905
MARYLAND	221	359	4,460	34,286	4,953	32,149	76,428
MASSACHUSETTS	400	519	5,585	34,802	4,658	31,533	77,498
MICHIGAN	43,828	119,197	29,757	58,580	7,920	54,741	314,023
MINNESOTA	25	2,626	8,401	33,634	3,137	33,212	81,036
MISSISSIPPI	4,543	6,303	3,687	18,133	1,483	17,926	52,075
MISSOURI	12,608	10,939	12,239	40,779	6,422	38,441	121,427
MONTANA	2	125	1,383	8,365	1,679	8,527	20,082

AUTO MANUFACTURING EMPLOYMENT *CONT.*

STATE	VEHICLE MANUFACTURING	PARTS MANUFACTURING	MOTOR VEHICLE & PARTS SUPPLIES WHOLESALE	DEALERS	MOTOR VEHICLE RENTING & LEASING	REPAIR	TOTAL
NEBRASKA	386	4,374	2,972	13,652	1,078	13,654	36,116
NEVADA	200	778	2,717	17,648	3,589	17,949	42,881
NEW HAMPSHIRE	0	880	1,482	11,445	1,082	10,704	25,593
NEW JERSEY	82	1,269	11,360	45,551	8,364	42,430	109,056
NEW MEXICO	0	16	1,421	11,835	978	10,194	24,443
NEW YORK	279	9,415	13,996	74,927	9,252	76,766	184,635
NORTH CAROLINA	66	18,843	12,693	70,009	7,144	63,753	172,509
NORTH DAKOTA	513	841	1,461	6,511	486	5,874	15,686
OHIO	13,832	66,940	19,477	72,025	9,836	61,261	243,371
OKLAHOMA	88	2,097	3,703	25,923	4,102	21,291	57,203
OREGON	7	2,049	5,135	24,392	3,080	21,949	56,613
PENNSYLVANIA	0	10,169	18,648	73,080	8,781	69,076	179,754
RHODE ISLAND	0	313	843	5,546	760	5,867	13,328
SOUTH CAROLINA	13,643	21,045	5,917	32,705	3,689	29,608	106,606
SOUTH DAKOTA	39	1,990	1,736	7,798	588	6,770	18,921
TENNESSEE	19,400	42,727	12,827	46,914	6,882	42,668	171,417
TEXAS	14,733	26,222	36,464	197,850	25,921	179,411	480,600
UTAH	27	3,812	4,132	23,619	2,596	19,977	54,163
VERMONT	16	320	539	4,661	285	5,150	10,971
VIRGINIA	2,001	5,375	7,267	50,544	5,741	48,313	119,241
WASHINGTON	139	2,494	7,265	38,740	4,655	35,491	88,784
WEST VIRGINIA	0	3,863	1,036	10,780	602	7,571	23,852
WISCONSIN	1,393	10,817	9,204	37,719	3,253	33,687	96,073
WYOMING	261	149	720	4,067	353	4,154	9,703
U.S. TOTAL	**237,298**	**590,007**	**413,072**	**1,937,342**	**260,931**	**1,850,387**	**5,289,037**

Source: Multi-industry contribution analysis of the economic impact of automotive and parts manufacturing, selling, repairing, renting, and additional maintenance modeled using IMPLAN economic analysis data software, 2024 data year

