

Testimony of
Yvette Sanchez
In Opposition to
Senate Bill 127
Transportation Committee
February 19, 2021

Representative Lemar, Senator Cassano, Representative Simms, Senator Somers, Representative Carney, and Members of the Transportation Committee, my name is Yvette Sanchez. I am the Comptroller for Gengras Motor Cars in East Hartford and I am a resident of Hartford, Connecticut. I started with Gengras 15 years ago as a billing clerk and through hard work and opportunity, I am now part of the upper-level management team.

On behalf of my 300 colleagues at Gengras and the members of the Connecticut Auto Retailers Association (CARA), I am here today to speak in opposition to Senate Bill 127: An Act Concerning the Sale of Electric Vehicles in the State.

Connecticut's 270 new car dealerships offer good, high paying jobs to over 14,000 employees. They employ technicians, service advisors, sales staff, front office staff, marketing staff, financial staff, community relations staff, human resource people, and administrative staff. Gengras Motors and Connecticut's new car dealers offer competitive salaries, benefits, and job training. These employees work and live locally. CARA dealerships have a combined payroll of \$880 million. The direct sale model proposed in Senate Bill 127 would outsource many of these jobs. CARA estimates that more than 10% of the existing staff at Connecticut's dealerships would lose their jobs if a direct sell exemption were placed into law.

A direct sale model also limits revenue potential for towns and the state. New car dealerships in Connecticut encompass large service facilities, auto and parts inventory and body shops which in turn provides property tax bills that support their localities. For example, when the Gengras Volvo store in North Haven was built, it added millions of dollars to the town's grand list, all taxable to the city.

By contrast, the direct sale model could result in significant losses in property tax revenue for Connecticut cities and towns because there would be no requirement that qualifying vehicles be sold from a physical facility nor is there a requirement that repair facilities be available. In addition to tax considerations, service facilities are vitally critical for safety recalls, warranty work, and locally sourced parts and services.

We ask that you not allow for a carve out in our state law for the benefit of large out-of-state corporations. Connecticut's current law protects consumers and supports Connecticut's economy.

Thank you for your time. I encourage you to vote NO on SB 127.