



Meeting Minutes

December 16, 2021 CHEAPR Board Meeting via ZOOM || [View Recording](#)

Present: See [Attachment A](#)

Next meeting: March 17, 2022

Prepared by: Katie Katrichis, DEEP

I. Call to Order and Announcements

Meeting started at **3:03 pm**.

Commissioner Dykes' designee Air Bureau Chief Tracy Babbidge called the meeting to order and provided opening remarks.

Roll call of Board Members: Matt Macunas, Jody Ellant, DCP Commissioner Michelle Seagull, DOT Deputy Commissioner Garrett Eucalitto, Amy McLean, Tony Cherolis. There is a quorum.

Approval of 9/22 meeting minutes. Motion to approve by Garrett Eucalitto. Matt Macunas seconded.

II. Committee Reports

1. Marcus Gilmore from the Center for Sustainable Energy (CSE) briefed the CHEAPR Board on an overview of the program's status, including a progress report on the remaining budget and the status of planning outreach to community-based organizations (CBOs).
 - Outreach: Partnership with Sustainable CT → CBO that will help disseminate information about the CHEAPR program and distribute to the contacts in their network.
2. Budget Update: Admin expenditures have outpaced estimated administrative expenditures due to the one-time cost of program launch in June of this year.
 - Funding projections for EOY 2021: \$1.9M in rebates awarded from 1529 applications.
 - \$3M in funds from the 2021 budget left as of 11/30/2021.
3. CHEAPR Rebate Applications
 - Rebates approved in 2021 include:
 - Point of Sale: 668
 - Rebate+ (New): 4
 - Rebate+ (Used): 6
 - Approvals by Month: peaks in April and July
 - A graph of rebate by vehicle type can be found in the Board Presentation
 - Board Member McLean: Asked for clarification on the time period the statistics cover, Marcus Gilmore responded that it is since the June launch. Board member McLean asked for a clarification of what the maximum rebate is and commented that the maximum rebate should be clarified that it is only for fuel cell vehicles and that the program should market reasonable expectations.
4. Expanding CHEAPR outreach efforts by partnering with community-based organizations.
 - CSE is developing consumer focused collateral that will be available on the CHEAPR website. The materials will include videos and factsheets.
 - Existing collateral is being translated into Spanish to expand upon the equitable distribution of program materials.



5. Marcus Gilmore discussed expanded CBO partnerships including:
 - CSE has partnered with Sustainable CT to expand outreach. Board Member McLean suggested that additional outreach is necessary as there are a number of necessary stakeholders (i.e. used car dealers) who are not aware of CHEAPR and program benefits. Board Member Cherolis suggested expanding social media outreach and remarked that current CHEAPR income eligibility requirements target families that have income that is too low. Moderate income families are not eligible for those programs.
 - Board Member Macunas asked if there are other jurisdictions that have experienced similar results and CSE will look into this.
6. Paul Farrell (DEEP) presented to the Board the most current data on EV sales and in Connecticut and drew comparisons to EV sales in other states that adopted CA clean car programs under Section 177 of the federal Clean Air Act.
 - 4.7% of light-duty vehicle sales were EVs from Jan 2016 – Sep 2021
7. Vote: Approval-Extension of the Current Rebate Structure into 2022
Motion was made by Tracy Babbidge on behalf of Commissioner Dykes. Board Member Cherolis seconded the motion.

Discussion: Tracy Babbidge suggested understanding the burn rate and necessary adjustments at the next CHEAPR Board meeting. Board Member Cherolis suggested looking at the MSRP cap to adjust to inflation in costs. Board member Ellant expressed concern that the budget could be readjusted or removed if it is underspent. Board member Macunas expressed concern about busting the budget and suggested that additional analysis was necessary.

Vote: See [Attachment B](#) for a result of the roll call vote.

8. Board Member Cherolis motioned to increase the MSRP cap to \$45,000 in addition. Amy McLean seconded the motion.

Discussion: Tracy Babbidge asked whether this was possible to do this administratively. Paul Farrell commented that there would be administrative costs on a budget that is already overspent administratively. Board Member Eucalitto suggested that more analysis would be necessary to project how sales data and budget utilization would be impacted. Board member Macunas expressed enthusiasm about the prospect of a higher MSRP but stated that he would like to see financial modelling before he could support this motion.

Vote: See [Attachment B](#) for a result of the roll call vote.

9. Tracy Babbidge presented on the ongoing Board Recruitment effort. One application was received. DEEP is in conversation with the staff of two state senators who are each responsible for appointing one board member. For the other vacancies, Tracy encouraged current Board members to refer any qualified individuals in their networks. Board Member Cherolis introduced Creighton Randall and recommended him for the "Fleet Manager" Board appointee position.

10. Paul Farrell presented on the Program Review Process.

III. Board Roundtable

1. *Legislative Session Items: Board Member Cherolis highlighted a bill from 2021 that would require an equity study and classify an electric bicycle as a vehicle. Paul Farrell indicated that there are no proposals from DEEP that would affect CHEAPR.*
2. *Proposed Federal Changes to EV Rebate. Board Member Cherolis brought up that there might be an increase in federal tax credits.*



3. *Fuel cell options: the Board addressed that the higher value for FCEV rebates on CHEAPR Board promotional materials can be misleading. Presently, FCEVs are not available for purchase in Connecticut because of the scarcity of hydrogen fueling stations. Messaging should be amended to make it clearer that the average rebate is more realistic than current messaging that cite maximum rebates.*
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IV. Public Comments