ESTIMATED TAXES AND FEES GENERATED BY AUTOS BY STATE

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	$196	$113	$95	$995	$54	$258	$646	$1,519	$1,788	$3,781	10.6%
AK	-	-	-	$49	$0	$32	$42	$84	$52	$226	2.6%
AZ	$858	$497	$208	$938	$46	$346	$523	$1,397	$1,985	$3,559	7.9%
AR	$409	$237	$99	$591	$23	$196	$188	$467	$1,019	$1,186	8.0%
CA	$6,108	$3,538	$1,480	$9,403	$440	$8,998	$3,693	$10,998	$12,138	$19,931	4.6%
CO	$342	$198	$83	$678	$46	$492	$399	$1,243	$902	$2,771	4.7%
CT	$486	$281	$118	$566	$58	$244	$236	$959	$921	$1,648	4.0%
DE	-	-	-	$133	$7	$65	$120	$312	$241	$561	3.7%
DC	-	-	-	$33	$6	$32	$9	$9		$30	0.0%
FL	$4,050	$2,346	$981	$3,963	$182	$1,607	$1,220	$5,044	$4,566	$11,229	7.2%
GA	$1,518	$879	$210	$2,231	$43	$415	$1,096	$2,928	$2,240	$6,414	6.7%
HI	$102	$59	$25	$80	$0	$267	$75	$215	$741	$492	7.0%
ID	$211	$122	$51	$402	$14	$241	$116	$362	$546	$795	6.3%
IL	$1,757	$1,018	$367	$2,915	$189	$2,333	$1,332	$3,505	$3,556	$7,291	5.3%
IN	$790	$458	$191	$1,785	$308	$654	$1,020	$2,706	$2,682	$6,524	10.1%
IA	$294	$170	$86	$677	$18	$804	$226	$566	$677	$1,391	5.3%
KS	$300	$174	$73	$463	$33	$254	$214	$659	$846	$1,426	6.5%
KY	$446	$258	$108	$837	$34	$218	$803	$1,701	$1,980	$4,030	11.5%
LA	$422	$245	$115	$600	$13	$83	$186	$520	$872	$1,254	5.3%
ME	$189	$110	$46	$253	$13	$127	$91	$259	$369	$595	5.7%
MD	$723	$419	$175	$1,249	$33	$719	$382	$1,133	$1,425	$2,222	4.6%
MA	$961	$557	$233	$707	$103	$467	$421	$1,533	$937	$2,652	2.2%
MI	$1,482	$859	$359	$1,635	$72	$1,622	$2,768	$6,354	$5,642	$15,188	14.6%
MN	$697	$404	$169	$924	$71	$1,162	$526	$1,421	$1,769	$2,768	5.0%

ESTIMATED TAXES AND FEES GENERATED BY AUTOS BY STATE *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					
MS	$261	$151	$89	$458	$5	$226	$193	$475	$954	$1,279	9.0%
MO	$462	$268	$112	$1,116	$17	$328	$719	$1,775	$1,286	$4,197	7.2%
MT	-	-	-	$285	$11	$233	$58	$254	$159	$504	3.4%
NE	$208	$120	$50	$429	$11	$123	$195	$395	$434	$1,001	5.3%
NV	$555	$321	$112	$400	$28	$239	$146	$600	$1,196	$1,423	8.0%
NH	-	-	-	$188	$15	$121	$155	$386	$157	$885	4.5%
NJ	$1,577	$913	$382	$471	$63	$723	$705	$2,054	$1,869	$4,188	3.7%
NM	$164	$95	$48	$332	$18	$228	$78	$210	$562	$524	3.9%
NY	$1,665	$964	$403	$1,550	$152	$1,421	$1,154	$3,587	$2,866	$6,200	2.4%
NC	$651	$377	$250	$2,482	$167	$1,228	$672	$2,471	$2,218	$5,224	5.7%
ND	$93	$54	$22	$191	$6	$122	$55	$139	$166	$380	2.8%
OH	$1,482	$858	$359	$2,751	$91	$549	$1,097	$4,071	$3,911	$9,035	10.4%
OK	$243	$141	$82	$605	$20	$852	$213	$512	$648	$1,340	5.0%
OR	-	-	-	$734	$33	$668	$267	$835	$535	$1,733	3.2%
PA	$1,583	$917	$383	$3,271	$132	$1,472	$899	$2,765	$2,883	$5,751	5.2%
RI	$165	$95	$40	$154	$11	$3	$61	$164	$207	$386	3.9%
SC	$560	$325	$163	$1,042	$25	$322	$520	$1,483	$1,653	$3,555	9.2%
SD	$79	$46	$20	$200	$6	$100	$55	$165	$242	$476	9.0%
TN	$911	$528	$221	$1,288	$61	$438	$1,085	$2,408	$3,231	$6,609	13.4%
TX	$4,780	$2,768	$1,158	$3,918	$201	$2,547	$2,536	$6,608	$6,731	$17,016	7.7%
UT	$371	$215	$80	$695	$26	$354	$288	$760	$874	$1,683	6.5%
VT	$125	$72	$30	$123	$16	$88	$37	$124	$244	$269	5.3%
VA	$683	$396	$211	$1,958	$75	$528	$552	$1,585	$1,777	$3,409	4.7%
WA	$834	$483	$202	$1,512	$159	$1,031	$731	$1,263	$3,047	$3,613	8.2%

