

[Helping You Drive Vermont's Economy](#)



August 24, 2021

Greetings <<First Name>>,

In this Issue

- [Vermont looks to replace lost gas taxes from those driving electric vehicles](#)
- [Cox Automotive Fall Expo](#)
- [New England blood shortage 'unlike any that we have seen in years'](#)
- [Podcast: Transportation Energy Solutions for All](#)
- [Public Health Agency Links 3rd Death to Colorado Nissan Store's Covid Outbreak](#)
- [Frequently Asked Questions about Dealerships and COVID-19](#)
- [Vermont Offers Guidance, Clinics on Vaccine Boosters](#)
- [Governor Phil Scott Announces Pop-Up Vaccination Clinics This Week](#)
- [Dealerships Play Essential Role in Meeting Electric Vehicle Goals](#)
- [Reminder of DMV Dealer Records; Custodian Requirements](#)
- [Registration Opens Soon for the 2022 NADA Show](#)
- [Workers' Comp Safety Corner](#)
- [Industry News of Interest](#)
- [EV Direct Sales](#)

Vermont looks to replace lost gas taxes from those driving electric vehicles



MONTPELIER, Vt. (WCAX) - Vermont is targeted to have 50,000 electric vehicles on the road by 2025 as part of the State's Comprehensive Energy Plan.

But that means people who drive them won't be paying a 30-cent per gallon gas tax used to fund roads.

Without finding alternative revenues, the state says we could lose up to \$20 million by 2025.

A key committee is now looking for new tax revenue sources for EVs to replace the lost revenues.

The Road Use Charge Study advisory committee is coming up with recommendations to lawmakers on several proposals.

State officials say those could be additional fees on public charging stations, new annual fees for Vermont EV owners or mileage-based fees through odometer checks or GPS mileage tracking devices.

"We're in the early stages so we have a lot to learn. We are looking to come up with a system that provides choices and privacy and equity for folks as we move forward and we look forward to sharing that as we go along," said Michele Boomhower, the director of Policy, Planning & Intermodal Development for VTrans.

For now, any proposal would only apply to cars and small trucks.

State leaders say there are about 4,400 EVs on the road right now.

[Copyright 2021 WCAX](#). All rights reserved. By Calvin Cutler. Published: Aug. 18, 2021 at 3:18 PM EDT

Reserve your seat today

COX AUTOMOTIVE FALL»EXPO

SEPT. 27-30 | VIRTUAL EVENT

REGISTER NOW >

Turning massive challenges into meaningful change

COX AUTOMOTIVE



New England blood shortage ‘unlike any that we have seen in years’

Some hospitals in New England have had to postpone elective surgeries because they don’t have enough blood on hand, says Neal Goswami, spokesperson at UVM Medical Center.

Hospital association leaders in all six New England states have issued appeals for people to donate blood to help overcome critical shortages.

“We have not had to [postpone procedures] here,” Goswami said, “nor do we believe we will have to do that here,” he said.

Still, patients in Vermont hospitals “are always in need of blood,” said Dr. Sarah Harm, a pathologist at UVM Medical Center whose specialties include blood banking and transfusion.

In Massachusetts, “the blood shortage that we are currently facing is unlike any that we have seen in years,” said Steve Walsh, president and CEO of the Massachusetts

Health & Hospital Association.

When people arrive at hospitals with life-threatening injuries, immediate blood transfusions are often necessary, Walsh explained, making blood donations essential for recovery.

The recent uptick in Covid-19 cases makes the need for blood donations especially critical, Walsh said in a press release.

The American Red Cross reports that the average red blood cell transfusion is three units, but a person injured in a single-car accident can need upward of 100 units.

An adequate blood supply is also essential for surgeries, chronic illnesses and cancer, according to the [American Red Cross](#), which provides about 40% of the nation's blood supply.

The American Cancer Society expected more than 1.8 million people to be diagnosed with cancer in 2020, and many of those people would need blood during chemotherapy treatment. Some even need it daily.

There's certainly room to expand the blood-donor system that helps keep hospitals have an ample supply on hand. The Red Cross says only 3% of eligible donors actually give blood in a given year. There's no way to manufacture blood and platelets, making volunteer donations critical.

