

Dealer-Funded Study Paints Misleading Picture of Direct Sales

A new report by the Connecticut Center for Economic Analysis—which acknowledges in its opening sentence that it was commissioned by the Connecticut Auto Dealers Association (CARA)—paints a gloomy picture for the state’s economy if legislation allowing the direct sales of electric vehicles in the state is passed into law—arguing that the bill “increases risks” to existing dealers, and that “those risks would threaten” 40k jobs and \$3.9 billion in GDP.

These numbers are unbelievable for a reason: They aren’t based on legitimate assumptions or any factual evidence. The study uses vague language to paper over its disingenuous premise, ultimately harming the public policy debate in Connecticut. The study’s conclusions should be disregarded for the following reasons:

- This study is an attempt to counter the actual evidence from data provided by the National Auto Dealers Association showing that states which are open for direct sales have outperformed states that do not allow direct sales in dealership revenue and employment by a significant margin.
- The report’s topline numbers are based on an impossible scenario due to the contractual and legal provisions protecting Connecticut’s franchise dealerships.
- The report does not account for the benefits of direct sales—which include cost savings for consumers, bolstered consumer protections, job growth, and open-market competition.
- The report’s findings are based on a logical fallacy: It points to the jobs and economic benefits provided by

dealer locations and argues that SB 127 would undermine these benefits, yet the purpose of SB 127 is to enable new, EV-only manufacturers to build dealerships in the state.

SB 127 is a straightforward fix to state law that enables EV-only manufacturers like Tesla and Rivian to build retail locations in Connecticut. To understand direct sales and SB 127, [click here](#).

More detail on these flaws in the study below.

This study is an attempt to counter the actual evidence from data provided by the National Auto Dealers Association (NADA) showing that states which are open for direct sales have outperformed states that do not allow direct sales in dealership revenue and employment by a significant margin.

Since Tesla pioneered the direct sales business model in 2012, it is clear from a review of NADA's state-level data on sales and employment that states, where traditional dealerships coexist alongside Tesla's manufacturer-owned dealerships have outperformed the national average. Meanwhile, states like Connecticut that are closed to direct sales underperformed open states by nearly 30 points in sales revenue, and by 9 points in employment growth.

Connecticut is no exception—seeing sales and employment growth rates that are far below the national average. Connecticut's

auto dealers have not benefited from the healthy competition allowed by open markets.

	2012		2019		Sales % Change	Employment % Change
	Sales (\$ m)	Employment	Sales (\$ m)	Employment		
Nationwide	\$ 676,439	963,400	\$ 1,026,818	1,134,442	52%	18%
Open States	\$ 489,409	701,663	\$ 756,064	838,007	58%	21%
Closed States	\$ 185,687	259,637	\$ 269,006	292,701	29%	12%
Connecticut	\$ 8,788	12,056	\$ 10,140	13,973	15%	16%

Source: NADA Data 2012 and 2019

The report's topline numbers are based on an impossible scenario due to the contractual and legal provisions protecting Connecticut's franchise dealerships.

The report makes the following claim about SB 127: *"If passed, it would at present apply only to a handful of stand-alone global companies manufacturing exclusively EVs, they could then market in Connecticut. Yet, established manufacturers are trending towards manufacturing exclusively EVs, most notably Volvo and General Motors (GM) by 2035. While those legacy manufacturers who move to just EV production are unlikely to terminate contracts with all current dealers in Connecticut, legally they could."*

This is an utter falsehood. The author is correct that traditional auto manufacturers are unlikely to terminate their franchise contracts—but legally they are prohibited by Connecticut law from canceling or even failing to renew a franchise without "good cause" by [this section](#) (Sec. 42-133l.) of the statute.

"Good cause" is defined very specifically in this section, and only applies to insolvency, closing for business, conviction

of a felony, fraud, or revocation/suspension of license. Dealerships and traditional automakers are aware of these protections: for example, Cadillac recently had to offer buyouts to franchisees who didn't want to sell EVs. Dealers are entitled to renewal of their franchise contracts in perpetuity by state law as long as they meet these conditions.

The report does not account for the benefits of direct sales—which include cost-savings for consumers, bolstered consumer protections, and open-market competition.

In addition to being based on an incorrect legal premise, the report's conclusions are based on an extremely rudimentary analysis: It establishes a best-case-scenario snapshot of the economic contributions from Connecticut's franchised dealerships, and assumes this industry is zeroed-out in 2040.

As noted above, this scenario is not possible legally due to franchise protection laws. However, it also paints a picture of a stagnant economy where market segments stack like Legos, and removing the traditional-dealership brick leaves a void that cannot be filled. By this logic, the state of Connecticut would have never recovered from the decline of its arms manufacturing and shipbuilding legacy from the 1800s.

Connecticut's economy will not recover through protectionism, but instead by enabling new businesses to enter the state and existing businesses to evolve. Direct sales will contribute to Connecticut's economy in the following ways:

- By stimulating the electric vehicle market in Connecticut and prompting the installation of charging stations—both in public and in people's homes.

