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Chairman Johnson, Vice Chair Manchester, Ranking Member McNally, and members of the House Commerce and Labor Committee; my name is Eric Mansfield, President of MobilityWorks, and I am here today to testify in support of House Bill 195, to create Adaptive Mobility Vehicle Dealers' licenses.

As you may know, MobilityWorks is a leader in Ohio in adaptive mobility vehicles. Founded by Bill Koeblitz in 1997, MobilityWorks has grown from a small vehicle modification shop in Akron, to now serving individuals with adaptive mobility needs in 97 locations nationwide. Our goal is to provide consumers with more options to find the right van or SUV for sale, or to rent, in a city close to their home or travel destination. Our mission is what drives us to assist our clients in mobility so they can **Be There** for routine daily activities and special life events. We do this by training our team to listen to our clients' unique needs to fit them with the best mobility solutions, by maintaining the largest inventory in the nation of wheelchair accessible vehicles, by certifying our service teams and by making the products and services we offer accessible to everyone through our 97 locations and Buy Direct program.

MobilityWorks praises Representatives Demetriou and Brennan for undertaking House Bill 195 to ensure that adaptive mobility vehicle dealers in Ohio can continue to provide necessary vehicles and adaptations to our most vulnerable neighbors. While we are the largest adaptive mobility vehicle dealer in Ohio, I can assure you that our friendly competitors in this market also laud the common sense, vital changes that House Bill 195 provides.

The most important change that House Bill 195 makes for adaptive mobility dealers is clearing the legal grey area we have been operating in regarding new motor vehicle titling. Most adaptive mobility dealers currently operate with a used vehicle dealer license, purchase new vehicles from new vehicle dealers, adapt these vehicles to our clients' needs, and resell this vehicle to the client. Under current Ohio law, we are not technically allowed to provide a new title to a purchaser, because adaptive mobility dealers have technically bought, modified, and are now reselling the vehicles. Legally, this vehicle which may have less than a mile driven from an adaptive mobility dealer, is now a used vehicle. House Bill 195 closes this gap by specifically stating that a new vehicle sold by an adaptive mobility dealer, so long as it was purchased from a licensed new vehicle dealer, is a new vehicle, and that adaptive mobility vehicle dealers can provide a valid new title to a purchaser. This resolves the risk of our business being shut down by the BMV for acting outside our current used vehicle dealer license.

Second, this bill eases the regulatory burden we experience by being dual licensed, both as a BMV motor vehicle dealer, and as a DODD provider. By defining an adaptive

mobility vehicle dealer as a dealer who is certified, whose technicians are all certified, and who meets the Federal Motor Vehicle Safety Standards, the burden of recertifying with DODD is eased, as we will have definitive proof that we aren't just a used vehicle dealer, but we are highly trained and passionate about providing safe, quality adaptive mobility vehicles to disabled Ohioans. By ensuring that we can recertify with DODD with pace and ease, this prevents business interruptions, and allows us to continue to serve Ohioans with adaptive mobility needs.

Third, House Bill 195 ensures that the consumer is protected from faulty workmanship. House Bill 195 ensures that the adaptations that MobilityWorks and our competitors make to vehicles do not necessarily void a manufacturers' chassis warranty and writes into law that we can provide warranties to our clients. This ensures that Ohioans with mobility needs do not create one issue from solving another.

Chairman and committee members, we have worked on this legislation with our sponsors for over six months, and I can proudly say that this will not only help adaptive mobility dealers in Ohio, but also ensure a high standard across the industry for dealers who exclusively sell adaptive mobility vehicles. We have worked closely with the Ohio Auto Dealers Association and the National Mobility Equipment Dealers Association to ensure that this bill addresses Ohio Mobility dealers needs and creates no loopholes or other issues.

Thank you for inviting me to testify in support of House Bill 195 today. I am happy to answer any questions.