

September 30, 2021

The Honorable Nancy Pelosi  
Speaker  
U.S. House of Representatives  
Washington, DC 20515

The Honorable Kevin McCarthy  
Republican Leader  
U.S. House of Representatives  
Washington, DC 20515

Dear Speaker Pelosi and Republican Leader McCarthy:

On behalf of America's 9,400 international nameplate auto dealers and their more than 542,000 employees across the country, I write to express our strong opposition to a tax credit provision currently included in the reconciliation package, Build Back Better Act. Specifically, the \$4,500 tax credit which would be applied only to electric vehicles built in unionized manufacturing plants. This policy would pit American workers against one another and limit consumer choice.

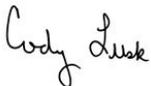
- **Consumer choice will be severely limited.** More than 50 EV models are sold in the U.S., yet the proposed tax credit will fully apply to just five vehicles. The new tax credit should support consumer choice, enabling Americans to receive the economic benefit when they choose any qualifying EV that meets their family's needs.
- **Competition and innovation will be stifled.** A broad tax credit—available for union and non-union-built EVs—will promote competition and drive innovation, which together will benefit consumers and advance green technologies. Increased EV sales—for all manufacturers—will support additional R&D.
- **The biased tax credit puts American jobs at risk.** International automakers operate 31 non-union U.S. manufacturing facilities and support thousands of American jobs in addition to jobs provided by international auto dealers. Altogether, the U.S.-based international auto sector supports nearly 700,000 jobs. Many of these jobs will be put in jeopardy if the EV tax credit is allowed to move forward as designed and artificially tilts sales in favor of union-built EVs.

AIADA's international nameplate franchises are committed to an electric future and will play an essential role in transitioning today's consumers into EV consumers. We look forward to working with all stakeholders on supplying customers with the vehicles, incentives, and necessary infrastructure that is needed for electrification success.

Dealers urge lawmakers to stay focused on their objective, and allow the industry to work as one as we move towards electrification. Any policies that divide us, or prioritize some American auto workers above others, politicize what should be a shared mission. Congress should not be picking winners and losers among American workers.

Once again, AIADA, its 9,400 dealer members, and their 542,000 employees strongly oppose tax credits that prioritize some American workers over others and limit EV choice and affordability. Thank you for your consideration.

Sincerely,



Cody Lusk  
President and CEO

cc: House of Representatives