- By enabling American manufacturers to invest in the state and build retail locations.
- By allowing Connecticut's architects, mechanics, electrical engineers, construction workers, attorneys, salespeople, administrative staff, and other professionals with opportunities for 21st-Century jobs with new electric vehicle manufacturers.
- By creating greater flexibility for electric vehicle buyers and saving them the time and cost to travel out of state to purchase an electric vehicle.
- By protecting consumers by requiring manufacturer-owned dealerships to be regulated by existing Connecticut law; and by providing an alternative for customers who are dissatisfied with the current franchise dealer system.

The study considers none of these factors when assessing the impact on Connecticut's economy from a legally impossible scenario, in which no new cars are sold in the state after 2035, which brings us to our final point:

The report's author conflates direct sales with online EV sales, and the findings are based on a logical fallacy: It points to the jobs and economic benefits provided by dealer locations and argues that SB 127 would undermine these benefits, yet the purpose of SB 127 is to enable new, EV-only

manufacturers to build dealerships in the state.

The sales activities that would be permitted by SB 127 are unrelated to online vehicle sales. EV buyers in all 50 states are already able to buy electric vehicles online due to the interstate commerce clause. The purpose of SB 127 and direct sales is to enable auto manufacturers to build retail locations in Connecticut.

The study defines its dire scenario as one “where dealers are displaced by out-of-state commerce facilitated by Bill 127.” Ironically, this is the current situation for the manufacturers that are urging to be allowed to sell their vehicles in the state of Connecticut. These companies are currently forced into online-only out-of-state commerce...enabling them to invest in Connecticut will result in more in-person auto retail, more jobs, and more economic growth.

Rivian Makes Appearance in CT to Support SB 127

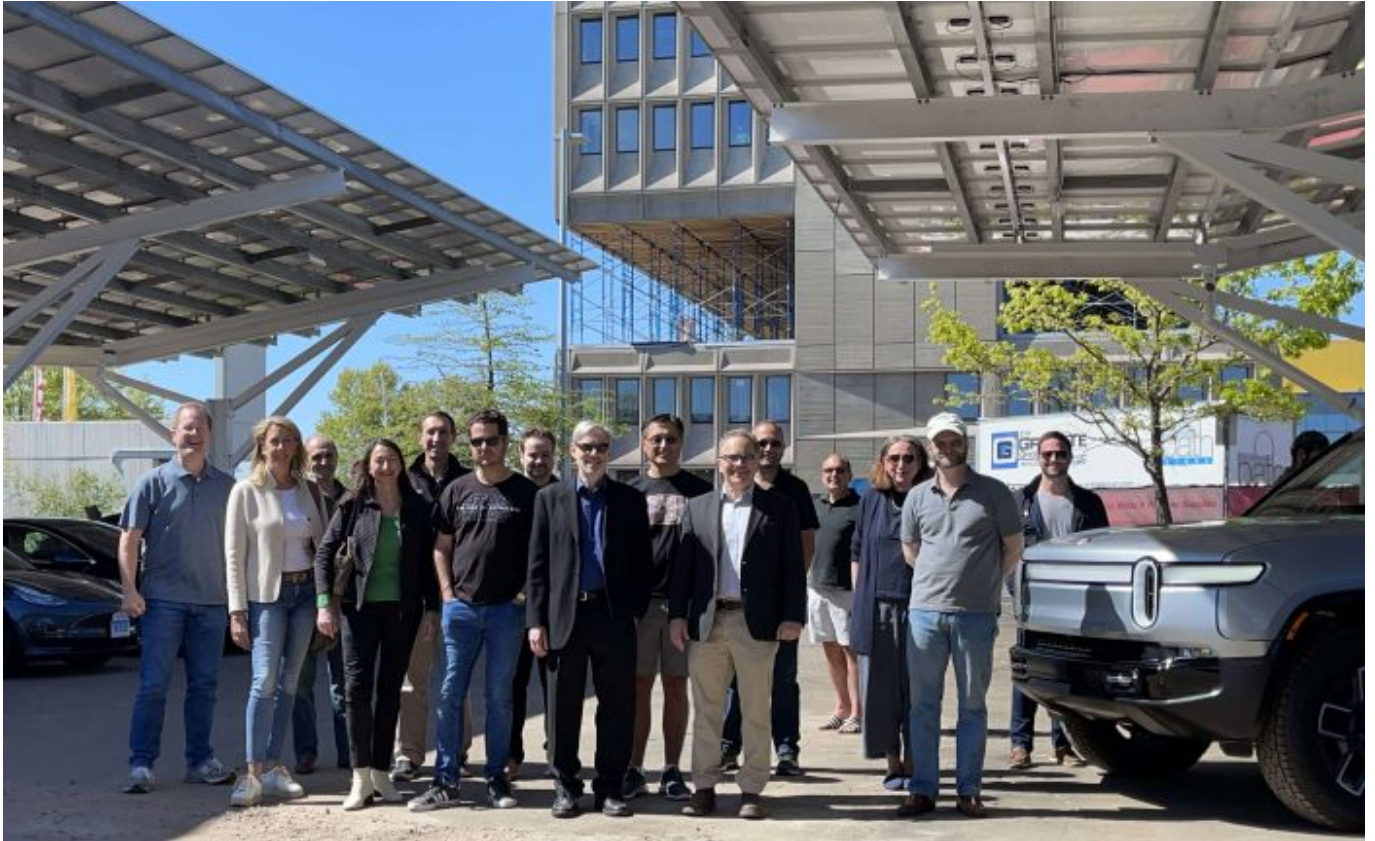
Rivian Brings New R1T to CT in Support of Direct Sales

With the fate of SB 127 hanging in the balance in the waning days of the 2021 legislative session, a pre-production version of the Rivian R1T all-electric pickup truck made an appearance in CT. It could be found Thursday in Hartford, where

legislators and the governor were given the opportunity to go for a drive and see the future of electro-mobility. The fate of the bill in the Senate is expected to be determined over the next few days. It would then still have to go before the House.

