



CNCDA is currently developing a **Dealer Best Practices Guide** to Selling EVs, along with CARB and the Center for Sustainable Energy. Stay tuned for the future release of this resource in Q1 2020.



EPA and NHTSA claims the SAFE Rule will lead to:

- A \$2,340 reduction in overall average new vehicle ownership costs
- Over 12,000 fewer crash fatalities over the lifetimes of all vehicles built through MY 2029
- \$252.6 billion reduction in regulatory costs through MY 2029
- One million additional new vehicle sales through MY 2029
- Reduction from 56% to 3% in the percentage of hybrid vehicles needed to comply in MY 2030

In response to the federal government's actions, California Attorney General Xavier Becerra filed a lawsuit against NHTSA with a coalition of 24 Attorneys General and the cities of Los Angeles and New York challenging the Trump Administration's regulation to preempt California's greenhouse gas emissions and ZEV standards. This

litigation is ongoing, along with a handful of other lawsuits filed by the state against the federal government on this and similar issues.

On a state level, in November 2019 California Governor Gavin Newsom's Department of General Services announced new vehicle purchasing policies for the state fleet. DGS will prohibit purchasing by state agencies of any sedans solely powered by an internal combustion engine, with exemptions for certain public safety vehicles. A second policy bars state agencies from purchasing vehicles from OEMs that have publicly sided with the Trump Administration in the ongoing fight with California. This means that the state can no longer buy GM, Fiat Chrysler and Toyota vehicles. California's state vehicle fleet currently includes about 51,000 cars and trucks, with electrics and hybrids only making up about 6% of the overall fleet last year.

Meanwhile, BMW, Ford, Honda, and Volkswagen have chosen to side with California in this fight, saying

they agree in principle with California on vehicle emissions standards stricter than those proposed by the Trump Administration. This caused the federal Justice Department to open an investigation into whether the four automakers violated federal antitrust laws by reaching a deal with California, on the grounds that the agreement could potentially limit consumer choice.

CARB and the Trump Administration are deadlocked in their respective approaches to vehicle emissions regulations, and the pending litigation and public back-and-forth arguments will likely be ongoing for several years. For their part, state policymakers in California will continue to use every avenue available to them to continue moving ahead on emissions reductions in the transportation sector. Because of this focus, CNCDA is currently developing a Dealer Best Practices Guide to Selling EVs, along with CARB and the Center for Sustainable Energy. Stay tuned for the future release of this resource in Q1 2020. ◀