Drug overdoses, organ transplants and a rising number of major injuries and emergency room visits have also cut into blood supplies, the Red Cross says. For instance, trauma centers needed 10% more blood in 2021 than they had in 2019, and patients with major hemorrhaging may need hundreds of units of blood as doctors try to save their lives.

"Vermont hospitals are seeing more patients who are sicker or have more serious injuries than in previous years, so it comes as no surprise that there is a greater need for blood donation," said Devon Green, vice president of government relations for the Vermont Hospital and Healthcare Association.

Green pointed to the way Vermonters have united against the pandemic, and hopes they will respond similarly to the need for more blood donations.

"Throughout Covid-19, Vermonters have shown just how much they can achieve when they pull together for their communities. Blood donation is a simple way to help

those in medical need and we hope that all Vermonters who can donate take the time and give this gift of life,” he said. For blood donation opportunities, visit the [Red Cross blood donor website](#).

[Copyright 2021 VTDigger. By Ashley DeLeon. Published: Aug 16 2021](#)



Podcast: Transportation Energy Solutions for All

It will take an aggressive approach to reduce carbon emissions from the transportation sector. The solutions must support the environment while preserving affordable transportation options for consumers. Listen as Bryan Kaus, business improvement lead (commercial) at Phillips 66, explains how the transportation industry can work together to find realistic and practical paths towards a lower carbon future.

[Copyright 2021 Fuels Institute. Published August 2, 2021](#)

Public Health Agency Links 3rd Death to Colorado Nissan Store's Covid Outbreak

[A Colorado public health agency on Tuesday announced](#) a third person has died from a COVID-19 outbreak tied to Nissan of Durango.

San Juan Basin Public Health said the number of confirmed coronavirus cases linked to the dealership had grown to 12.



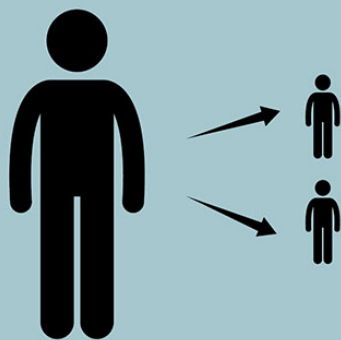
In addition to the third death, the agency reported that a fourth person had died after contracting COVID-19. But that death "does not meet the Colorado Department of Public Health and Environment's (CDPHE) case definition to be added to the outbreak fatality list," the agency wrote in a news release Tuesday.

The Colorado Department of Public Health and Environment confirmed five of the cases involved the [delta variant of the coronavirus](#). The San Juan health department reported two of the 12 cases as of Monday had been identified as "breakthrough" infections of fully vaccinated people. [Read more](#).

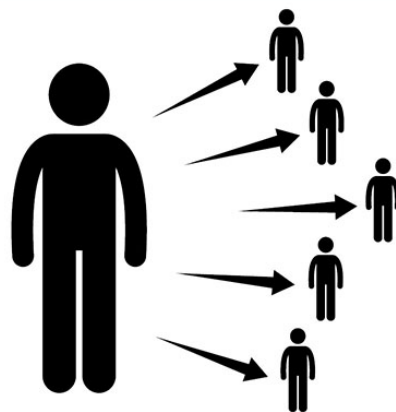
by John Huetter ~ Automotive News ~ August 10, 2021

The Delta variant is more contagious than previous strains—it may cause more than **2x** as many infections

ORIGINAL COVID-19 STRAIN



DELTA VARIANT



Vaccines protect you from hospitalization, severe infections, and death



cdc.gov/coronavirus

Frequently Asked Questions about Dealerships and COVID-19

1. How is VADA complying?

- VADA strongly encourages all employees to be vaccinated and is following CDC guidance.

2. Do vaccinated people have to quarantine?

- According to the CDC, someone who is fully vaccinated and has close contact with a person who has COVID-19 should get tested 3-5 days after exposure, even if they don't have symptoms. That person should wear a mask indoors in public for 14 days following exposure or until they receive a negative test result. If a fully vaccinated person has a positive test, they should isolate for 10 days.

