

LILY QI
Legislative District 15
Montgomery County

Economic Matters Committee

Chair
Business Regulation Subcommittee



The Maryland House of Delegates
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THE MARYLAND HOUSE OF DELEGATES
ANNAPOLIS, MARYLAND 21401

February 23, 2023

Dear Members of the Environment and Transportation Committee,

HB 806 adjusts Maryland's dealer laws to remove businesses who install Autonomous Vehicle Converters into industrial/commercial vehicles and then sell to their customers from the definition of a "dealer" in Maryland's statute.

Maryland has several businesses who purchase commercial or industrial vehicles in order to install their own AVC technology, and then sell these updated vehicles to their customers. In Maryland, if you sell three or more vehicles over the course of a year, you are considered a dealer. This unintentionally makes many these businesses "dealers." This delineation comes with other requirements that these businesses do not necessarily need, such as a service center, parking lot, and showroom.

This bill will allow these businesses to sell vehicles equipped with their autonomous technology while remaining compliant with Maryland's dealer laws. The bill has also been narrowly tailored to eliminate the possibility of any unintended consequences.

The businesses who are selling these vehicles are not selling to the average consumer, they are selling to the Department of Defense, construction companies, and transit operations. These are not vehicles being sold to drive around town.

Please do not hesitate to reach out with any questions, and I urge a favorable report.

Sincerely,

A handwritten signature in black ink, appearing to read 'Lily Qi'.

Delegate Lily Qi