On Friday, a last-minute gathering came together, where some members of the EV Club CT, were also able to get a look. We hope to bring them back to CT once they have started production later this year.





Group photos by Paul Braren

Admiral Dennis Blair From The Electrification Coalition Speaks Out for Direct Sales of EVs

May 13, 2021

Electrification Coalition Support

of SB 127 Comes from National Security Perspective

The Electrification Coalition supports SB 127. Its mission statement states: "Accelerate the adoption of plug-in electric vehicles to improve our national and economic security." Several prominent retired military leaders, including Admiral Dennis Blair, are affiliated with the organization because of the national security benefits of reducing our country's dependence on oil. Admiral Blair made the following remarks in testimony before Washington legislators on the subject of direct sales of electric vehicles:

"Our group has long seen electric vehicles, and specifically the domestic EV industry, as the most promising solution to break oil's monopoly over the transportation system. And as the world shifts from gasoline to EVs, China's dominance of the entire EV supply chain makes scaling up the U.S. market even more urgent.

"As has been made clear in state after state, direct sales is one of the most effective and powerful policy levers to enhance EV deployment. Some 80% of EVs sold in the country are through direct sales, and states that are open to direct sales see adoption rates of up to 5 times the rates of states that are closed—even in the absence of other direct incentives."

– Admiral Dennis C. Blair, Former Director of National Intelligence and Commander In Chief, U.S. Pacific Command

Plug In America Unplugs

Dealers Pressure Plug In America to Back Away From Direct Sales

Plug In America (PIA) has up until now played an important advocacy role in the effort to pass SB 127 in Connecticut and similar direct sales laws in other states. They acted as a clearinghouse for a lot of information from economists, academics and others that supported our arguments for EV Freedom, and did a lot of coordinating between the numerous parties involved, including the EV Club, manufacturers, environmental organizations, lobbyists, among others.

As of now, however, the coordination Zooms have stopped and the content has been removed from the PIA website. We had copies of some of the content, and what we have is now [posted](#) on the EV Club website.

PIA has a business called PlugStar. It is a training program to help dealerships become more effective at selling EVs. The dealers pay for this and it is a meaningful revenue stream for PIA. The dealers threatened to terminate their arrangements with PlugStar unless PIA stopped supporting direct sales. The board of PIA has caved and directed that the ongoing advocacy efforts in this area cease. This is not just a CT thing.

Needless to say, those of us in the EV community were gobsmacked by this “pulling the rug out from under” move at a critical time. And we’re surprised the organization doesn’t have bylaws in place to provide separation and deal with what seems an obvious potential for conflict. We blame PIA for compromising their principles, but, of course, it was the dealers that put them in this position. They show their colors that competition is good for everyone except themselves.

This is from the PIA website:

Plug In America is a non-profit, supporter-driven advocacy group. We are the voice of plug-in vehicle drivers across the country.

It is clear that the position they are taking runs counter to their mission and that they have now become the voice of entrenched interests blocking progress.

Our club would like to see dealers up their game when it comes to selling EVs, but we don't agree with the franchise laws being used to stifle competition. The majority of EV sales, both nationally and in CT, are from direct sales.

To the extent that club members and readers of this blog donate to PIA, we recommend sending those funds to other organizations instead. You can find a long list of worthy options in the [CT Electric Vehicle Coalition](#).

The EV Club has also filed a Freedom on Information Act Request to obtain the relevant backup documents underlying the decision.

SB 127 Fact vs Fiction

For those following the saga of SB 127, the bill that would enable EV-exclusive manufacturers to open stores in CT, this is a short Fact vs Fiction YouTube video that is worth watching: <https://www.youtube.com/watch?v=Ht4avMauknQ>

Then go to EVFreedomCT.com and sign the petition.

Myth – Consumers will lose protections.

Fact – Consumer protections are written into state laws other than the franchise laws. These laws apply to any licensed seller and would include direct sellers of EVs since they would have to obtain a license. These include the new car

lemon, law, used car lemon law, Magnus and Moss Warranty Act, bonding requirements, and a number of others. The video has a clip of Senator Haskell giving a detailed rundown of these protections.

Myth – Dealers sell EVs

Fact – A few do, most not so much. While it is true that there are a lot of EVs for sale at dealerships, most do a poor job of selling them. In testimony, they exaggerate their effectiveness which can easily be disproved by the data from the DMV and CHEAPR.

