



March 23, 2020
The Honorable Andrew M. Cuomo
Governor of New York State
NYS State Capitol Building
Albany, NY 12224

New York Independent Automobile Dealers Association
565 Hunts Point Ave
Bronx NY 10474

Re: URGENT REQUEST FOR EXEMPTION for Independent Automobile Dealerships

Dear Governor Cuomo,

I write on behalf of NYIADA and Industry of 6,000 independent dealerships, mostly small businesses and many family businesses, licensed to engage in dealership business in our New York State. We understand fully that there is a public health emergency and fully respect, appreciate, and thank you for taking actions to stop the spread of the corrosive coronavirus COVID-19.

Pursuant to your Executive Order issued March 20, 2020, our AUTOMOBILE DEALERS have been placed into the category of industry group that may NOT continue physical operations. We are tremendously concerned that this categorization prevents our businesses from helping people, families, special needs families, first responders from obtaining replacement vehicles or used vehicles generally to engage in critical life-sustaining functions such as being able to drive to the hospital, pharmacy, grocery, doctor's office. We regularly sell vehicles to our front-line protectors of society including firemen, emergency medical technicians, paramedics, and police officers. For example, we received multiple reports from our dealers of hospital workers seeking and buying used vehicles instead of having their then current vehicles repaired because the repair was too expensive and time consuming to make economic sense. With New York having one of the country's highest numbers of Covid-19 cases, our residents will have no alternative but to go to another state that are selling vehicles potentially infecting other states. Online sales and appointment only delivery would help eradicate this.

Placing dealerships in lockdown for an extended period will unintentionally harm friends and families by keeping them from buying an initial or replacement vehicle. In addition, depending on the duration of the order which presently does not have a stated target completion date, as many as 30-50% of independent dealerships (many family dealerships) may be forced to go out of business. This will reduce the ready local availability of vehicles to our population that needs vital transportation for individual and family safety and maintenance purposes described above and will have negative economic repercussions for a decade or more.



EXEMPTION REQUEST: Based on the foregoing, we urgently request the following exemption as soon as possible in conjunction with:

- Full exemption from the Executive Order to allow New York licensed dealerships to sell retail and wholesale vehicles, engage in online sales, remain open for sales by appointment only, at-home delivery or curbside and sell a vehicle to a customer when the customer's vehicle was wrecked or is in repair and the customer would prefer to replace the vehicle.

We also request that enforcement of any dealership requirements be on a level playing field among all dealers.

Our dealerships are essential to the safety and well-being of New York and to that extent are life-sustaining businesses. Please grant us these exemptions so that our dealers may continue to serve New York who need transportation that is vital to their and our public safety. Thank you and my contact information is below if you seek to reach me.

Sincerely,

Paula Frendel
Executive Director
NYIADA
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