



# Connecticut Department of Energy and Environmental Protection



Thursday, December 16, 2021 3:00-5:00 PM

# Draft Board Agenda

## 3:00 PM Chair Commissioner Dykes Call to Order

Introductions

Approval of the September 22, 2021 CHEAPR Board Meeting minutes

## 3:15 PM CHEAPR Program Update

- Program Update, Marcus Gilmore, Center for Sustainable Energy (CSE)
  - Budget Update
  - CBO Outreach Plan
- Extending Stimulus through 2022, Board Action Required
- Board Recruitment, Tracy Babbidge
- Program Review, Paul Farrell

## 4:15 PM Public Comments

Adjourn



## Approval of the September 22, 2021 Minutes



# CHEAPR Budget



- Budget as of *November 30<sup>th</sup>*
- See board packet for a higher resolution copy of the budget update

Notes
(1) Admin cap of 11.5% for CHEAPR 2.0 and 12.5% for CHEAPR 3.0.
(2) Bridge funding added to the program May 6, 2020.
(3) Rebates paid 1/27/20-6/12/20 (226 vehicle rebates).
(4) Rebates paid 6/15/20 through 12/8/21 (1,723 vehicle rebates).
(5) Rebates approved and in process but not yet paid as of 12/8/2021 (65 vehicles)

## CHEAPR Board Meeting - December 16, 2021

### Budget Update

January 1, 2020 through November 30, 2021

	Rebate Funds	Admin Funds (1)	Total Funds
<b>Contract Funding Summary:</b>			
Air Funding (CHEAPR2 Bridge Funding) (2)	\$ 260,000.00	\$ 65,000.00	\$ 325,000.00
Year 1 (2020) Funding	\$ 2,625,016.00	\$ 374,984.00	\$ 3,000,000.00
Year 2 (2021) Funding	\$ 2,625,016.00	\$ 374,984.00	\$ 3,000,000.00
Subtotal Program Funding	\$ 5,510,032.00	\$ 814,968.00	\$ 6,325,000.00
CHEAPR2 Rebates (Vehicle) Paid	\$ (246,500.00)		\$ (246,500.00)
CHEAPR2 Rebates (Dealer) Paid	\$ (13,400.00)		\$ (13,400.00)
Subtotal CHEAPR2 Incentives Paid (3)	\$ (259,900.00)		\$ (259,900.00)
CHEAPR3 Rebates (Vehicle) Paid	\$ (1,954,750.00)		\$ (1,954,750.00)
CHEAPR3 Rebates (Dealer) Paid	\$ (122,925.00)		\$ (122,925.00)
Subtotal CHEAPR3 Incentives Paid (4)	\$ (2,077,675.00)		\$ (2,077,675.00)
CHEAPR3 Pipeline:			
Rebates Approved (Vehicle)	\$ (18,000.00)		\$ (18,000.00)
Rebates Approved (Dealer)	\$ (1,500.00)		\$ (1,500.00)
Rebate in Process (Vehicle)	\$ (57,750.00)		\$ (57,750.00)
Rebate in Process (Dealer)	\$ (4,050.00)		\$ (4,050.00)
Subtotal CHEAPR3 Pipeline (5)	\$ (81,300.00)		\$ (81,300.00)
Jan'20-June'20 Admin Costs - CHEAPR2 Bridge Funding		\$ (65,000.00)	\$ (65,000.00)
June'20-May'21 Admin Costs - CHEAPR3 (~ 12 months)		\$ (403,997.07)	\$ (403,997.07)
June'21 Admin Costs		\$ (40,640.84)	\$ (40,640.84)
July'21 Admin Costs		\$ (35,294.32)	\$ (35,294.32)
Aug'21 Admin Costs		\$ (48,627.56)	\$ (48,627.56)
Sept'21 Admin Costs		\$ (37,810.46)	\$ (37,810.46)
Oct'21 Admin Costs		\$ (45,218.70)	\$ (45,218.70)
Nov'21 Admin Costs - Draft		\$ (35,000.00)	\$ (35,000.00)
Total Funds Utilized through 11/30/2021	\$ (2,418,875.00)	\$ (711,588.95)	\$ (3,130,463.95)
Estimated Remaining 2020 + 2021 Funding	\$ 3,091,157.00	\$ 103,379.05	\$ 3,194,536.05
<b>Estimated Funds on Hand:</b>			
CHEAPR2 Bridge Funding Received	\$ 259,900.00	\$ 65,000.00	\$ 324,900.00
Additional Funds received	\$ 2,521,725.00	\$ 674,984.00	\$ 3,196,709.00
Total CHEAPR3 Funds Received	\$ 2,781,625.00	\$ 739,984.00	\$ 3,521,609.00
Funds Held by DEEP/DMV	\$ 2,728,407.00	\$ 74,984.00	\$ 2,803,391.00
Funds Held by CSE	\$ 362,750.00	\$ 28,395.05	\$ 391,145.05
Total	\$ 3,091,157.00	\$ 103,379.05	\$ 3,194,536.05