- 68% of the growth in EV registrations in the state in 2020 came from Tesla. If I restrict this to battery electric vehicles, the number is 84%.
- I review [CHEAPR rebate data](#) by dealership. There are a small number of dealers who do a good job. In my testimony at the public hearing, I noted that 61% of dealers awarded fewer than 10 rebates since the program's inception through August of 2020. The link above goes to data updated through the end of 2020.
- Our club was recruited by the Sierra Club to help with the fieldwork for the second EV Shopper Study, conducted in 2019. While the metric highlighted by the Sierra Club in the report was that 74% of dealers, nationally, did not have an EV present on their lot, the club members that I spoke to reported that the bigger issue was that most of the time when they inquired about an EV, the salesperson tried to switch-pitch them to ICE, whether or not EVs were present. In the appendix of the report, the Sierra Club lists "5-star" dealers based upon the experiences reported by the interviewers. There were zero of these in CT (among the dealerships included in the sample).

Myth – Tesla doesn't play fair. They have a proprietary charging network and don't let anyone else use it.

Fact – Tesla should get credit for having the vision to understand that access to charging is an important part of

selling electric vehicles. But that said, Tesla has offered to open their network to other manufacturers, as long as these other manufacturers would invest. Any takers?


Myth – Direct sales would cause job loss at dealerships.

Fact – The data simply don't support this. The [Acadia Center](#) did a pre-post study of dealership employment in states that permit direct sales and found no impact on dealership employment. Data from the dealers' own national association (NADA) show dealership sales and employment gains in open states outpaced those in closed states like CT. Senator Haskell references several of these in the video.

This Bill is Pro EV and Pro CT

SB 127 permits direct sales from manufacturers that do not have a dealer network. It does not undercut the existing dealer relationships with their affiliated manufacturers. It provides consumers with the ability to buy the EV of their choice and to be able to do so within CT.

We believe in competition and innovation. A recent poll found 83% of CT residents support SB 127. Don't let CT be a backwater!



FACT VERSUS FICTION
EV FREEDOM
SB 127

CHEAPR Rebates Up in March – Still No Word on Timing of Program Changes

Rebates Spike in March, but Program Still Underspent

Rebates awarded under the state EV purchase-incentive program spiked to 151 in March, double that of the (slightly restated) number of 75 for February. This was part of the standard monthly update by DEEP.

There were increases across the board, which could be reflective of the economic recovery, but certainly, something to watch.

The most rebates again went to the Toyota Prius Prime with 33, up from 22 in February. This was followed by the Tesla Model 3 with 31, up from 2. The Model 3, as we've seen before, is volatile since only the base trim level is eligible. The only other vehicle to hit at least 20 was the Chevy Bolt at exactly that number. Most of them were the 2020 Bolts which GM has been heavily discounting.

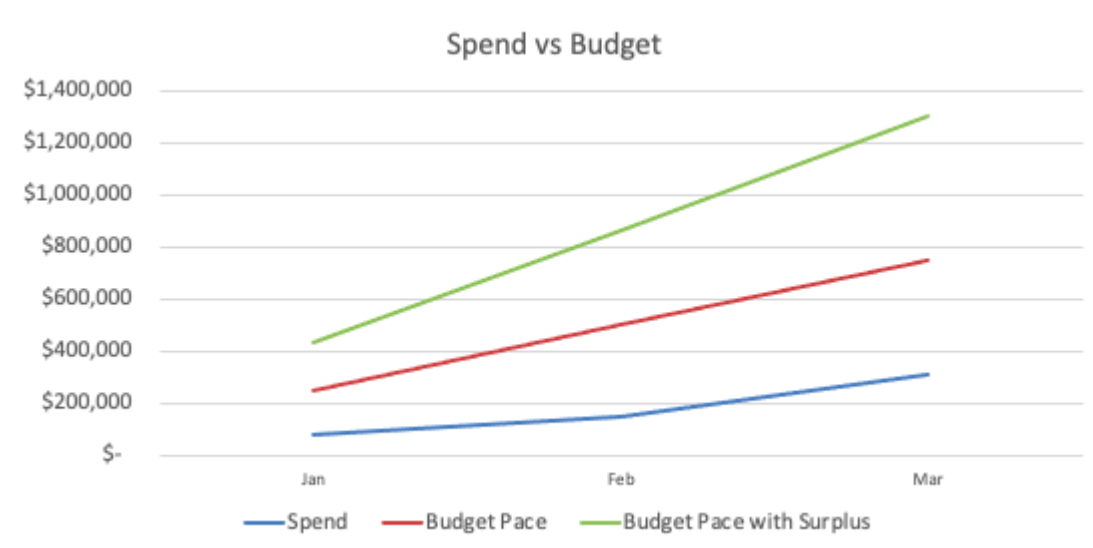
The other vehicles in double digits were the Toyota RAV4 Prime (18), Hyundai Kona (15), Nissan Leaf Plus (11), Tesla Model Y (10). The Leaf Plus is the longer-range Leaf. The appearance of the Model Y is ephemeral as the standard range option is no longer being made available by Tesla. That may change, but we have no information on whether that will definitively happen or what the timing may be.

There is still no word on the implementation of the new CHEAPR program with higher rebate levels and new, income-limited

incentives. We have been advised that the board has not been able to sync schedules for a meeting to review the new material, nor do we know if the consultant has finished with the software development. We asked DEEP if they could give us a rough estimate, but have not received a response.