ESTIMATED TAXES AND FEES GENERATED BY AUTOS BY STATE *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	$243	$141	$59	$431	$185	$5	$95	$219	$446	$566	6.4%
WI	$581	$336	$141	$1,185	$43	$785	$523	$1,360	$1,485	$2,975	6.1%
WY	$45	$26	$11	$121	$5	$111	$16	$81	$145	$209	5.5%

**New and used vehicle sales tax revenue computed from NADA Data & state tax rates*

***U.S. Census, "2023 State Government Tax Dataset"*

****U.S. totals are higher than state totals due to the macro analysis of the entirety of the U.S.*

Multi-industry contribution analysis of the economic impact of automotive manufacturing, selling, repairing, renting, and additional maintenance modeled using IMPLAN economic analysis data software, 2022 data year

2025 NEW LIGHT-DUTY VEHICLE REGISTRATIONS BY VEHICLE TYPE, SEGMENT, & POWERTRAIN

STATE	VEHICLE TYPE		LIGHT TRUCK SEGMENTS			POWERTRAIN					
	CARS	LIGHT TRUCKS	UVS	PICKUPS	VANS/MINIVANS	ICE	HYBRID	PHEV	BEV	FCEV	ZEV
AL	17.36%	82.64%	53.36%	25.50%	3.78%	81.09%	15.29%	0.58%	3.04%	0.00%	3.62%
AK	6.02%	93.98%	52.33%	36.14%	5.51%	83.86%	13.01%	0.63%	2.50%	0.00%	3.13%
AZ	17.51%	82.49%	49.69%	21.68%	11.11%	73.73%	17.50%	1.18%	7.59%	0.00%	8.77%
AR	11.72%	88.28%	55.60%	29.35%	3.33%	85.09%	12.34%	0.54%	2.03%	0.00%	2.57%
CA	25.65%	74.35%	57.53%	13.47%	3.35%	50.81%	25.33%	3.42%	20.42%	0.02%	23.86%
CO	10.24%	89.76%	65.82%	19.78%	4.16%	64.58%	15.57%	4.23%	15.62%	0.00%	19.85%
CT	16.32%	83.68%	67.93%	12.10%	3.64%	69.09%	20.49%	2.88%	7.54%	0.00%	10.42%
DE	15.07%	84.93%	63.90%	16.79%	4.23%	71.73%	19.01%	2.02%	7.23%	0.00%	9.26%
DC	21.76%	78.24%	68.40%	5.09%	4.76%	54.91%	26.11%	4.29%	14.70%	0.00%	18.98%
FL	20.27%	79.73%	60.75%	15.20%	3.77%	71.77%	18.29%	1.35%	8.58%	0.00%	9.93%
GA	18.79%	81.21%	55.91%	20.21%	5.08%	74.95%	16.35%	1.07%	7.63%	0.00%	8.70%
HI	23.04%	76.96%	53.67%	15.82%	7.46%	73.84%	15.37%	1.52%	9.28%	0.00%	10.80%
ID	9.46%	90.54%	54.48%	32.94%	3.12%	78.39%	16.80%	1.20%	3.60%	0.00%	4.81%
IL	15.41%	84.59%	65.18%	13.93%	5.47%	74.03%	17.84%	1.58%	6.55%	0.00%	8.14%
IN	12.57%	87.43%	57.74%	23.65%	6.05%	80.11%	14.60%	1.05%	4.24%	0.00%	5.29%
IA	8.12%	91.88%	57.29%	29.53%	5.05%	82.20%	14.03%	0.95%	2.81%	0.00%	3.76%
KS	12.17%	87.83%	56.07%	26.81%	4.95%	80.70%	14.75%	0.90%	3.65%	0.00%	4.56%
KY	12.57%	87.43%	58.56%	23.97%	4.90%	81.39%	14.81%	0.91%	2.89%	0.00%	3.79%
LA	14.61%	85.39%	54.19%	28.12%	3.08%	85.06%	11.45%	0.44%	3.05%	0.00%	3.49%
ME	9.49%	90.51%	58.40%	28.33%	3.77%	80.22%	15.11%	1.62%	3.04%	0.00%	4.66%

