

# OHIO AUTOMOBILE DEALERS ASSOCIATION



April 15, 2024

Chair Kunze, Vice Chair Reineke, Ranking Member Antonio and members of the Ohio Senate Transportation Committee, on behalf of our over 800 franchised dealer members, we are writing as an interested party to House Bill 195, which would create an adaptive mobility dealer license.

For background purposes, in order to sell new motor vehicles in Ohio, the dealer must be licensed as a new motor vehicle dealer and have an agreement with a manufacturer to sell the manufacturer's new vehicles. This franchise model has worked well for decades and provides numerous benefits for manufacturers, dealers and most importantly, consumers.

However, entities that assist in adapting new motor vehicles to make them more accessible for people with disabilities have a difficult time navigating this licensing structure since they do not qualify for a new motor vehicle dealer license. In response, today these entities work with the dealers from whom they purchased the vehicles to help facilitate titling.

HB 195 would create a new license specific to the adaptive mobility space that allows licensees to operate under certain conditions and obtain title for their customers. We are comfortable with the operating conditions outlined in the bill.

We appreciate joint sponsors Demetriou & Brennan for reaching out to us for feedback on this proposal.

Sincerely,

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