Spend Level Remains Low

It has been our expectation that the program would underspend again in 2021 and that was when we expected the new program might be live by early April. After 1 quarter, the spend is \$310,500 against a statutory pace budget of \$750,000, and an actual pace budget (including the rollover of unspent 2020 funds) of \$1,300,000.



Update to CHEAPR Stats By Dealer

Some Stellar Performers; Many Also-Rans

We obtained an updated dataset of CHEAPR rebates by individual dealerships from the program's inception through the end of 2020. It is all pasted below, but a couple of observations first.

There are a small number of dealers that really do great work. Unfortunately, they are not representative. If great work is defined as 100 or more rebates over this duration, these are the 6 companies that have achieved that level.

- A-1 Toyota – 167
- Richard Chevrolet – 126
- Honda of Westport – 126
- Karl Chevrolet – 122
- Lynch Toyota – 117
- Ingersoll Auto of Danbury – 101

This project originally began due to member complaints about poor dealership experiences, followed by a request: Please make a recommendation. I had anecdotal reports of dealerships that do a good job, but nothing systematic or statewide. This approach uses CHEAPR data as a proxy for EV-friendliness.

There are a few considerations to bear in mind. Not all dealers sell CHEAPR-eligible cars. The parameters of the CHEAPR program have changed over the course of the program's life. In particular, the lowering of the MSRP cap in October 2019 causes the exclusion of some vehicles, for example, from BMW and Volvo, that were formerly eligible. The offerings of

manufacturers have changed over time. The cancellation of the Chevy Volt caused a slowdown in the number of Chevrolet rebates. Hyundai has become more aggressive recently about introducing EVs. The Honda Clarity got off to a good start when it was introduced, but Honda then stopped sending it to the state (which may be changing). The new Toyota RAV4 Prime is showing some early promise.

It is for that reason that I have displayed the rebates sorted highest to lowest within make. That way, for example, it can be seen that Danbury Hyundai has a strong record with a make that was barely selling EVs before 2019.

The file that was provided did not have the specific vehicle model for which a given rebate applied. There are some dealerships that sell multiple makes that have CHEAPR-eligible vehicles. I made a judgment and assigned the dealer to the brand with the most rebates. Note to self – work on getting that next time around. Also, in a couple of cases, there may be more than one line for a dealership because the file did not have a consistent naming convention. I cleaned it but may have missed a couple.

This is all of it (except Tesla). If a dealership had zero rebates, it will not appear in the tables below.

It would be best, of course, if DEEP were to publish this information as part of its regular CHEAPR reporting. It is done in other states and would remove the burden for both of us of going through the Freedom of Information Act process.

Finally, this has relevance for the EV Freedom Bill. One of the arguments for the bill is that the conventional dealership model is antithetical to selling EVs, that EVs come into tension with the legacy ICE business. There is more nuance to it than that, but the data largely illustrate this point. It seems like it is a lot harder for a dealership to embrace EVs or more of them would have effectively done so and there

wouldn't be such large differences between the top performers and the laggards.

For those dealerships that are making an effort to sell EVs, if SB 127 passes, they'll be fine. For the others, it will be a shot across the bow to wake up or risk being left behind.

Make	Dealership Name	Count of Rebates
Audi	Audi of Fairfield	5
Audi	Hoffman Audi	5
Audi	Audi of Wallingford	4
Audi	Danbury Audi	2
Audi	New Country Audi of Greenwich	2
Total		18

Make	Dealership Name	Count of Rebates
BMW	BMW of Ridgefield	73
BMW	BMW of Bridgeport	69
BMW	BMW and Mercedes-Benz of North Haven	48
BMW	New Country BMW	39
BMW	BMW of Greenwich	23
BMW	Continental BMW of Darien	18
BMW	BMW of Watertown	2
Total		272

Make	Dealership Name	Count of Rebates
Chevrolet	Richard Chevrolet	126
Chevrolet	Karl Chevrolet	122
Chevrolet	Ingersoll Auto of Danbury	101
Chevrolet	O'Neill's Chevrolet Buick	92
Chevrolet	Maritime Chevrolet	89
Chevrolet	H & L Chevrolet	81
Chevrolet	Grossman Chevrolet Nissan	76
Chevrolet	Chevrolet of Milford	74
Chevrolet	Partyka Chevrolet	61
Chevrolet	The MJ Sullivan Automotive Corner	56
Chevrolet	Vernon Chevrolet	51
Chevrolet	Carter Chevrolet (Inactive 10/6/17)	50
Chevrolet	Blasius Chevrolet	45
Chevrolet	Dave McDermott Chevrolet	44
Chevrolet	Devan Chevrolet	44
Chevrolet	Jackson Chevrolet	41
Chevrolet	Cargill Chevrolet	38
Chevrolet	Woodbury Chevrolet	38
Chevrolet	Northwest Hills Chevrolet Buick GMC	36
Chevrolet	Terryville Chevrolet	36
Chevrolet	Bob Valenti Chevrolet	27
Chevrolet	Gengras Chevrolet	22
Chevrolet	Carter Chevrolet (Inactive 7/26/16)	19
Chevrolet	Scranton Chevrolet of Norwich	15
Chevrolet	Executive Chevrolet	13
Chevrolet	Davidson Chevrolet	11
Chevrolet	Key Chevrolet	5
Chevrolet	Premier Chevrolet	4
Chevrolet	Wow Woodbury Chevrolet	2
Chevrolet	Grossman Chevrolet	1
Total		1420