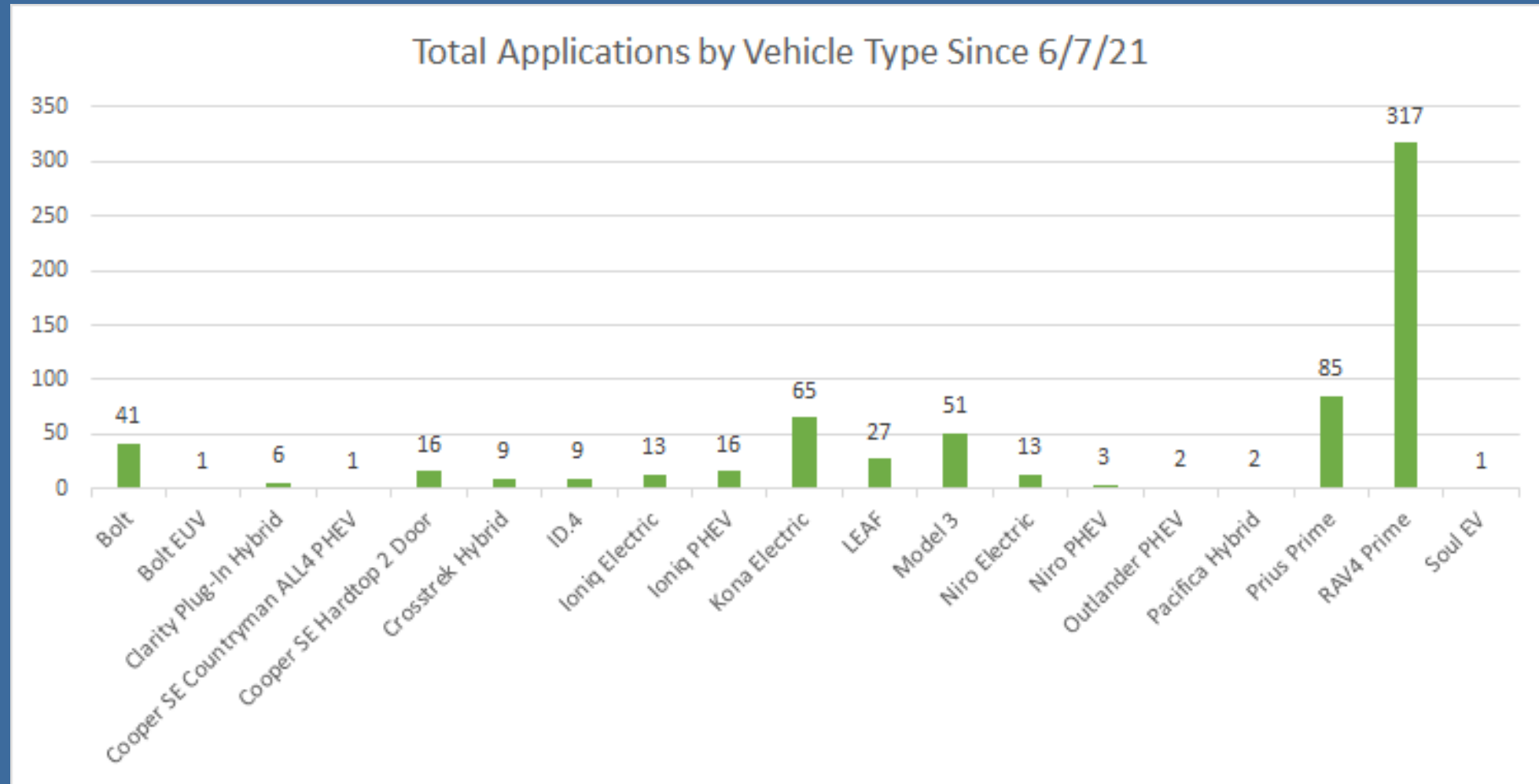
- CHEAPR Rebate+ launched on June 7, 2021
- Current Dealerships Enrolled: **128**
- Number of Rebates Approved Since Rebate+ Launch:
  - Point of Sale: **668**
  - Rebate+ New: **4**
  - Rebate+ Used: **6**



# CHEAPR Applications Approved in 2021



# CHEAPR Applications by Vehicle Type



# Rebate+ Update

- CHEAPR Rebate+ launched on June 7, 2021
- Current Dealerships Enrolled: **128**
- Number of Rebates Approved Since Rebate+ Launch:

Point of Sale	Rebate+ NEW	Rebate+ USED
668	4 SSI SNAP Medicaid CEAP	6 Head Start Medicaid(4) NSLP







## 6.4 Support Zero Emission Vehicle Deployment

5 Points



• THIS ACTION HAS VARIABLE POINTS: 5 – 45

### What to Do

*The more you do, the more points you earn.*

1. Sponsor or host a ZEV promotional event or education workshop with a community partner or third-party. For example, host a vehicle showcase day or educational session on the costs and benefits of ZEV ownership, etc. **(5 points)**