2025 NEW LIGHT-DUTY VEHICLE REGISTRATIONS BY VEHICLE TYPE, SEGMENT, & POWERTRAIN *CONT.*

STATE	VEHICLE TYPE		LIGHT TRUCK SEGMENTS			POWERTRAIN					
	CARS	LIGHT TRUCKS	UVS	PICKUPS	VANS/MINIVANS	ICE	HYBRID	PHEV	BEV	FCEV	ZEV
MD	19.14%	80.86%	60.65%	13.50%	6.70%	68.67%	21.58%	1.98%	7.77%	0.00%	9.75%
MA	14.84%	85.16%	67.17%	13.58%	4.41%	68.72%	20.72%	2.61%	7.94%	0.00%	10.56%
MI	6.01%	93.99%	65.25%	25.68%	3.06%	78.12%	13.26%	2.08%	6.54%	0.00%	8.61%
MN	9.40%	90.60%	62.31%	23.34%	4.94%	77.17%	16.25%	1.67%	4.91%	0.00%	6.58%
MS	18.04%	81.96%	52.01%	26.93%	3.01%	84.58%	13.18%	0.35%	1.88%	0.00%	2.24%
MO	12.00%	88.00%	50.97%	28.65%	8.37%	82.38%	13.81%	0.78%	3.02%	0.00%	3.81%
MT	8.81%	91.19%	50.37%	36.60%	4.22%	82.52%	13.72%	1.43%	2.33%	0.00%	3.77%
NE	10.17%	89.83%	58.81%	26.75%	4.27%	81.02%	14.74%	0.99%	3.25%	0.00%	4.24%
NV	20.15%	79.85%	58.27%	18.41%	3.16%	65.15%	18.65%	1.85%	14.35%	0.00%	16.20%
NH	13.27%	86.73%	58.93%	22.87%	4.92%	77.55%	16.88%	1.69%	3.87%	0.00%	5.57%
NJ	17.49%	82.51%	68.51%	9.44%	4.55%	69.22%	18.55%	2.48%	9.74%	0.00%	12.23%
NM	15.36%	84.64%	52.14%	29.70%	2.80%	79.41%	15.60%	1.07%	3.93%	0.00%	4.99%
NY	13.11%	86.89%	70.18%	12.26%	4.45%	72.54%	18.35%	2.72%	6.39%	0.00%	9.11%
NC	16.20%	83.80%	59.03%	20.34%	4.42%	73.34%	19.03%	1.38%	6.25%	0.00%	7.63%
ND	4.56%	95.44%	53.59%	39.34%	2.50%	88.15%	10.03%	0.42%	1.40%	0.00%	1.82%
OH	14.93%	85.07%	62.21%	17.80%	5.06%	79.39%	15.37%	1.18%	4.06%	0.00%	5.24%
OK	22.21%	77.79%	51.85%	15.66%	10.28%	90.10%	8.66%	0.31%	0.92%	0.00%	1.23%
OR	13.58%	86.42%	60.45%	20.66%	5.30%	64.01%	20.48%	3.45%	12.06%	0.00%	15.51%
PA	13.36%	86.64%	64.08%	18.19%	4.38%	75.61%	18.07%	1.78%	4.54%	0.00%	6.32%
RI	16.54%	83.46%	64.15%	14.77%	4.54%	74.66%	18.57%	1.96%	4.81%	0.00%	6.77%