Make	Dealership Name	Count of Rebates
Chrysler	Gengras Chrysler Dodge Jeep	86
Chrysler	Valenti Chrysler Dodge Jeep Ram	75
Chrysler	Mitchell Chrysler Dodge Ram	9
Chrysler	Scap Chrysler Dodge Jeep Ram	9
Chrysler	Fitzpatrick's Chrysler Dodge Jeep Ram	5
Chrysler	Bolles Motors Inc.	3
Chrysler	Branhaven Chrysler Dodge Jeep Ram	3
Chrysler	Artioli Dodge	2
Chrysler	Capitol Chrysler Dodge Jeep Ram	2
Chrysler	Falveys Motors Inc	2
Chrysler	Madison Chrysler	2
Chrysler	Old Saybrook Chrysler Dodge Jeep Ram	2
Chrysler	Putnam Chrysler Dodge Jeep Ram Kia	2
Chrysler	Troiano Chrysler Dodge Jeep Ram	2
Chrysler	Garavel Chrysler Jeep Dodge Ram	1
Chrysler	Milford Chrysler Jeep Dodge Ram	1
Chrysler	Robert's Chrysler	1
Total		207

Make	Dealership Name	Count of Rebates
Ford	Stevens Ford of Milford	93
Ford	Stamford Ford Lincoln	87
Ford	Crowley Ford Lincoln	53
Ford	Monaco Ford	45
Ford	Ford of Branford	38
Ford	Hoffman Ford	38
Ford	Colonial Ford	35
Ford	Family Ford Lincoln	24
Ford	Bob Thomas Ford	22
Ford	Tasca Ford Berlin	5
Ford	Lombard Ford	4
Ford	Park City Ford	4
Ford	Crest Ford of Niantic	3
Ford	GENGRAS FORD LLC	3
Ford	McMahon Ford	1
Ford	Mitchell Selig Ford	1
Ford	Shaker Family Ford Lincoln	1
Total		457

Make	Dealership Name	Count of Rebates
Honda	Honda of Westport	126
Honda	Manchester Honda	48
Honda	Brandfon Honda	39
Honda	Curtiss Ryan Honda	31
Honda	Liberty Honda	31
Honda	Honda of Danbury	29
Honda	Schaller Honda	24
Honda	Hoffman Honda	23
Honda	Sullivan Honda	22
Honda	Greenwich Honda	20
Honda	Cardinal Honda	11
Honda	Honda of Watertown	11
Honda	Westbrook Honda	11
Honda	Lia Honda	9
Honda	Courtney Honda	5
Honda	Executive Honda	5
Total		445

Make	Dealership Name	Count of Rebates
Hyundai	Danbury Hyundai	54
Hyundai	Stamford Hyundai	49
Hyundai	Brandfon Hyundai	41
Hyundai	Meriden Hyundai	26
Hyundai	Key Hyundai of Manchester	16
Hyundai	Torrington Hyundai Inc	15
Hyundai	Lia Hyundai of Enfield	7
Hyundai	Old Saybrook Hyundai	6
Hyundai	Shaker Family Hyundai	6
Hyundai	Key Hyundai of Milford	5
Hyundai	Central Auto Group	2
Hyundai	Wile Hyundai	2
Hyundai	Devino's Watertown Hyundai	1
Hyundai	Lia Hyundai	1
Hyundai	Quality Hyundai	1
Total		232

Make	Dealership Name	Count of Rebates
Kia	Premier Kia	50
Kia	Executive Kia	42
Kia	Columbia Ford Kia	31
Kia	Kia Of Stamford	6
Kia	Napoli Kia	5
Kia	Shaker Kia	1
Total		135

Make	Dealership Name	Count of Rebates
Mercedes	Mercedes-Benz of Fairfield	7
Mercedes	Carriage House Of New London	5
Mercedes	Mercedes-Benz of Greenwich	1
Total		13

Make	Dealership Name	Count of Rebates
Mini	Mini of Fairfield County	4
Total		4

Make	Dealership Name	Count of Rebates
Mitsubishi	Fairfield Mitsubishi	19
Mitsubishi	Mac Mitsubishi	4
Mitsubishi	Secor Mitsubishi	2
Total		25

Make	Dealership Name	Count of Rebates
Nissan	Crowley Nissan	71
Nissan	Harte Nissan	71
Nissan	George Harte Nissan	46
Nissan	Bruce Bennett Nissan	39
Nissan	D'Addario Nissan	32
Nissan	County Line Nissan	23
Nissan	Nissan of Norwich	22
Nissan	Executive Nissan	17
Nissan	Middletown Nissan	17
Nissan	DeCormier Nissan	16
Nissan	Hoffman Nissan	15
Nissan	Barberino Nissan	13
Nissan	Gates Nissan	12
Nissan	Girard Nissan	12
Nissan	Miller Nissan	6
Nissan	Manchester City Nissan	3
Nissan	Napoli Nissan	3
Total		418