1. Barry Kresch, EV Club of Connecticut. The number of rebates reported is not accurate. Publicly available data on the website is lagging. Suggested more aggressive rebate amounts instead of raising the MSRP cap. PURA and Build Back Better should be included in outreach items.
 2. Gannon Long, Policy Director at Operation Fuel. Agrees with increasing outreach. CHEAPR's Website design should be streamlined. Enhancing the ease of navigation on the website would help to make information available for people interested in applying to serve on the Board and would also generally help to boost public engagement and transparency. The Board should explore adding a PURA expert to the open position.
 3. Daphne Dixon commented that there should be more direct outreach in the communities, with dealerships, with consumers. Clean Cities experience is that many people are not aware of the program.
 4. Corbin Lissabet, 2022 is going to be a paradigm shift for the market with many new models being released from Toyota, Subaru, and Ford. The MSRP cap needs to be raised to a minimum of \$50k to encompass this flurry of new models that will be in that price range. The VW ID.4 will receive a price increase for the next model year, most likely putting it above the \$42k price cap. The fact that most vehicles sold here will be AWD should also be taken into account when choosing an MSRP cap as this is significant cost increase (\$3-5k) over a FWD or RWD version. Dealers are going to want to stock more profitable models.
 5. Creighton Randall, Mobility Development. Clean Mobility Options program in California could inform the Boards future actions. Affirmed interest in an appointment to the CHEAPR Board.
 6. Charles Rothenberger, Save the Sound, CT EV Coalition. Written comments submitted. Thank you for extending the enhanced rebate levels. The program has trailed MA and NY, which could be a function of marketing and outreach. Support raising the MSRP cap to \$50k. Post-sale qualification is a barrier to adoption of rebate+, especially for LMI customers. Connecticut should explore prequalification. Website design should be reexamined. The FAQ is broken and the CHEAPR website isn't very user-friendly in general. Rebates by dealership should be included.
 7. Chris Phelps. Environment Connecticut, CONNPIRG. Agrees with Charles Rothenberger's comments. Staff should consider "what are the goals of this program and how are we accelerating adoption of EVs by consumers?"
 8. Paul Braren. The first, third, and fourth (75% of sales) most popular EV vehicles are not eligible and would not be eligible for a rebate even under a \$45k cap. Expressed support for a cap in the \$55k-\$60k range.
 9. Board Member Cherolis. Highlighted the EO signed by Governor Lamont on December 16, 2021, which includes a vehicle miles traveled reduction goal.
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V. Adjournment

The meeting was closed by Tracy Babbidge.

The next Board Meeting will be held on March 17, 2022

Meeting adjourned at **4:59 pm.**



Attachment A: Attendee Report

1. Tracy Babbidge
2. Paul Farrell
3. Paul Kritzler
4. Walter Barozi
5. Betsey Wingfield
6. Katie Katrichis
7. phone number? 12039808959
8. Tony Cherolis, Hartford (he/him)
9. Amy McLean Acadia Center
10. Barry Kresch
11. Brad Weeks
12. Charles Rothenberger
13. Chris Phelps
14. Commissioner Seagull - DCP
15. Corbin Lissabet
16. Creighton Randall
17. Daphne Dixon
18. Gannon Long
19. Garrett's iPhone
20. Jessica Moreno
21. Kaitlyn Cyr
22. Kate Rozen
23. Larry Thompson
24. LKowalski
25. Lori Demaine
26. Marcus Gilmore (he/him)
27. Matt Macunas
28. Meghan Portfolio
29. Paul Aresta
30. Paul Braren, EV Club of CT TinkerTry.com/EVs
31. Paul Wessel
32. Sarah Frywell
33. Starley Arias
34. Thomas Regan-Lefebvre
35. Zack Kahn



Attachment B: CHEAPR Board Voting Record

Vote Key	
A:	Abstain
Y:	Yea
N:	Nay
NP:	Not Present

Vote 1: Adoption of the September Meeting Minutes						
All members voted to approve the minutes.						
Vote 2: Initial Motion and Vote to Extend Current Rebate Structure						
<i>The CHEAPR Board has reviewed the current forecast of all CHEAPR rebates to be awarded in 2022. As of December 16, 2021 only 52% of the deployment goal has been reached and the current CHEAPR incentive structure expires on December 31, 2021. The CHEAPR Board votes to extend the availability of the current rebate structure through 2022, with a quarterly review of progress until funds are expended.</i>						
The following is the result of the vote at 4:11 pm:						
Total Number Voting:	8					
Necessary for Adoption:	Majority					
Those voting Yea:	5					
Those voting Nay:	2					
Those absent and not voting:	1					
Vote	Board Member		Vote	Board Member		
Y	1	Katie Dykes*	-	7	-	
Y	2	Matt Macunas	N	8	Jody Ellant	
Y	3	Michelle Seagull	NP	9	Bradley Hoffman	
Y	4	Amy McLean	Y	10	Garrett Eucalido	
-	5	-	-	11	-	
N	6	Anthony Cherolis	-	12	-	
Vote 3: Subsequent Motion and Vote to Amend Rebate Structure in 2022						
<i>The CHEAPR Board votes to modify the established incentive structure for 2022 to raise the maximum MSRP eligible for a rebate from \$42,000 to \$45,000.</i>						
The following is the result of the vote at 4:23 pm:						
Total Number Voting:	8					
Necessary for Adoption:	Majority					
Those voting Yea:	2					
Those voting Nay:	4					
Those absent and not voting:	2					
Vote	Board Member		Vote	Board Member		
N	1	Katie Dykes*	-	7	-	
N	2	Matt Macunas	A	8	Jody Ellant	
N	3	Michelle Seagull	NP	9	Bradley Hoffman	
Y	4	Amy McLean	N	10	Garrett Eucalido	
-	5	-	-	11	-	



Y	6	Anthony Cherolis		-	12	-		

**Tracy Babbidge voted on behalf of Commissioner Dykes*