

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	Fitzpatricks 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

Where Should I Buy an EV?

Data from the Center for Sustainable Energy Helps Us Identify EV-friendly Dealers

We regularly field inquiries from club members and others asking for dealer recommendations. Usually, it follows a negative interaction with a dealership, when they walked in mistakenly thinking their inquiry about purchasing an EV would be well received. Not so fast!

It has been well documented, in the [NY Times](#), in 2 [Sierra Club shopper studies](#), and other reporting, that many dealers are indifferent or even hostile to EVs. But there are *some* dealerships that make an effort to sell EVs. To help guide consumers interested in non-Tesla EVs, we obtained from the Center for Sustainable Energy (CSE), the consultant that manages the CHEAPR incentive program for the Department of Energy and Environmental Protection (DEEP), the number of rebates by dealership from the program's inception in 2015 through August 11, 2020.

I am using rebates as a rough proxy for sales/EV-friendliness. It's the best we can do. You won't find retailers of expensive vehicles, for example, a Jag or an Audi, on this list because the cost of the vehicles exceeds the MSRP eligibility cap.

Consumers are eligible for one rebate lifetime, so repeat customers are not included. Some dealers may end up on our list in spite of themselves. But we can still use this directionally. Tesla is not included since it doesn't have dealers.

We are covering a 5+ year period and understand that EV models come and go. Some manufacturers got out of the gate quickly (Tesla, GM, Nissan), while others came later to the party. The Chevy Volt, once the most widely registered EV in the state, has been discontinued. A couple of years ago, Honda introduced a PHEV Clarity that generated a fair number of sales. Since then, it has greatly slowed, reportedly due to distribution having been curtailed. There have also been 5 changes made during this period made by DEEP to rebate size and the MSRP price cap that determines eligibility. Finally, some dealers have multiple stores that were not separated in this dataset.

One-Third of Dealerships have not Awarded a Single Rebate

There are 270 franchised auto dealerships, according to their trade association (Connecticut Automotive Retailers Association) in CT. 185 of them have made a sale or lease associated with one or more rebates. Less than half, specifically 104, have disbursed 10 or more rebates and only 28, or about 10%, have awarded 50 or more rebates. (The denominator is somewhat inflated due to some dealers that don't retail eligible plug-ins.)

The Top EV Dealers

These are the 5 dealers that have awarded more than 100 rebates.

- **A-1 Toyota (New Haven)**
- **Honda of Westport (Westport)**

- **Richard Chevrolet (Cheshire)**
- **Karl Chevrolet (New Canaan)**
- **Lynch Toyota (Manchester)**

Below are other top dealers for different makes that had between 50 and 100 rebates. Some makes haven't had any dealer exceed 50 rebates.

GM – Ingersoll Auto (Danbury), O'Neill's Chevrolet/Buick (Avon), H&L Chevrolet (Danien), Maritime Chevrolet (Fairfield), Grossman Chevrolet/Nissan (Old Saybrook), Chevrolet of Milford (Milford), Partyka Chevrolet (Hamden).

Toyota – Hoffman Toyota (West Simsbury), New Country Toyota of Westport (Westport), Middletown Toyota (Middletown), Hartford Toyota Superstore (Hartford), Westbrook Toyota (Westbrook)

Ford – Steven's Ford (Milford), Stamford Ford/Lincoln (Stamford), Crowley Ford/Lincoln (Plainville)

Nissan – Grossman Chevrolet Nissan (Old Saybrook), Harte Nissan (West Haven), Crowley Nissan (Bristol)

BMW – BMW of Ridgefield (Ridgefield), BMW of Bridgeport (Bridgeport)

Finally, 2 stores that handle numerous brands:

Valenti Auto Sales (multiple locations) – Audi, VW, Porsche, Maserati, Fiat, Volvo, Alpha Romeo, Jaguar. (We presume most of the rebates come from VW.)

MJ Sullivan Automotive Corner (New London) – Chevrolet, Buick, Cadillac, Hyundai, Genesis

It should be acknowledged that this is a changing landscape. We are relying on the past as prologue to predict EV-friendliness and we hope it proves useful. As the EV landscape evolves and new models are introduced, we will update the data to the extent that it is available. We anticipate it will

be. Going forward, the CSE has advised they will be making more granular data available with their normal releases of CHEAPR data.

Show us Dealership-Level Data

Dealership Data Request

The club regularly gets requests for dealer recommendations. Usually, this follows a poor dealership experience. We have an informal list of some dealers that have been recommended by members, but it is not complete and doesn't cover the whole state.

So we would like to let the data do the talking to the extent it can. Our objective is to publish a list of top dealers for each brand and we hope to have representation across the state.

We made the request to CHEAPR, which is run by the Center for Sustainable Energy (CSE), on June 23. On July 7, they advised that they were working on it. We are still waiting as of this writing on July 26th. Hopefully, we will receive it soon.

We will be using rebates as a proxy for sales and it is imperfect. When we publish the data, we will describe in detail what it represents and its limitations. We have asked for granular data. We will cut and sort the data to make it as clean as possible, perhaps by brand by county.

There was a recommendation in the DEEP EV Roadmap to create a dealer recognition program. We support this as long as it isn't vaporware. If it proves to be truly robust and stays up to date, then we may back off of the data.

We hope to be able to post the actual data soon. This doesn't seem like a difficult request.