3. Can I ask employees if they are vaccinated?

- The question "Are you fully vaccinated against COVID-19" is permissible, but any follow up questions could get you in trouble. Additionally, asking some but not all employees could result in claims of illegal discriminatory treatment.

4. What is HIPAA and how does it impact my dealership?

- The Health Insurance Portability and Accountability Act is often cited and often misunderstood. According to the US Department of Health & Human Services, HIPAA rules generally do not apply to employers or employment records and asking an employee to provide proof of vaccination is not a HIPAA violation. Although some people may incorrectly think that HIPAA prevents employers from asking vaccine status, that is simply not true.

Want to advertise your products or services to our members? [Click here to learn more!](#)

Vermont Offers Guidance, Clinics on Vaccine Boosters

Vermont is adopting federal coronavirus vaccine guidelines for those with weakened immune systems. According to the Vermont Department of Health, the Centers for Disease Control and Prevention (CDC) recommends people with moderately to severely reduced immune systems get an additional dose of the mRNA COVID-19



vaccine.

The third dose should be given to those who had the Moderna or Pfizer vaccines. An additional dose for those who had the Johnson & Johnson is not currently being recommended.

People can consider themselves moderately to severely immunocompromised under the following conditions.

- If they're having active treatment for solid tumor and hematologic malignancies.
- If they've had a solid-organ transplant and are taking immunosuppressive therapy.
- If they've had a CAR-T-cell or hematopoietic stem cell transplant within two years of transplantation or taking immunosuppression therapy.
- If they have a moderate or severe primary immunodeficiency like DiGeorge syndrome, or Wiskott-Aldrich syndrome.
- If they have an advanced or untreated HIV infection.
- If they're undergoing active treatment with high-dose corticosteroids, $\geq 20\text{mg}$ prednisone or equivalent per day, alkylating agents, antimetabolites, transplant-related immunosuppressive drugs, cancer chemotherapeutic agents classified as severely immunosuppressive, tumor-necrosis blockers, and other biologic agents that are immunosuppressive or immunomodulator.

"People should talk to their health care provider about their medical condition, and whether getting an additional dose is appropriate for them," stated Health Commissioner Mark Levine, in a release. "Some primary care providers are equipped to give an additional dose to those who are eligible."

Below is a list of places where one can get an additional dose. All are walk-ins. Some pharmacies offer them, but the Health Department says to check with the pharmacy first.

Friday

- Vermont Distillers (Metcalf's) at Hogback Overlook, 7755 Route 9 East, West Marlboro.
- Newport Waterfront Plaza, Newport.
- Mount Abraham Union High School, 220 Airport Drive, Bristol.
- Bellows Falls Union High School, 406 High School Road, Bellows Falls.

- 1311 Barre Montpelier Road, Berlin.

Saturday

- Bellows Falls Fire Department, 170 Rockingham Street, Bellows Falls.
- Grand Isle Sheriff's Department, 10 Island Circle, Grand Isle.
- Stowe Community Church, 137 Main St., Stowe.
- Orleans Fire Department, 102 Main Street, Orleans.
- Lamoille County Court House, 154 Main St., Hyde Park.
- Waterbury Ambulance, 1727 Guptil Road, Waterbury Center.
- Lawson's Finest Liquids, 155 Carrol Road, Waitsfield.

Sunday

- Hyde Park Municipal Office, 344 VT Route 15, Hyde Park.



Governor Phil Scott Announces Pop-Up Vaccination Clinics This Week

Montpelier, Vt. - Governor Phil Scott announced today a series of walk-in vaccination clinics that will be open at schools and other sites across Vermont this week for anyone age 12 or older. You can just walk-in or visit www.healthvermont.gov/MyVaccine to make an appointment. You can also call 855-722-7878.

The vaccination sites listed below also offer additional doses for those currently eligible based on guidance issued last week by the Centers for Disease Control and Prevention. Some primary care providers and pharmacies are also offering additional doses. Check with your doctor or pharmacist for more information.

