Autos drive Hawaii forward.

INDUSTRY IMPACT

- 21,993 Total Auto Jobs in State
- 2.4% of State Workforce
- $1.29 Billion Labor Income
- $2.80 Billion in Total 2018 Car Sales
- 88,909 Total New Car Sales

TAX REVENUE

- $552.05 Million in Total State Tax Revenue
- 8% of State Tax Revenue
- $130 Million in New Vehicle Sales Taxes
- $70 Million in Used Vehicle Sales Taxes
- $26 Million in Sales Taxes on Auto Parts and Services
- $275.33 Million in Vehicle Use Taxes (Including Gas Taxes), Licenses and Fees
- $5 Million in Corporate Profits Tax
- $31 Million State Income Taxes

REGISTRATIONS

1,227,125 Registered Vehicles

Cars 518,569 (42.26%)  Gas 1,170,102 (95.35%)
CUVs 218,113 (17.77%)  Diesel 20,774 (1.69%)
SUVs 126,622 (10.32%)  Hybrid 26,972 (2.20%)
Pickups 270,657 (22.06%)  Electric 6,594 (0.54%)
Vans/Minivans 93,164 (7.59%)  Plug-In Hybrid 2,683 (0.22%)

In Hawaii, the average age of vehicles is 11.7 years.
The national average age of vehicles is 11.6 years.
**NEW PURCHASES**

88,909 Vehicles Sold

<table>
<thead>
<tr>
<th>Category</th>
<th>Quantity</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cars</td>
<td>31,581</td>
<td>(35.52%)</td>
</tr>
<tr>
<td>CUVs</td>
<td>24,548</td>
<td>(27.61%)</td>
</tr>
<tr>
<td>SUVs</td>
<td>12,746</td>
<td>(14.34%)</td>
</tr>
<tr>
<td>Pickups</td>
<td>13,403</td>
<td>(15.07%)</td>
</tr>
<tr>
<td>Vans/Minivans</td>
<td>6,631</td>
<td>(7.46%)</td>
</tr>
<tr>
<td>Gas</td>
<td>84,273</td>
<td>(94.79%)</td>
</tr>
<tr>
<td>Diesel</td>
<td>757</td>
<td>(0.85%)</td>
</tr>
<tr>
<td>Hybrid</td>
<td>1,579</td>
<td>(1.78%)</td>
</tr>
<tr>
<td>Electric</td>
<td>1,556</td>
<td>(1.75%)</td>
</tr>
<tr>
<td>Plug-In Hybrid</td>
<td>744</td>
<td>(0.84%)</td>
</tr>
</tbody>
</table>

**AUTO-RELATED ACTIVITY AT PORTS**

**ECONOMIC ACTIVITY FROM PAST DECADE**

- Total Imports: $2.43 Billion
- Total Exports: $81.73 Million

**ECONOMIC ACTIVITY FROM 2018**

- Total Imports: $278.72 Million
- Total Exports: $13.16 Million

**FUELING**

- Gasoline Stations: 400
- Electric Charging Stations: 264
- Biodiesel Stations: 5
- Compressed Natural Gas Stations: 0
- Hydrogen Stations: 1
- Liquefied Natural Gas Stations: 0
- Liquefied Petroleum Gas Stations: 2

**HAWAII CONSUMERS**

- Average MSRP Per New Car: $31,444
  - National Average: $31,696
- Median Household Income: $77,765
  - National Average: $56,516
- Median Monthly Household Income: $6,480
  - National Average: $4,710
- Median Monthly New Car Payment: $479
  - National Average: $576
- Monthly Car Payment as a Percent of Monthly Income: 7%
  - National Average: 12%

- Drive alone to work: 68%
- Carpool to work: 13%
- Take public transportation: 6%
- Other: 13%
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.