2025 NEW LIGHT-DUTY VEHICLE REGISTRATIONS BY VEHICLE TYPE, SEGMENT, & POWERTRAIN *CONT.*

STATE	VEHICLE TYPE		LIGHT TRUCK SEGMENTS			POWERTRAIN					
	CARS	LIGHT TRUCKS	UVS	PICKUPS	VANS/MINIVANS	ICE	HYBRID	PHEV	BEV	FCEV	ZEV
SC	16.08%	83.92%	58.73%	21.42%	3.76%	78.86%	16.68%	0.94%	3.51%	0.00%	4.45%
SD	5.67%	94.33%	56.42%	34.68%	3.23%	84.56%	12.09%	1.57%	1.78%	0.00%	3.35%
TN	14.64%	85.36%	58.56%	22.63%	4.15%	79.76%	14.99%	0.94%	4.31%	0.00%	5.26%
TX	16.16%	83.84%	54.94%	25.96%	2.93%	78.12%	14.78%	0.88%	6.22%	0.00%	7.10%
UT	10.86%	89.14%	51.18%	31.11%	6.85%	75.11%	16.10%	1.75%	7.04%	0.00%	8.78%
VT	8.31%	91.69%	60.73%	27.97%	2.99%	74.87%	15.94%	2.88%	6.31%	0.00%	9.19%
VA	17.49%	82.51%	61.73%	15.34%	5.43%	70.79%	20.84%	1.82%	6.55%	0.00%	8.37%
WA	14.85%	85.15%	63.63%	16.78%	4.73%	57.91%	23.11%	2.94%	16.04%	0.00%	18.98%
WV	10.49%	89.51%	58.66%	27.81%	3.04%	86.46%	11.53%	0.56%	1.45%	0.00%	2.01%
WI	9.75%	90.25%	61.72%	23.44%	5.09%	80.33%	15.22%	1.04%	3.41%	0.00%	4.45%
WY	5.59%	94.41%	50.82%	41.18%	2.41%	84.94%	12.80%	0.69%	1.57%	0.00%	2.26%
U.S.	**16.5%**	**83.5%**	**59.6%**	**19.3%**	**4.6%**	**72.9%**	**17.5%**	**1.7%**	**7.9%**	**0.0%**	**9.6%**

**UVs include Sport Utility and Cross Utility Vehicles*

Source: Figures compiled by Alliance for Automotive Innovation with new registration retail and fleet data provided by S&P Global Mobility covering January 1, 2025 - December 31, 2025

LIGHT VEHICLE RELATED TRADE BY STATE

STATE	MOTOR VEHICLES & PARTS EXPORTS	MOTOR VEHICLES & PARTS IMPORTS	TOTAL MOTOR VEHICLES & PARTS TRADE	TOTAL STATE TRADE	MOTOR VEHICLES & PARTS AS A % TOTAL STATE TRADE
ALABAMA	$9.4B	$10.0B	$19.4B	$58.6B	33.0%
ALASKA	$0.0B	$0.0B	$0.0B	$9.8B	0.4%
ARIZONA	$1.1B	$1.4B	$2.5B	$101.9B	2.5%
ARKANSAS	$0.1B	$0.3B	$0.5B	$13.3B	3.5%
CALIFORNIA	$5.5B	$44.3B	$49.8B	$676.2B	7.4%
COLORADO	$0.1B	$0.3B	$0.4B	$27.9B	1.6%
CONNECTICUT	$0.4B	$0.4B	$0.8B	$41.8B	1.9%
DELAWARE	$0.0B	$0.1B	$0.1B	$15.9B	0.6%
DISTRICT OF COL.	$0.2B	$0.0B	$0.2B	$4.7B	3.9%
FLORIDA	$2.3B	$11.7B	$14.0B	$195.0B	7.2%
GEORGIA	$3.8B	$18.0B	$21.8B	$210.8B	10.3%
HAWAII	$0.0B	$0.3B	$0.3B	$3.1B	10.3%
IDAHO	$0.1B	$0.1B	$0.2B	$11.7B	1.3%
ILLINOIS	$5.3B	$5.9B	$11.2B	$291.1B	3.8%
INDIANA	$9.4B	$6.3B	$15.6B	$221.7B	7.0%
IOWA	$0.7B	$1.2B	$1.9B	$28.3B	6.7%
KANSAS	$0.3B	$0.6B	$0.8B	$28.5B	2.9%
KENTUCKY	$6.6B	$7.4B	$14.0B	$148.6B	9.4%
LOUISIANA	$0.1B	$1.2B	$1.2B	$126.3B	1.0%
MAINE	$0.1B	$0.1B	$0.2B	$9.2B	1.7%
MARYLAND	$0.5B	$12.7B	$13.2B	$57.9B	22.8%
MASSACHUSETTS	$0.2B	$1.1B	$1.2B	$81.6B	1.5%
MICHIGAN	$23.6B	$104.5B	$128.1B	$227.4B	56.3%
MINNESOTA	$1.4B	$1.1B	$2.5B	$60.8B	4.2%
MISSISSIPPI	$0.6B	$1.4B	$2.0B	$37.1B	5.3%
MISSOURI	$4.5B	$2.1B	$6.7B	$41.5B	16.0%
MONTANA	$0.1B	$0.1B	$0.1B	$8.5B	1.6%

