



Attachment D.

February 18, 2019

Senator Chris Hansen
Senator Kevin Priola
Representative KC Becker

left w/ the sergeant
testified

Object: Bill SB20-167, a Bill for an Act Concerning Increasing Consumer Access to Electric Motor Vehicles by Allowing Manufacturers to Sell their Own Electric Motor Vehicles Directly to Consumers

Dear Senators of the Transport & Energy Senate Committee:

On behalf of The Lion Electric Co. USA (Lion), we would like to express our support for Bill SB20-167, which will allow manufacturers of electric motor vehicles to own, operate or control a new motor vehicle dealership that sells of that manufacturer's make or lines.

Lion is a leading Original Equipment Manufacturer solely focused on the manufacturing of all-electric heavy-duty vehicles, including zero-emission shuttle buses, zero-emission school buses, and different platforms of zero-emission trucks, with deployments in California, Canada, New York, Massachusetts, and other states across North America. Today, Lion has over 250 electric school buses in operation in North America that have been safely carrying kids to and from school every day for the last 3 years, with over 3 million miles of service provided.

Battery electric vehicles provide a healthy breathing solution for transportation of children, citizens and workers, significantly reducing exposure to contaminants. Electric vehicles are a new and constantly evolving technology that requires specific knowledge, skills and training to sell and service. The traditional, fossil fuel dealerships can continue to conduct business as usual with the passage of this bill. The emerging manufacturers will bring new jobs to the State of Colorado and assume the risk associated with the launching of any new technology. The fossil fuel dealers will likely enter the EV market in a meaningful way, but will have the advantage of selling in a mature market. It is a win-win for existing dealerships and the state.

Thus, Bill SB20-167 will allow manufacturers of electric vehicles to sell directly to customers, educate, train and service their vehicles as well as providing their electric expertise to their customers. The same manufacturers will also be able to offer financing solutions tailored to the EV world. The State of Colorado has for objective to reduce carbon pollution by 26% by 2025. In order to achieve this goal, it is critical to create and solidify an environment where the EV market can organically continue to grow at the best of its potential.

Lion supports your efforts to facilitate the deployment of zero-emission vehicles in Colorado and thanks you for your authorship of Bill SB20-167. We urge support from the members of the Transportation and Energy Senate.

Sincerely,

Nate Baguio
Vice President of Sales
The Lion Electric Co.