

November 11, 2023

New Mexico Improvement Board
Attn: Pamela Jones, Administrator
P.O. Box 5469
Santa Fe, NM 87502

Albuquerque/Bernalillo County Air Quality Control Board
P.O. Box 1293
Albuquerque, NM 87103

Subject: Concerns Regarding a Mandate for Electric Vehicles

Dear Respective Board Members,

I am an automobile salesperson with years of experience in the automotive industry and I would like to express my concerns regarding the implementation of ACC II in New Mexico. I firmly believe that such a mandate is unfounded as there is insufficient demand for EVs in our region.

To begin with, it is important to note that electric vehicles currently comprise only 4.5% of all registered vehicles in New Mexico. This statistic clearly indicates that the demand for EVs is far from being significant or dominant in our market. In contrast, many consumers have shown a preference for hybrid vehicles, which offer a compromise between fuel efficiency and the convenience of traditional internal combustion engines.

Furthermore, I strongly believe that consumers should have the freedom to choose the type of vehicle they purchase. Imposing a mandate for electric vehicles not only limits consumer choice but also disregards the diverse needs and preferences of our customers. Everyone's circumstances, budget, and lifestyle should be taken into consideration when making such a significant investment, rather than forcing a one-size-fits-all solution.

Another consequence of an electric vehicle mandate is the potential escalation of prices for used cars. As we have witnessed during these challenging times, the COVID-19 pandemic has already caused a surge in used car prices due to limited supply and high demand. If a mandate for electric vehicles were to be enforced, the supply of internal combustion engine (ICE) vehicles would further decrease, leading to a scarcity of used cars in the market. This scarcity could drive prices even higher, making it increasingly unaffordable for many consumers.

Moreover, it is important to acknowledge that many manufacturers may struggle to meet the 43% target for electric vehicle production by 2027. The transition to electric vehicles requires significant infrastructure investment, technological advancements, and consumer demand, all of which currently face several challenges and limitations. It is unrealistic to expect all manufacturers to achieve this ambitious target within such a short timeframe, potentially jeopardizing their viability and stifling their ability to provide a full range of vehicles.

As a car salesperson, my livelihood depends on being able to sell a variety of vehicles that meet the needs and desires of our customers. Relying solely on electric vehicle sales, which do not yet have strong

market demand, would create financial instability for me and many others in the industry. Furthermore, the limited availability of ICE cars and decreased trade-ins would further restrict my ability to make sales and generate income.

In the best interest of both the automotive industry and our customers, I respectfully urge you to consider the potential negative consequences of enforcing a mandate for electric vehicles. Instead, let us explore more balanced and flexible policies that allow for a broader range of vehicles to meet the diverse needs of our consumers. This approach would ensure that the industry can continue to thrive and adapt to changing market demands while remaining economically sustainable.

Please do not support the mandate!

Sincerely,

A handwritten signature in black ink, appearing to read 'Ken Lien', with a long horizontal stroke extending to the right.

Ken Lien

Garcia Infiniti