

STATE ECONOMIC IMPACT



HERE *for* AMERICA

CALIFORNIA

ECONOMIC IMPACT IN CALIFORNIA

\$4.7 billion invested

\$12.6 billion purchased from U.S. suppliers

SALES

1,020 international nameplate dealerships

1,432,079 vehicles sold in 2017

72% market share of vehicles sold in California

EMPLOYMENT

187,345 total jobs generated in California

- 9,873 direct employment
- 83,265 dealership jobs
- 94,207 other indirect employment

\$12.7 billion total employee compensation

- \$5.5 billion dealership employee compensation
- \$7.2 billion in direct and other indirect employee compensation



WITHOUT THE OPERATIONS AND RELATED activities of international automakers and auto dealers in the U.S., **THE UNEMPLOYMENT RATE IN CALIFORNIA WOULD BE 5.5%** — far higher than the 4.5% official rate.

REVENUES

The economic activity of international automakers in California generated:

- \$3.5 billion in state and local tax receipts and other revenues
- \$3.2 billion in federal tax receipts and other revenues for the federal government



The operations and related activities of international automakers and auto dealers in the U.S. contributed **\$20.6 BILLION** to California's Gross State Product (GSP) in 2017.



International automakers **EXPORTED 31 MODELS** from the California ports of Long Beach, National City, Oakland, and Port Hueneme in 2017.



INTERNATIONAL AUTOMAKERS FACILITIES

HEADQUARTERS

- Acura — Torrance
- American Honda Finance Corporation — Torrance
- American Honda Motor Co., Inc. — Torrance
- Aston Martin Lagonda of North America, Inc. — Irvine
- Genesis — Fountain Valley
- Hyundai Motor America National — Fountain Valley
- Kia Motors America — Irvine
- Mazda North American Operations — Irvine
- Mitsubishi Motors North America, Inc. — Cypress
- Mobis Parts America, LLC (Hyundai/Kia) — Fountain Valley
- Toyota Motor Credit Corporation — Torrance
- Toyota Motor Engineering and Manufacturing North America, Inc. — Torrance
- Toyota Motor Sales U.S.A., Inc. — Torrance

MANUFACTURING

- TABC, Inc. (Toyota) — Long Beach

R&D

- Audi of America Design Loft — Los Angeles
- Audi Innovation Center (Volkswagen) — San Francisco
- BMW iVentures — Mountain View
- BMW Technology Office — Mountain View
- BMW of North America Engineering and Emission Test Center — Oxnard
- Caltly Design Research (Toyota) — Newport Beach
- Caltly Design Research (Toyota) — San Francisco
- Designworks (BMW Group) — Newbury Park
- Honda R&D Americas, Inc. Advanced Design Studio — Los Angeles
- Honda R&D Innovations, Inc. — Mountain View
- Honda R&D Americas, Inc. Los Angeles Center — Torrance
- Hyundai Kia America Technical Center, Inc. Proving Ground — California City
- Hyundai Kia America Technical Center, Inc. Engineering Facility — Chino
- Hyundai Kia America Technical Center, Inc. North American Quality Center — Chino
- Hyundai Kia America Technical Center, Inc. Design Center/Tech Facility — Irvine
- Hyundai Kia America Technical Center, Inc. Hyundai Ventures — Menlo Park
- Kia Design Center America — Irvine
- Mazda R&D Irvine — Irvine
- Mercedes-Benz R&D North America — Carlsbad
- Mercedes-Benz R&D North America — Long Beach
- Mercedes-Benz R&D North America — Sunnyvale



R&D (Continued)

- Mitsubishi Motors R&D of America, Inc — Campbell
- Mitsubishi Motors R&D of America, Inc — Cypress
- Nissan Design America — San Diego
- Nissan Research Center Silicon Valley — Sunnyvale
- Nissan Technical Center Fuel Cell Research Center — West Sacramento
- Subaru Research & Development — Cypress
- Toyota Racing Development — Costa Mesa
- Toyota Motor Engineering and Manufacturing North America, Inc. — Gardena
- Toyota Motor Engineering and Manufacturing North America, Inc. — Los Altos
- Toyota Research Institute — Los Altos
- Toyota InfoTechnology Center U.S.A., Inc. — Mountain View
- Volkswagen Electronics Research Laboratory — Belmont
- Volkswagen Test Center California — Oxnard
- Volkswagen North American Engineering and Planning Center — San Francisco
- Volkswagen Test Facility — San Francisco
- Volkswagen Design Center — Santa Monica
- Volvo Cars North America Monitoring & Concept Center — Camarillo
- Volvo Cars R&D Silicon Valley Tech Center — Mountain View