Here are the vaccination sites available this week:

Tuesday, August 24

- **Green Mountain Tech Center**, 738 VT Route 15, Hyde Park
- **Bellows Free Academy**, 75 Hunt Street, Fairfax
- **Johnson Elementary School**, 57 College Hill Road, Johnson
- **Health Care & Rehabilitation Services - Brattleboro**, 51 Fairview Street, Brattleboro

Wednesday, August 25

- **Brattleboro Union High School**, 131 Fairground Road, Brattleboro
- **Oxbow High School**, 36 Oxbow Drive, Bradford
- **Woodstock Inn**, 14 The Green, Woodstock
- **Wells River Chevrolet**, 10 Railroad Street, Wells River
- **Putney Fire Department**, 14 Main Street, Putney
- **1311 Barre Montpelier Road**, Berlin
- **Waterbury Ambulance**, 1727 Guptil Road, Waterbury Center

Thursday, August 26

- **South Burlington High School**, 550 Dorset Street, South Burlington
- **Barre Town EMS**, 4 McLaughlin Road, East Barre
- **Rutland District Office**, 88 Merchants Row, Rutland
- **Health Care & Rehabilitation Services – Springfield**, 390 River Street, Springfield
- **Waterbury Farmers' Market**, 2 Rotarian Place, Waterbury

Friday, August 27

- **Caledonia County Fair**, 1 Back Fairground Road, Lyndonville
- **Champlain Valley Fair**, 105 Pearl Street, Essex Junction
- **Bondville Fair**, 350 VT Route 30, Bondville
- **Newport Waterfront Plaza**, Newport
- **Middlebury Union High School**, 73 Charles Ave, Middlebury
- **Blue Mountain High School**, 2420 U.S. Route 302, Wells River
- **St. Johnsbury Academy**, 1000 Main Street, St. Johnsbury
- **1311 Barre Montpelier Road**, Berlin

Saturday, August 28

- **Caledonia County Fair**, 1 Back Fairground Road, Lyndonville
- **Chandler Center for the Arts - Music Series**, 24 Elm Street, Randolph
- **Highland Center for the Arts**, 2875 Hardwick Street, Greensboro

- **U32 High School**, 930 Gallison Hill Road, Montpelier
- **Richford High School**, 1 Corliss Heights, Richford
- **Bondville Fair**, 350 VT Route 30, Bondville
- **Champlain Valley Fair**, 105 Pearl Street, Essex Junction
- **West Fairlee Old Home Day**, 870 Route 113, Fairlee

Sunday, August 29

- **Caledonia County Fair**, 1 Back Fairground Road, Lyndonville
- **Crossett Brook Middle School**, 5672 VT Route 100, Duxbury
- **Vergennes High School**, 50 Monkton Road, Vergennes
- **Champlain Valley Fair**, 105 Pearl Street, Essex Junction

More ways to get your free vaccine: [Make an appointment for a free vaccine](#)

You can also walk-in at CVS, Hannaford Food and Drug, Walmart, Walgreens, Price Chopper/Market 32, Rite Aid, Shaw's Supermarket, or Costco or get an appointment with [Kinney Drugs](#), [CVS](#), [Walgreens](#), [Northfield Pharmacy](#), or [UVMHC Outpatient Pharmacies](#).



Dealerships Play Essential Role in Meeting Electric Vehicle Goals

Earlier this month, President Biden announced a goal to have half of all new vehicle sales in 2030 be zero emissions vehicles. Franchised car dealers are essential in making that happen.

Because EVs have been in the news so much lately, dealership employees may receive more questions than normal about the exciting new technology. Whether you're talking to customers or legislators, here are some key things to keep in mind.

1. Dealerships are excited about electric vehicles. What automotive enthusiast doesn't get excited about new technology? The move from internal combustion engines to electric vehicles is one of the largest advancements in automotive technology—and the vehicles utilizing the new technology are safe, well-designed, and fun to drive.
2. The best way to meet the goals for EV sales is to leverage the existing network of local dealerships. Dealers know their customers and have sales and service infrastructure already in place to support the new models. Vermont has a robust network of franchised dealerships across the state to support the

motoring public. That network will work to keep Vermonters on the road, regardless of what powers their vehicles.



