



Senator George Lang
Senate Bill 65; Sponsor Testimony
Senate Financial Institutions, Insurance and
Technology Committee
May 6, 2025

Chairman Wilson, Ranking Member Craig, and members of the Senate Financial Institutions, Insurance and Technology Committee: thank you for the opportunity to present sponsor testimony on Senate Bill 65, regarding motor vehicle financial protection products.

Last General Assembly, I was proud to introduce Senate Bill 157, which mirrored much of what Senate Bill 65 addresses this GA. Provisions from Senate Bill 65 regarding replica motor vehicle registration and rental registration were recently adopted the transportation budget, which today's adopted sub bill removes.

The remaining provisions of this bill passed both chambers last GA by votes of 30-1 in the Senate, and 86-4 in the House. The bill made it to the governor's desk but wasn't enacted before the end of the General Assembly.

Motor vehicle financial protection products are optional agreements that protect a consumer from surprises when it comes to the value of their vehicle. Examples include: excess wear & tear agreements, trade-in credit agreements, and depreciation benefit agreements.

While these products are not required as part of the car buying process, more options and better consumer protections are always welcome in a major purchase like a motor vehicle.

This bill creates new avenues for car buyers to protect their investment. Specifically, it increases access to more financial protection products for car-buyers coupled with ample consumer protections. Senate Bill 65 addresses this by:

1. **Offering consumers more vehicle value protection product options – including loss of value in the trade-in on a lease (“Excess Wear and Use waiver”).**
2. **Creating new provisions for credit towards a replacement vehicle, and**
3. **Adding additional consumer protection provisions and simplifying the code through:**
 - **Strengthening cancellation and refund provisions,**
 - **Defining of key terms,**

- **Consolidating code sections,**
- **Adding other disclosure requirements, and**
implementing financial assurance requirements
for providers

Currently 25 other states, including Michigan, Tennessee, and West Virginia, have enacted similar legislation. By enacting the reforms in Senate Bill 65, we can ensure Ohio consumers are provided choices to protect the value of their vehicles and are armed with all the information necessary to make those decisions. These reforms would continue to enshrine the high standard of excellence within the automobile industry in Ohio and contribute to Ohio's business-friendly growth.

Once again, thank you for allowing me the opportunity to present sponsor testimony on Senate Bill 65. I would be happy to take any questions.