FINANCE

- American Honda Finance Corporation Regional Office — Cypress
- American Honda Finance Corporation Regional Office — San Ramon
- Hyundai Capital America — Irvine
- Hyundai Capital America — Irvine
- Hyundai Capital Irvine — Irvine
- Toyota Financial Services District Sales and Service Office — Agoura Hills
- Toyota Financial Services District Sales and Service Office — Anaheim
- Toyota Financial Services Western Regional Office — Anaheim
- Toyota Financial Services District Sales and Service Office — Arcadia
- Toyota Financial Services District Sales and Service Office — Elk Grove
- Toyota Financial Services District Sales and Service Office — San Diego
- Toyota Financial Services District Sales and Service Office — San Ramon

SALES AND TRAINING

- BMW of North America Regional Office — Newbury Park
- BMW of North America Training Center — Ontario
- Honda/Acura Zone Office — Torrance
- Honda Zone Office — Walnut Creek
- Hyundai Motor America Service Engineer — Fountain Valley
- Hyundai Western Region — Fountain Valley



SALES AND TRAINING (Continued)

- Infiniti Regional Office — Irvine
- Kia Regional Office — Irvine
- Kia Training Center — Irvine
- Lexus Division Area Office — Irvine
- Mazda Regional Office — Irvine
- Mazda Technical Service — Irvine
- Mazda Training Center — Irvine
- Mazda Training Center — Pleasanton
- Mercedes-Benz USA West Coast Campus — Long Beach
- Nissan Regional Office — Irvine
- Nissan Service Training Center — Livermore
- Nissan Service Training Center — Ontario
- Subaru Zone Office — Costa Mesa
- Subaru Zone Office — Pleasanton
- Subaru Sales Training Center — Sacramento
- Toyota Motor Sales U.S.A., Inc. Regional Office — Irvine
- Toyota Motor Sales U.S.A., Inc. Regional Office — San Ramon
- Volkswagen, Audi, and Volkswagen Credit, Inc. Regional Offices — Woodland Hills
- Volvo Car USA — Irvine
- Volvo Cars Training Center — San Leandro
- Volvo Cars Training Center — Santa Fe Springs

PARTS CENTERS

- BMW of North America Regional Parts Distribution Center — Redlands
- BMW of North America Regional Parts Distribution Center — Stockton
- Honda Parts Distribution Center — Chino
- Honda Parts Distribution Center — Stockton
- Honda Parts Distribution Center — Torrance
- Mercedes-Benz Parts Distribution Center — Fontana
- Mobis Parts Distribution Center (Hyundai) — Ontario
- Mobis Quality Center to America — Ontario
- Mobis Parts Distribution Center (Kia) — Riverside
- Nissan Parts Distribution Center — Compton
- Nissan Parts Distribution Center — Sacramento
- Subaru Regional Distribution Center — Fontana
- Toyota Parts Distribution Center — Ontario
- Toyota Parts Distribution Center — San Ramon
- Toyota Parts Distribution Center — Torrance
- Volkswagen Parts Distribution Center — Ontario
- Volkswagen Parts Distribution Center — Rocklin
- Volvo Car USA Parts Distribution Center — Ontario



OTHER

- BMW of North America Vehicle Distribution Center — Oxnard
- BMW Group Representative Office — Sacramento
- BMW Performance Center West — Thermal
- Honda Proving Center of California — Cantil
- Honda Performance Development — Santa Clarita
- Honda Patents and Technologies — Torrance
- Hyundai Capital Irvine Headquarters — Newport Beach
- Mercedes-Benz USA Classic Center — Irvine
- Mobis Multimedia Remanufacturing Center (Hyundia/Kia) — Ontario
- Mobis Quality Center to America (Hyundia/Kia) — Ontario
- Subaru of America, Inc. — Cypress
- Toyota Port/Transport Operations — Benicia
- Toyota AirFlite — Long Beach
- Toyota Port/Transport Operations — Long Beach
- Toyota Logistics Services, Inc./Transport Operations — Mira Loma
- Toyota Logistics Services, Inc./Transport Operations — Richmond
- Toyota Logistics Services, Inc./Marshalling Yard — San Diego
- Toyota Motor Engineering and Manufacturing North America, Inc. — San Diego
- Toyota Motor Sales U.S.A., Inc. — Torrance
- Toyota Motor Engineering and Manufacturing North America, Inc. — West Sacramento

SOURCES USED TO COMPILE THE DATA USED IN THIS REPORT: The 2017 Global Automakers and AIADA Economic Impact Survey, AIADA's membership roster, NADA DATA, WardsAuto InfoBank, and IHS Markit Vehicle Registration Data. Automobile manufacturers participating in the 2017 Global Automakers and AIADA Economic Impact Survey: BMW Group, Honda, Hyundai, Kia, Mazda, Mercedes-Benz, Mitsubishi Motors, Nissan, Subaru, Toyota, Volkswagen Group, and Volvo.

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

Unemployment rates based on June 2018 Seasonally Adjusted Labor Force from Bureau of Labor Statistics.