Reminder of DMV Dealer Records; Custodian Requirements

(Cite as: 23 V.S.A. § 466)

§ 466. Records; custodian

(a) On a form prescribed or approved by the Commissioner, every licensed dealer shall maintain and retain for six years a record containing the

following information, which shall be open to inspection by any law enforcement officer or motor vehicle inspector or other agent of the Commissioner during reasonable business hours:

- (1) Every vehicle or motorboat that is bought, sold, or exchanged by the licensee or received or accepted by the licensee for sale or exchange.
- (2) Every vehicle or motorboat that is bought or otherwise acquired and dismantled by the licensee.
- (3) The name and address of the person from whom such vehicle or motorboat was purchased or acquired, the date thereof, the name and address of the person to whom any such vehicle or motorboat was sold or otherwise disposed of and the date thereof, and a sufficient description of every such vehicle or motorboat by name and identifying numbers thereon to identify the same.
- (4) [Repealed.]

(b) Every licensed dealer shall designate a custodian of documents who shall have primary responsibility for administration of documents required to be maintained under this title. In the absence of the designated custodian, the dealer shall have an ongoing duty to make such records available for inspection by any law enforcement officer or motor vehicle inspector or other agent of the Commissioner during reasonable business hours.

Registration Opens Soon for the 2022 NADA Show

The 2022 NADA Show will take place in Las Vegas March 10–13, 2022 and registration opens soon! Early bird registration, with a discounted rate for attendees, will be available from September 13 to November 11. Learn more about the 2022 NADA Show and see the schedule of events at <https://show.nada.org/>.

Workers' Comp Safety Corner

Mechanics' Gloves Hand and fingers STILL account for 2 of the 3 most common employee injuries to Service Department Personnel. Do you provide adequate gloves? Do your employees each have a good set of mechanic's gloves to use?

Industry News of Interest

Auto Loans, Lease Originations Soar In Second Quarter

Auto loan and lease originations follow the industry pattern for the second quarter: a record total and huge gains vs. the second quarter of 2020, when COVID-related business shutdowns peaked, and also hefty gains vs. the pre-COVID second quarter of 2019. That's according to the latest Quarterly household Credit Report from the New York Federal Reserve Bank.

Auto Originations Up Sharply in Q2				
Credit score ▾	Q2, 2021 ▾	Q2, 2020 ▾	change vs. '20 ▾	change vs. '19 ▾
below 620	\$35.2	\$25.1	40.2%	7.6%
620-659	\$23.3	\$15.8	47.5%	21.4%
660-719	\$45.1	\$29.5	52.9%	41.8%
720-759	\$31.1	\$20.2	54.0%	37.6%
760-plus	\$67.2	\$45.3	48.3%	36.6%
TOTAL	\$201.9	\$135.9	48.6%	29.8%
Source: New York Federal Reserve; \$ in billions				

"This is a serious high" of \$201.9 billion in auto originations for the second quarter of 2021, an increase of 48.6 percent vs. the second quarter of 2020, and up 29.8 percent vs. the second quarter of 2019," say researchers for the New York Fed. "There is an increase in both the number of loans and the size of loans." According to Wards, however, borrowers with subprime credit continue to lose share within the overall increase. The share of auto originations for borrowers with credit scores below 620 fell to 17.4 percent of the second-quarter total, down from 18.5 percent a year ago, and from 21 percent two years ago. [For more on loans and leases, click here.](#) Source: Wards

As Car Prices Rise, Owning A New Vehicle Costs Nearly \$10,000 A Year, AAA Says

The average cost of new vehicle ownership is approaching \$10,000 a year amid a shortage of cars and trucks that has driven up prices, according to a new study reported by *USA Today*. The rising cost of vehicles stems from multiple factors, including a global semiconductor chip shortage that has limited car production and led to price hikes. The average annual cost for owning a new vehicle is now \$9,666, or \$805.50 per month, according to the 2021 Your Driving Cost study released by AAA. The study, conducted from May 2020 to May 2021, reviewed costs for the five top-selling vehicles in nine categories. These vehicles were then assessed across six categories of expenses: fuel, maintenance/repair/tire costs, insurance, license/registration/taxes, depreciation, and finance charges. [Read more here.](#)

Source: USA Today

EV Direct Sales

8/19/21 - Opinion: Let consumers buy directly from carmakers in Wisconsin — Sen. Dale Kooyenga and Rep. Adam Neylon ([Madison.com](#)):

