



GM Engage's Manufacturing team includes public policy issues that impact GM's day-to-day manufacturing capabilities as well as issues that have the potential to impact GM manufacturing by raising costs or shrinking margins. These issues include: trade negotiations, tax reform, research and development, intellectual property and franchise issues.

Dealer sales and service agreements or “franchise agreements” govern GM’s relationship with our network of dealers across the country. Proposed legislative changes often seek to change the rules related to the sales and service of a motor vehicle and the costs associated with managing our dealer network creating a patchwork of laws that are different in every state



Each year, GM Public Policy works directly with state legislatures and state dealer associations to find common ground on proposed modifications to current dealer franchise laws. Proposed language often modify or eliminate provisions of our “franchise agreements” and limit manufacturers’ authority to implement certain policies that serve to provide a common customer experience in each branded dealership across the country – and preserve warranty and recall policies that ensure a level playing field and fair prices for every dealer and every customer.

What does this have to do with manufacturing?

If common ground cannot be reached between the legislature, manufacturers and dealer association, these issues can drive up the costs associated with selling vehicles and warranty related issues. This may raise both GM’s selling costs and the costs to consumers.

GM Public Policy, GM Industry Dealer Affairs, and Legal Staff, work with the state dealer associations and the National Automobile Dealer Association (NADA) to minimize the impact of specific legislation on GM’s business, future business plans and impact to customers. In 2017, successful franchise legislative outcomes were seen in 23 of 27 states, and we expect more than 31 states to introduce bills in 2018.

So far this year, we have worked together on critical bills in AK, AZ, CO, FL, HI, IN, KS, MD, MI, MN, MS, NY, PA, UT, WI, and WA. Together, with the help of our GM Engage Advocates, we have engaged in diverse efforts including lobbying and grassroots activations in Indiana and Washington State.

Our dealers are a very important partner in the success of our business and just as we do in the marketplace we work with them to find common ground in the legislative arena as well.

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RESOURCES



2017 GM North America Public Policy Annual Report

Learn more about our work on dealer franchise legislation and other GM Public Policy efforts



GM Asset Map

Check out our map of GM facilities across the U.S.



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