

STATE FACTS

Autos drive California forward.



INDUSTRY IMPACT

719,251 Total Auto Jobs in State

3.1% of State Workforce

\$48.23 Billion Labor Income

\$67.08 Billion in Total 2018 Car Sales

2 Million Total New Car Sales

TAX REVENUE

\$7.19 Billion in Total State Tax Revenue

5% of State Tax Revenue

\$5 Billion in New Vehicle Sales Taxes

\$3 Billion in Used Vehicle Sales Taxes

\$1 Billion in Sales Taxes on Auto Parts and Services

\$9.33 Billion in Vehicle Use Taxes (Including Gas Taxes), Licenses and Fees

\$234 Million in Corporate Profits Tax

\$2 Billion State Income Taxes

REGISTRATIONS

31,507,331
Registered Vehicles

Cars 16,139,269	(51.22%)	Gas 29,175,432	(92.60%)
CUVs 5,384,758	(17.09%)	Diesel 755,144	(2.40%)
SUVs 3,196,677	(10.15%)	Hybrid 1,095,231	(3.48%)
Pickups 4,970,536	(15.78%)	Electric 262,481	(0.83%)
Vans/Minivans 1,816,091	(5.76%)	Plug-In Hybrid 219,043	(0.70%)

In California, the average age of vehicles is 11.2 years.

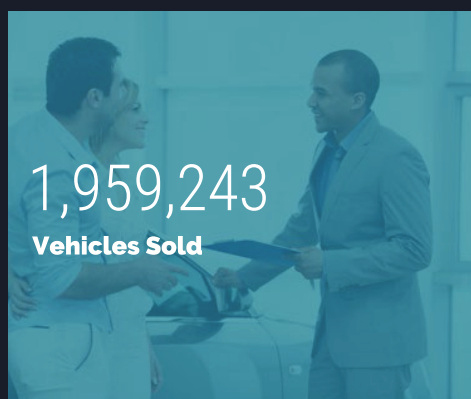
The national average age of vehicles is 11.6 years.



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NEW PURCHASES



Cars 896,007	(45.73%)	Gas 1,681,631	(85.83%)
CUVs 620,328	(31.66%)	Diesel 45,243	(2.31%)
SUVs 135,071	(6.89%)	Hybrid 77,198	(3.94%)
Pickups 228,563	(11.67%)	Electric 92,900	(4.74%)
Vans/Minivans 79,274	(4.05%)	Plug-In Hybrid 62,271	(3.18%)

AUTO-RELATED ACTIVITY AT PORTS

ECONOMIC ACTIVITY FROM PAST DECADE

\$391.88 Billion

Total Imports

\$74.74 Billion

Total Exports

ECONOMIC ACTIVITY FROM 2018

\$45.98 Billion

Total Imports

\$9.30 Billion

Total Exports

FUELING

15,057 Gasoline Stations

5,060 Electric Charging Stations

11 Biodiesel Stations

169 Compressed Natural Gas Stations

40 Hydrogen Stations

18 Liquefied Natural Gas Stations

251 Liquefied Petroleum Gas Stations

CALIFORNIA CONSUMERS

\$34,238 Average MSRP Per New Car

National Average \$31,696

\$71,805 Median Household Income

National Average \$56,516

Drive alone to work

(74%)

Carpool to work

(10%)

Take public transportation

(5%)

Other

(11%)

\$5,984 Median Monthly Household Income

National Average \$4,710

\$521 Median Monthly New Car Payment

National Average \$576

9% Monthly Car Payment as a Percent of Monthly Income

National Average 12%



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Designworks/USA

Global Design Consultancy	Newbury Park	83
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BMW Group

Government Affairs Representative Office, California	Sacramento	2
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BMW of North America Engineering and Emission Test Center-Oxnard

BMW of North America Engineering and Emission Test Center	Oxnard	32
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BMW of North America, LLC

Regional sales office	Newbury Park	86
Tech Training offices	Ontario	19
Vehicle Distribution center	Oxnard	142
Regional parts distribution center	Redlands	102
Regional distribution center	Stockton	81

BMW Technology Office

Technology Office	Mountain View	45
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BMW iVentures

Venture capital, support of high-potential start-ups	Mountain View	8
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FCA US LLC

California Business Center	Newport Beach	46
Los Angeles Parts Distribution Center	Ontario	135

Ford Motor Company

Los Angeles Regional Office	Irvine	91
Sacramento High Velocity Center	Manteca	72
Silicon Valley Innovation Center	Palo Alto	15
Ontario High Velocity Center	Rancho Cucamonga	47
San Francisco Regional Office	San Ramon	22

General Motors

GM Financial Branch Office - Cerritos	Cerritos	63
Customer Care & Aftersales - Fontana	Fontana	55
GM Design Studio - North Hollywood	North Hollywood	37
GM Office, 429 Acacia - Palo Alto	Palo Alto	8
Customer Care & Aftersales - Rancho	Rancho Cucamonga	76
Sacramento Public Policy Office	Sacramento	1
Sidecar Technologies	San Francisco	0
Commercial Office Building - Thousand Oaks	Thousand Oaks	44
Global Propulsion Systems -- Torrance Advanced Technology Center	Torrance	120

Honda Manufacturing

	Torrance	2375
	Torrance	500

Hyundai Motor America

	Fountain Valley	600
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Kia Motors America, Inc.