Wisconsin is one of about 16 states with a law prohibiting car buyers from purchasing a car directly from the manufacturer, including online. Instead, consumers must go through a third-party dealership. Originally meant to protect dealerships in the mid-20th century, this law has rapidly become obsolete. As Wisconsin consumers move into the future, this law limits consumer options and keeps our automobile market stuck in the days of wood-paneled station wagons and T-tops. That's why we recently introduced a bipartisan proposal in the Legislature that would allow consumers to purchase electric vehicles directly from the manufacturer without the requirement that they go through a traditional dealership. Under Senate Bill 462 and Assembly Bill 439, any manufacturer that produces an all-electric-powered vehicle could sell those vehicles directly to the consumer, both online and at manufacturer-owned dealerships. While traditional vehicles would still be subject to the traditional rules, this bill moves car buying one step into the future.

8/19/20 - Tesla secures hard-fought win for owners in CT, but battle for sales continues ([Teslarati](#)):

Tesla has secured a hard-fought win in Connecticut for its planned service center, but its battle for direct sales in the state continues. As per recent reports, Tesla's plans to set up a service center for electric car owners in the state gained traction on August 11 when officials from East Hartford unanimously approved the company's

application to build the facility. Tesla initially submitted a permit application to build a showroom and service center to the East Hartford Planning and Zoning Commission. This should help the company establish its presence in the state, which still prohibits manufacturers from selling vehicles directly to customers. Tesla's initiative seemed to gain footing, with the commission approving the permit application in April. Unfortunately, Tesla's approval from the commission promptly faced some legal scrutiny. One of these was from the Hoffman Auto Group, which has been lobbying against the practice of automakers adopting a direct selling model in the state.

8/18/21 - Outdated law change could finally lead to production at Foxconn

([WIZM](#)):

Electric cars may be the future of the Foxconn plant in Wisconsin. There is potential progress as Foxconn has signed a deal with the Fiskers Company to produce their electric vehicles. The question remains whether Foxconn's Mt. Pleasant plant will be where the cars are built. The answer may depend on the future of a Wisconsin law, which prevents car manufacturers in the state from selling directly to consumers. Under current law dating back to the 1930's, new cars sold in Wisconsin can only be sold at franchised dealerships. The CEO of Fisker wants that law changed, suggesting Wisconsin won't be a chosen location for Foxconn to build its cars unless the law is changed to allow direct sales to consumers. Auto industry lobbyists don't like that, saying car salespeople are advocates between the consumer and manufacturer, and taking dealers out of the picture could harm consumers.

8/17/21 - As Virginia EV sales slowly climb, auto dealers still haven't given up on rebates ([Virginia Mercury](#)):

The president and CEO of the Virginia Automobile Dealers Association sparked surprise this winter when he threw his influential organization's support behind a law that aims to move Virginia drivers away from the internal combustion engine toward cars powered by electricity. Initially wary of the proposal to embrace California emissions standards, Hall became one of its most enthusiastic cheerleaders at the 2021 General Assembly. "We shall go forward and sell EVs in the future," he declared to lawmakers during one hearing. The Democrat-led legislature this winter pushed through a package of laws intended to do that. A "clean cars" bill pledged to adopt California vehicle emissions standards and electric car sales targets. Another measure established a rebate program to cut down on the high sticker price of the vehicles, although lawmakers left it unfunded amid questions about the tool's effectiveness. In Virginia, EV sales are growing. According to numbers from the Virginia Department of Motor Vehicles, electric vehicle registrations grew by 44 percent between June 30, 2020, and June 30 of this year. Hybrid registrations over the same period went up by 12 percent.

8/17/21 - East Hartford approves Tesla service center that would be second in Connecticut ([Hartford Courant](#)):

The planning and zoning commission approved a Tesla service center and showroom at the East Hartford location in April, but Hoffman Auto Group sued the automaker, East Hartford, and a development company. Hoffman contended the showroom violated Connecticut law prohibiting car manufacturers from sidestepping dealerships by selling directly to consumers. A measure that would have allowed Tesla and other electric vehicle makers to sell in Connecticut failed again in the state legislature this year as established dealers lined up in opposition. Gov. Ned Lamont, who supported the legislation, said the future of cars is electrification and forcing Connecticut car buyers to shop in New York City's suburbs and western Massachusetts is "not the right way to go."

