

WHY SHOULD TESLA GET DIFFERENT TREATMENT?

Virginia law prohibits manufacturers from owning and operating dealerships. Tesla and other new vehicle manufacturers have the ability to operate dealerships in Virginia under an exemption that requires that there is no dealer available to operate the store in the area. This legislation WILL undermine a system that has worked well. It is a system that allows Tesla and other manufacturers to operate while still protecting the rights of dealers.

Today's process

- Current Virginia law requires each location where Tesla or another manufacturer wants to operate a store to be evaluated by the DMV Commissioner to determine whether a franchised dealer is available.
- Tesla has applied for this exception in multiple locations across the Commonwealth, and been approved for all of them.

What House Bill 2468 does

The Tesla-backed House Bill 2468 seeks to bypass the approval process, undermining the statute for the company's legal and financial convenience. Therefore, any manufacturer that cannot find a dealer in one location would get the blanket statewide approval that Tesla demands with HB2468.

All rights under the franchise law are enforced through the same hearing process that Tesla finds inconvenient.

- If a manufacturer wants to put a dealer in a new location, the manufacturer will have to go through a hearing if a dealer protests, just like Tesla.
- If a dealer wants to enforce its rights against a manufacturer, the dealer must request a hearing and go through the hearing process, just like Tesla.
- For example, if a dealer wants to sell a dealership, the dealer will have to go through the hearing process if the manufacturer objects, just like Tesla.

Virginia dealerships represent

\$2.3B

in state payroll

61,000+

jobs, including direct, indirect
and induced

\$1.2B

in state sales tax
paid

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