Make	Dealership Name	Count of Rebates
Smart	Smart Center Hartford	4
Smart	Smart Center Fairfield	1
Total		5

Make	Dealership Name	Count of Rebates
Subaru	PREMIER SUBARU LLC	13
Subaru	Reynolds' Garage and Marine	10
Subaru	STAMFORD SUBARU LLC	6
Subaru	Garavel Subaru	5
Subaru	Dan Perkins Subaru Inc	3
Subaru	Schaller Subaru	2
Subaru	Bertera Subaru of Hartford	1
Subaru	Mitchell Subaru	1
Total		41

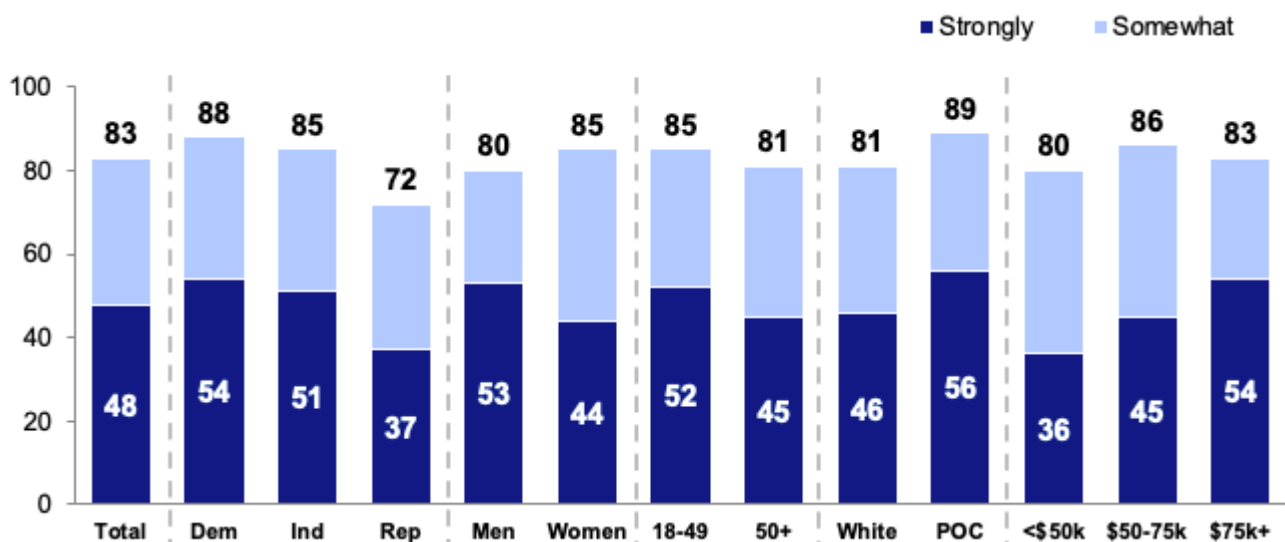
Make	Dealership Name	Count of Rebates
Toyota	A-1 Toyota	167
Toyota	Lynch Toyota	117
Toyota	Hoffman Toyota	83
Toyota	Middletown Toyota	69
Toyota	New Country Toyota of Westport	61
Toyota	Hartford Toyota Superstore	56
Toyota	Westbrook Toyota	56
Toyota	Greentree Toyota	50
Toyota	Torrington Toyota	43
Toyota	Girard Motors	41
Toyota	Toyota of Stamford	40
Toyota	Toyota of Colchester	39
Toyota	Colonial Toyota	36
Toyota	Stephen Toyota	36
Toyota	Charles Toyota	35
Toyota	Toyota of Greenwich	24
Toyota	Gale Toyota	23
Toyota	Curry Toyota	19
Toyota	Toyota of Wallingford	18
Toyota	Dowling Toyota of Litchfield	8
Total		1021

Make	Dealership Name	Count of Rebates
Volkswagen	Gene Langan Volkswagen	33
Volkswagen	VW of Old Saybrook	16
Volkswagen	Gengras Volkswagen of Plainville	9
Volkswagen	Curran Volkswagen	8
Volkswagen	Prestige Volkswagen of Stamford	8
Volkswagen	Bob Valenti VW	6
Volkswagen	VW of Hartford	6
Volkswagen	Crowley Volkswagen	4
Volkswagen	Montesi Volkswagen	4
Volkswagen	Lia Volkswagen	1
Total		95

Make	Dealership Name	Count of Rebates
Volvo	Mitchell Volvo	3
Volvo	GENGRAS VOLVO	1
Volvo	Riley Volvo Cars Stamford	1
Total		5

83% Support for Direct EV Sales in Connecticut

A poll released by the Electric Vehicle (EV) Club of Connecticut shows that a significant majority of Connecticut residents support direct sales from Electric Vehicle companies. 83% of respondents support direct sales of electric vehicles to consumers, and only 17% oppose it. Support for direct sales is bipartisan, broad, and deep across many different demographics and all sections of Connecticut.