LIGHT VEHICLE RELATED TRADE BY STATE CONT.

STATE	MOTOR VEHICLES & PARTS EXPORTS	MOTOR VEHICLES & PARTS IMPORTS	TOTAL MOTOR VEHICLES & PARTS TRADE	TOTAL STATE TRADE	MOTOR VEHICLES & PARTS AS A % TOTAL STATE TRADE
NEBRASKA	$0.3B	$0.4B	$0.7B	$15.8B	4.5%
NEVADA	$0.1B	$0.3B	$0.4B	$48.8B	0.7%
NEW HAMPSHIRE	$0.1B	$0.1B	$0.2B	$17.3B	1.2%
NEW JERSEY	$0.7B	$15.0B	$15.7B	$191.9B	8.2%
NEW MEXICO	$0.1B	$0.1B	$0.2B	$27.5B	0.8%
NEW YORK	$1.8B	$2.4B	$4.2B	$372.5B	1.1%
NORTH CAROLINA	$1.3B	$5.7B	$6.9B	$145.9B	4.7%
NORTH DAKOTA	$0.1B	$0.3B	$0.4B	$12.6B	3.2%
OHIO	$9.1B	$9.2B	$18.4B	$143.6B	12.8%
OKLAHOMA	$0.3B	$0.4B	$0.6B	$24.6B	2.6%
OREGON	$3.3B	$5.6B	$8.9B	$58.7B	15.2%
PENNSYLVANIA	$1.4B	$7.7B	$9.1B	$188.5B	4.8%
RHODE ISLAND	$0.0B	$3.9B	$3.9B	$15.5B	25.4%
SOUTH CAROLINA	$12.0B	$8.1B	$20.1B	$94.7B	21.2%
SOUTH DAKOTA	$0.1B	$0.1B	$0.2B	$3.4B	5.5%
TENNESSEE	$3.7B	$16.0B	$19.8B	$157.4B	12.6%
TEXAS	$13.1B	$51.9B	$65.1B	$859.4B	7.6%
UTAH	$0.4B	$1.3B	$1.7B	$51.0B	3.4%
VERMONT	$0.0B	$0.1B	$0.1B	$6.0B	1.6%
VIRGINIA	$1.1B	$1.7B	$2.8B	$62.7B	4.4%
WASHINGTON	$0.8B	$8.4B	$9.2B	$120.9B	7.6%
WEST VIRGINIA	$1.0B	$0.5B	$1.6B	$9.5B	16.3%
WISCONSIN	$1.4B	$2.1B	$3.6B	$63.6B	5.6%
WYOMING	$0.0B	$0.0B	$0.1B	$3.0B	2.1%
TOTAL STATE TRADE		**$128.4B**	**$374.1B**	**$502.6B**	**$5,434.1B9.2%**

**Includes motor vehicles, motor vehicle parts, and bodies & trailers*

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