8/16/21 - Opinion: How to join Alabama's electric vehicle revolution ([Montgomery Advertiser](#)):

Some new car manufacturers have stoked the impression that you can only get a new electric vehicle directly from the manufacturer. That's how they like to sell, as it saves them money and helps them keep tight control over what owners can do with their cars. However, their direct-to-consumer model often serves buyers poorly — with higher prices and fewer service facilities. In short, local dealerships are community institutions and massive contributors to local economies. And you can't spell dealership without deal. These sellers have to compete with one another for business, driving prices lower and letting the free market do its thing on behalf of the purchaser. A study by Auburn University economists showed that price competition by dealerships lowers the price of a new vehicle by about \$500. Dealerships showcase more makes and models than any direct-to-consumer company can, and even let drivers compare electric and gas vehicles head-to-head. Unlike direct-to-consumer manufacturers, dealerships are strongly motivated to take care of customers for the long term. For one thing, they're embedded in their respective communities.

8/16/21 - Fisker, the electric carmaker eyeing Racine County with Foxconn, wants a Wisconsin law changed ([The Journal Times](#)):

In an interview with Forbes published this week, Fisker CEO Henrik Fisker said that a nearly century-old state law could stand in the way of his company and Foxconn deciding to construct vehicles in (and bring jobs to) Mount Pleasant. The law in question dates back to the 1930s. It requires franchised car dealers to sell vehicles to consumers; carmakers (i.e., Ford, Tesla, General Motors, Honda, BMW, etc.) cannot sell their vehicles directly to consumers, with few exceptions. Fisker said Foxconn has discretion of where it will build vehicles in North America for his

eponymous company. But the ban on direct sales makes Fisker less excited about the cars that will bear his name being put together in the Badger State. “The one sticking point for Fisker — now, this is still Foxconn’s decision — but the one sticking point for me would be that I don’t want to start producing a car in a state where I can’t sell my car direct,” Henrik Fisker told Alan Ohnsman of Forbes. “If they change those (rules) I think they will be in the lead, but right now they’re not.”

8/16/21 - Tesla may have a new ally in wresting control of car sales from Texas dealerships ([The Dallas Morning News](#)):

In May, the company backed a bill proposed by 37-year-old Republican Rep. Cody Harris. The bill, House Bill 4379, would have allowed consumers to buy battery-powered or electric vehicles directly from a manufacturer that never had franchised dealerships in the state. The bill would have accommodated the preferred sales methods of Rivian and other EV makers like Tesla. Harris sold the bill as opening the door for economic development and job creation in Texas for the electric vehicle industry. Tesla’s sprawling \$1.1 billion plant near Austin is nearing completion and will produce the company’s electric SUVs. But the bill fizzled without a vote in either chamber. Committee members pushed back against the idea of a carve-out for electric vehicle companies, defending the state’s long-established dealership model. Under current Texas state laws, it is illegal for manufacturers to sell cars directly to consumers and state lawmakers won’t meet again until 2023 to consider new laws.

8/13/21 - Rivian Taking The Gun Fight To Tesla In Texas ([CarBuzz](#)):

No final decision has been made but Rivian's choice of Texas for a truck plant isn't without precedent. Tesla is currently building its own massive new production facility near Austin that will build both the Cybertruck and Model Y crossover. Ironically for both companies, Texas does not allow a direct sales model for new vehicles. Only franchised dealerships are legal. Because Tesla and Rivian opt for the former (for now), Texans would have to travel out of state to directly make a purchase. There's been increasing pressure on states that currently ban the direct sales model to change existing policies. Compromises have been reached in some states, such as Michigan. There's no indication yet as to when Rivian will announce its final decision regarding its new factory, but we wouldn't be surprised if this happens by the end of the year.



Want to advertise your products or services to our members? [Click here to learn more!](#) Or email me at mmiller@vermontada.org



Copyright © 2021 Vermont Vehicle and Automotive Distributors Association, All rights reserved.

Want to change how you receive these emails?
You can [update your preferences](#) or [unsubscribe from this list](#).