Support for direct sales is growing throughout the state of Connecticut and nationwide. Last week, [two letters were released](#)—one from a broad coalition of 27 interest groups representing environmental, free-market, pro-innovation, labor, and consumer protection; another from 75 leading academics—both urging state governments to remove restrictions

on direct sales and service of electric vehicles. Among the academic signers of the letter were 7 former chief economists of the Federal Trade Commission and Department of Justice, and one Nobel Laureate.

Transportation Committee Chair Senator Will Haskell stated, "This poll is astounding. It turns out that the Connecticut State Capitol is the only place where selling Electric Vehicles directly to consumers is controversial. It's time for the legislature to listen to the will of the public, pave the way for 21st Century jobs, and give consumers a choice as to where they buy their next car."

Barry Kresch, President of the EV Club of Connecticut noted, "These results, while overwhelmingly favorable, are not a surprise. This is exactly what I hear all the time on a more informal basis. It is reflected in the fact that everyone who testified at the public hearings who was not associated with a dealership was in favor of the bill. I get asked all the time why we force people to go out of state to buy the EV of their choice. It's time we listen to consumers, accelerate EV adoption, and embrace innovation."

"The poll conducted by GQR is proof positive that Connecticut consumers believe in the freedom to choose how they wish to purchase their vehicles," said James Chen, Vice President of Public Policy at Rivian Automotive. "Senate Bill 127, which would allow the direct sales of electric vehicles in the state of Connecticut would be an obvious win-win for Connecticut drivers, the free-market, and the state's environmental goals."

GQR conducted a survey of 500 likely 2022 general election voters in Connecticut from April 16-18, 2021. The survey was conducted via cell phones using a text-to-web platform. The margin of error is +/- 4.4 percentage points at the 95 percent confidence interval; the margin of error is higher among subgroups. Electric Vehicle (EV) manufacturers Lucid Motors,

Rivian, and Tesla sponsored the poll.

This is the question wording: “As you may know, the Connecticut General Assembly is considering a bill to change existing laws related to vehicle sales. This bill will allow electric-vehicle manufacturers such as Tesla, Rivian, and Lucid to open their own brick-and-mortar stores in the state, where they can sell vehicles directly to consumers rather than going through traditional car dealerships. Do you support or oppose this bill to allow direct sales from electric-vehicle manufacturers in Connecticut?”

About [GQR](#): “For almost four decades, we have used innovative polling and opinion research to help leading candidates, parties, government leaders, corporations, and advocacy groups across the United States and around the world.”

Congressman Himes to Speak to EV Club

Join the EV Club for our next Zoom meeting on April 15th at 6:45 when U.S. Representative Jim Himes of Connecticut’s fourth congressional district will speak to us about what we can expect for EV policy as the Biden Administration pushes major infrastructure legislation. The Congressman was first elected to his current position in 2008 and has been a supporter of progressive environmental policies.

We have only a limited amount of time with him, 30 minutes, and I am looking to have questions teed up for him because it will be too much to try and traffic cop in that limited time. Some of the things that are pending are modification of the federal EV purchase incentive, an updated cash for clunkers,

EVSE infrastructure, EVs in the federal fleet, changes to CAFE, MHD standards, and other possible policy levers.

Registration required:

<https://us02web.zoom.us/meeting/register/tZMlf-6hqzIrHtSyDlPHR4Cht011A0wdRhZn>

If anyone would like to suggest a question, please do so in the comments or via the contact form.

Feb. CHEAPR Data And A Delay For The New Incentives?

Fleeting Model Y Rebate

February rebate data show 72 rebates awarded, totaling \$59,000. January was restated and increased from 68 to 77 rebates with a total spend of \$82,500.

The leading vehicle in terms of Feb. rebates was the Toyota Prius Prime, which accounted for 22 of the rebates, and was followed by the newer Toyota PHEV, the RAV4 Prime, with 11. The RAV4 has been showing early signs of life. We don't know if the vehicle is supply constrained in CT as it is still being rolled out. These were the only two vehicles in double figures. With these two PHEVs dominating the rebates, the spend level was considerably lower than January.

The Model 3 accounted for only 2 rebates. As we have seen, the number of Model 3 rebates fluctuates wildly because only the base level is eligible for the incentive. The CHEAPR rebates

don't track with overall sales of the vehicle. There were 4 Model Y rebates which is unlikely to continue. Tesla first reduced the price of the basic Model Y, which is why some of them qualified for incentives, but it subsequently pulled the vehicle off its online configurator.



This was a tweet from Elon Musk that was published in Car and Driver. It was the sub-250

mile range that did not meet its standard of excellence. Off menu means it can still be ordered, but only by phone or in person in a showroom. It would not be surprising to see Tesla make some tweaks to the vehicle and then return it to the entrées. (UPDATE – We have heard that Tesla is not taking any new orders, not even off the menu, for the MY SR. If we are able to find out more details, we will update again.)

The CHEAPR board adopted a [new incentive](#) structure in February. The expectation was that it would become live on or about April 1. Some time was needed for the software implementation. As of this writing on 3/27, there is nary a word on the CHEAPR website, nor a peep from DEEP. Communication is not DEEP's forte. No board meetings have been held since the new incentives were adopted and none have been announced. We are trying to find out if significant delays have been encountered.

These are the rebates by model for February:

Rebates by Make

