## Autos drive Utah forward.

### INDUSTRY IMPACT

<table>
<thead>
<tr>
<th>Total Auto Jobs in State</th>
<th>66,572</th>
<th>3.4% of State Workforce</th>
<th>$3.56 Billion Labor Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total 2018 Car Sales</td>
<td>$4.87 Billion</td>
<td>143,459 Total New Car Sales</td>
<td></td>
</tr>
</tbody>
</table>

### TAX REVENUE

<table>
<thead>
<tr>
<th>Total State Tax Revenue</th>
<th>$412.35 Million</th>
<th>5% of State Tax Revenue</th>
<th>$237 Million in New Vehicle Sales Taxes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Used Vehicle Sales Taxes</td>
<td>$127 Million</td>
<td>$49 Million in Sales Taxes on Auto Parts and Services</td>
<td></td>
</tr>
<tr>
<td>Corporate Profits Tax</td>
<td>$8 Million</td>
<td>$91 Million State Income Taxes</td>
<td></td>
</tr>
<tr>
<td>Vehicle Use Taxes</td>
<td>$708.31 Million</td>
<td>Including Gas Taxes, Licenses and Fees</td>
<td></td>
</tr>
</tbody>
</table>

### REGISTRATIONS

<table>
<thead>
<tr>
<th>Registered Vehicles</th>
<th>2,675,339</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cars</td>
<td>1,118,346 (41.80%)</td>
</tr>
<tr>
<td>CUVs</td>
<td>443,693 (16.58%)</td>
</tr>
<tr>
<td>SUVs</td>
<td>335,956 (12.56%)</td>
</tr>
<tr>
<td>Pickups</td>
<td>613,059 (22.92%)</td>
</tr>
<tr>
<td>Vans/Minivans</td>
<td>164,285 (6.14%)</td>
</tr>
<tr>
<td>Gas</td>
<td>2,455,019 (91.76%)</td>
</tr>
<tr>
<td>Diesel</td>
<td>170,535 (6.37%)</td>
</tr>
<tr>
<td>Hybrid</td>
<td>41,013 (1.53%)</td>
</tr>
<tr>
<td>Electric</td>
<td>5,218 (0.20%)</td>
</tr>
<tr>
<td>Plug-In Hybrid</td>
<td>3,554 (0.13%)</td>
</tr>
</tbody>
</table>

In Utah, the average age of vehicles is 12.1 years.
The national average age of vehicles is 11.6 years.
NEW PURCHASES

143,459 Vehicles Sold

- Cars 35,663 (24.86%)
- CUVs 45,575 (31.77%)
- SUVs 14,921 (10.40%)
- Pickups 39,980 (27.87%)
- Vans/Minivans 7,320 (5.10%)
- Gas 121,139 (84.44%)
- Diesel 17,095 (11.92%)
- Hybrid 2,930 (2.04%)
- Electric 1,627 (1.13%)
- Plug-In Hybrid 668 (0.47%)

AUTO-RELATED ACTIVITY AT PORTS

ECONOMIC ACTIVITY FROM PAST DECADE

$9.23 Million Total Imports
$1.63 Million Total Exports

ECONOMIC ACTIVITY FROM 2018

$2.53 Million Total Imports
$424,994 Total Exports

FUELING

- 1,254 Gasoline Stations
- 209 Electric Charging Stations
- 1 Biodiesel Stations
- 34 Compressed Natural Gas Stations
- 0 Hydrogen Stations
- 0 Liquefied Natural Gas Stations
- 40 Liquefied Petroleum Gas Stations

UTAH CONSUMERS

- $33,929 Average MSRP Per New Car
  National Average $31,696
- $68,358 Median Household Income
  National Average $56,516
- $5,697 Median Monthly Household Income
  National Average $4,710
- $517 Median Monthly New Car Payment
  National Average $576
- 9% Monthly Car Payment as a Percent of Monthly Income
  National Average 12%

Drive alone to work (76%)
Carpool to work (11%)
Take public transportation (2%)
Other (11%)

For more, visit AutoAlliance.org
**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.