	Irvine	23
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Mazda

Corporate Office	Irvine	324
Western Region	Irvine	41
Irvine Training Center	Irvine	1
R&D Irvine	Irvine	73
Mazda Technical Service	Irvine	42
Port National City	National City	2
Ontario PDC (CA)	Ontario	5
Pleasanton Training Center	Pleasanton	1

Mercedes-Benz Research & Development North America

MBRDNA Advanced Exterior Design	Carlsbad	22
MBRDNA	Long Beach	92



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MBRDNA	Sacramento	2
MBRDNA HQ	Sunnyvale	248

Mercedes-Benz/Daimler

Fontana PDC California	Fontana	3
Classic Center CA	Irvine	22
Long Beach WCC	Long Beach	74
car2go	San Diego	5
Mercedes-Benz/Daimler	San Francisco	1

Mitsubishi Motors North America, Inc.

Headquarters/R&D	Cypress	245
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Mitsubishi Motors R&D of America, Inc.

	Palo Alto	2
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Porsche

Porsche Motorsport North America, Inc.	Carson	0
Porsche Design of America (PDOA)	Costa Mesa	0
PCNA - Porsche Distribution Center (CA)	Ontario	0
PCNA- Porsche Logistics Services, CA	Ontario	0
Porsche Logistics Services, CA	Ontario	0
PCNA - Porsche Distribution Center (CA) - PORT	San Diego	0

Tesla Motors, Inc.

	Freemont	6000
	Palo Alto	14000

The BMW Performance Center West

The BMW Performance Center West	Thermal	21
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Toyota

Toyota Financial Services District Sales and Service Office	Agoura Hills	11
Toyota Financial Services Western Regional Office	Anaheim	36
Toyota Motor Credit Corporation	Anaheim	0



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Toyota Financial Services District Sales and Service Office	Arcadia	14
Port	Benicia	18
Material Distribution Center	Compton	2
Toyota Racing Development	Costa Mesa	185
Toyota Financial Services District Sales and Service Office	Elk Grove	11
Toyota Motor Engineering & Manufacturing North America, Inc.	Gardena	87
Lexus Division Area Office - Western	Irvine	56
Toyota Motor Sales U.S.A., Inc. Regional Office	Irvine	93
TABC, Inc.	Long Beach	294
Port/Transport Operations	Long Beach	245
AirFlite	Long Beach	21
Toyota Logistics Services, Inc./Transport Operations	Mira Loma	16
Hino Motors Manufacturing U.S.A., Inc.	Mira Loma	0
Toyota InfoTechnology Center U.S.A., Inc.	Mountain View	8
Calty Design Research	Newport Beach	46
Hino Motors Manufacturing U.S.A., Inc.	Ontario	124
North American Parts Center California	Ontario	514
Toyota Research Institute	Palo Alto	52
Toyota Logistics Services, Inc./Transport Operations	Richmond	16
Toyota Logistics Services, Inc./Marshalling Yard	San Diego	1
Toyota Financial Services District Sales and Service Office	San Diego	10
Calty Design Research	San Francisco	4
Toyota Motor Engineering & Manufacturing North America, Inc. Plant Engineering Partner Sub-Group	San Jose	6
Toyota Financial Services District Sales and Service Office	San Ramon	2
Toyota Motor Sales U.S.A., Inc. Regional Office	San Ramon	157
Toyota Motor Credit Corporation	Torrance	863
Toyota Motor Sales U.S.A., Inc.	Torrance	1067
Toyota Motor Sales U.S.A., Inc.	Torrance	438
Toyota Motor Sales USA Inc. Parts Distribution Center	Torrance	199



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Toyota Motor Credit Corporation	Torrance	0
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Volkswagen Group Of America

Electronics Research Laboratory	Belmont	140
VW Design Center California	Los Angeles	55
Parts Distribution Center	Ontario	67
Technical Center/EEO	Oxnard	3
Parts Distribution Center	Rocklin	3
VW/Audi/VCI Western Region	Woodland Hills	79

Volvo Car USA

Volvo Cars Californina - R&D	Camarillo	111
Sales/Training/Zone Office	Irvine	26
Volvo Cars Californina - R&D	Mountain View	14
Distribution Center	Ontario	28



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Sources:

Industry Impact: Multi-industry contribution analysis of the economic impact of automotive manufacturing, selling, repairing, renting, and additional maintenance modeled using IMPLAN economic analysis data software, 2017 data year; compiled by Auto Alliance with data provided by IHS Markit, sales figures represent new vehicle registrations between January 1, 2018 - December 31, 2018.

Tax Revenue: Multi-industry contribution analysis of the economic impact of automotive manufacturing, selling, repairing, renting, and additional maintenance modeled using IMPLAN economic analysis data software, 2017 data year.

Registrations & Average Age: Figures compiled by Auto Alliance with data provided by IHS Markit as of December 31, 2018.

New Purchases:

Auto-Related Activity at Ports: Compiled by Auto Alliance with data provided by USA Trade Online, figures represent port activity over the past decade and between January 1, 2018 - December 31, 2018.

Alternative Fueling Stations: Compiled by Auto Alliance with data provided by U.S. Department of Energy's Alternative Fuels Data Center, figures represent fueling stations as of April 9, 2019.

Consumers: Figures compiled by Auto Alliance with data provided by IHS Markit, U.S. Census Bureau's American Community Survey 2017 and Federal Reserve Bank of St. Louis. Median Monthly New Car Payment computed for a 60-month loan based on MSRP with 20% down and an APR of 5.36%.

Automaker Facilities: Compiled From Company Reports

Industry-Related Businesses: Facility and employee figures compiled by Auto Alliance with data provided by Dun & Bradstreet.



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