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Steve Demetriou
State Representative

Good afternoon Chairman Johnson, Vice Chair Manchester, Ranking Member McNally and other colleagues on the Commerce and Labor Committee. Thank you for the opportunity to introduce House Bill 195 – which makes changes within the Ohio Revised Code with regards to adaptive mobility dealer licensure.

I would also like to thank Representative Sean Brennan for working with me on this bill.

As a conservative Republican, I am highly skeptical of any new or additional licenses mandated for businesses in the State of Ohio. So, when I learned about the effort to define a new category of dealer licenses for adaptive mobility dealers, I was initially skeptical.

However, after directly speaking with business operators in this niche industry across Ohio, I quickly learned that this is a pro-business effort. It became clear to me that adaptive mobility dealers have been operating under a sort of grey area for many years. The Bureau of Motor Vehicles currently licenses auto dealers under three categories, new, used, and remanufactured dealers. While adaptive mobility dealers tend to make non-chassis modifications to new vehicles, but can also modify and sell used vehicles, ORC does not truly define what these dealerships do or sell. Thus, adaptive mobility dealers have been operating in limbo under current law- the BMV could technically stop their business operations at any time for not having the correct dealer license, but the catch is that the correct license doesn't actually exist.

That's where House Bill 195 comes in. Eliminating this grey area will allow these important businesses to comply with law while not creating an additional licensure burden from the State.

We've worked hard to ensure that this is in fact a pro-business bill. We've gotten feedback from adaptive mobility dealers, as well as the Ohio Auto Dealers Association, to ensure that House Bill 195 makes sense for the auto industry.

I ask for your support of House Bill 195 to allow both disabled Ohioans and adaptive mobility dealerships to thrive in Ohio.