



April 17, 2025

Chair Taylor
Vice-Chair Bonahm
Senate Committee on Labor & Business
900 Court St NE
Salem, OR 97301

Re: Support for HB 3178

Dear Chair Taylor, Vice Chair Bonham, and Members of the Committee:

My name is Nansi Lopez, Policy Director at Centro Cultural. I appreciate the opportunity to testify on behalf of Centro Cultural in support of HB 3178, which seeks to eliminate the uncertainty consumers face when buying a car.

Centro Cultural is the oldest and longest-serving Latino culturally specific organization in the state of Oregon. It empowers Latino families and diverse communities by removing barriers, fostering well-being, and building power to achieve economic prosperity. Centro centers the experiences of those most impacted in our communities in everything we do, with a commitment to reducing barriers at every level of our work.

In Oregon, consumers negotiate the financing of a car at the dealership, signing what they believe is a final contract. In reality, dealers have up to 14 days to secure their loans through a financial institution. Consumers rarely know their loan is not finalized, leaving them more susceptible to predatory tactics while making one of the largest purchases of their lives.

HB 3178 seeks to address these issues by mandating transparency in the car-buying process and ensuring that Oregon consumers can trust the payments and interest rates agreed upon at the dealership. Key changes that HB 3178 brings forward include:

- HB 3178 A will prevent confusion by requiring a separate plain-language document, available in Oregon's top six languages, to be given to consumers at the time of purchase, informing them of their rights to void the agreement should terms be changed.
- It adjusts the timeframe a dealer has to secure a loan from 14 days to 10 calendar days and provides two options for a dealer if they can't find a financial institution to finance the loan terms: 1) they can hold the loan themselves or 2) they can choose to void the contract.

Providing a fair process for car ownership is essential for furthering economic equity for Oregon consumers. Every day, Oregonians rely on their vehicles to maintain employment, obtain critical medical care, and manage countless other essential obligations. Consumers of color are more likely to face [discrimination during the financing and sale of cars](#), which results in higher prices. Oregonians should feel confident in their auto financing agreements.

We urge your support of HB 3178. Thank you for the opportunity to submit testimony and for your service to Oregon communities

Sincerely,
Nansi Lopez