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Steve Demetriou
State Representative

Good morning, Chair Kunze, Vice Chair Reineke, Ranking Member Antonio, and other colleagues on the Senate Transportation 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 and a small business owner, I am usually 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 initially approached with caution.

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 category required for an auto dealer license doesn't actually exist in Ohio.

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.

Lastly, it is our understanding that there will likely be an amendment considered during this committee process. This amendment further clarifies licensure law for commercial adaptive mobility dealers whose broader business services were not fully addressed in our original bill. Along with the Ohio Auto Dealers Association and other interested parties, Representative Brennan and I are supportive of this amendment.

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.