- Collateral Update
  - Consumer Overview
    - New piece of consumer-focused collateral that will be an overview for consumers
    - In process
    - Will be available online to download
    - Will be Translated
  - Translation
    - CT DEEP translated current collateral into Spanish
    - CSE reviewing
  - Printing
    - CT DEEP able to print and mail out collateral as requested





## CONSUMERS

- Additional Assistance for Consumers
- Community Based Organizations (CBOs)
- Utilities
- Public Assistance Programs
- Department of Motor Vehicles (DMV)
- Neighborhood Councils
- Community Colleges



## DEALERSHIPS

- Quarterly Content for Connecticut Automotive Retailers Association (CARA) Newsletter
- CHEAPR Dealership Quarterly Newsletters
- Dealership Landing Page
- Continued Phone and Email Support



# Sales and Registration Update



- Sales in 2021 have been slowed by product availability due to supply and chip shortage issues.
  
- NESCAUM Quarterly Data [here](#)



# Rebate Funding Projections

Rebate Category	Application Type	Rebates	Applications	Time Period
2021 Rebates Awarded	Rebate+ Used	\$ -	-	
2021 Rebates Awarded	Rebate+ New	\$ 22,000	10	
2021 Rebates Awarded	Standard	\$ 1,623,325	1,330	
	<b>Subtotal Rebates Awarded</b>	<b>\$ 1,645,325</b>	<b>1,340</b>	as of 12/8/21
Salesforce Pipeline	Rebate+	\$ -	-	
Salesforce Pipeline	Standard	\$ 81,300	65	as of 12/8/21
Mail Backlog	Rebate+	\$ -	-	
	<b>Subtotal Rebates in Process</b>	<b>\$ 81,300</b>	<b>65</b>	
Forecast	Rebate+ Standard	\$ 179,700	124	Remaining Dec.
	<b>Forecast Subtotal</b>	<b>\$ 179,700</b>	<b>124</b>	
	<b>Forecast- Total awarded by 2021</b>	<b>\$ 1,906,325</b>	<b>1,529</b>	

DEEP Goal Tracking	Rebate Goal	Applications
DEEP Goal- 2021	\$ 4,700,000	2552
Projected Goal Attainment- 2021	\$ 1,906,325	1529
Current Goal Attainment- YTD	\$ 1,645,325	1340



# Retain Current Incentive Structure Through 2022

The current incentive structure includes the standard rebate plus the stimulus funding.

Due to surplus in the budget and continued low rebate volumes CT DEEP recommends continuing with current incentive levels through 2022.

Post Purchase Incentives		
Vehicle Type	Rebate+ New	Rebate+ Used
PHEV	\$1,500	\$1,125
BEV	\$2,000	\$3,000
FCEV	\$2,000	\$7,500

Point of Sale Purchase or Lease Incentives	
Vehicle Type	CHEAPR Rebate*
Plug-in Hybrid Electric Vehicle (PHEV)	\$750
Battery Electric Vehicle (BEV)	\$2,250
Fuel Cell Electric Vehicles (FCEV)	\$7,500

\* CHEAPR rebates have increased for a limited time through December 31, 2021 or until funds are exhausted, whichever comes first. Dealer incentive amounts have not changed. \*Eligible Applicants can combine the Standard and Rebate+ amounts for new vehicles. Applicants must qualify to receive this amount.

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.



# CHEAPR Board Recruitment

- DEEP posted a [vacancy announcement](#) to recruit Board members in September and received one application thus far.
- DEEP will continue to recruit and publicize vacancy opportunities and engage with EJ groups directly.
- Please pass along ideas and opportunities to recruit new Board members!



# Program Review Process

Annual Review

Analyze First Year Program Data  
+  
Analyze Budget

Identify  
+  
Recommend

Identify Options  
+  
Recommend Program Changes  
(Within Program Budget)

Board Input  
+  
Next Steps

Present to Board for Discussion  
+  
Public Input (Comment?)

## Sec. 22a-202.

(b) On and after January 1, 2020, until December 31, 2025, inclusive, the board shall establish and administer a program to provide rebates that total at least three million dollars annually to residents of this state who

- (1) purchase or lease a battery electric vehicle, plug-in hybrid electric vehicle or fuel cell electric vehicle, or
- (2) purchase a used hydrogen vehicle or electric vehicle. The board shall establish and revise, as necessary, appropriate rebate levels and maximum income eligibility for rebates for used hydrogen vehicles or electric vehicles. ***The board shall evaluate such program on an annual basis.***





- Expand outreach opportunities, focus on LMI communities.
- Solidify partnerships with dealers and continue dealer training.
- Continue recruitment efforts to address Board vacancies and increase diversity.
- Prepare program evaluation for Board review and comment at the March meeting.



# Quarterly Meeting Schedule



## CHEAPR BOARD MEETINGS for 2022

Thursday, March 17<sup>th</sup> from 3:00-5:00 PM

Thursday, June 16<sup>th</sup> from 3:00-5:00 PM

Thursday, September 15<sup>th</sup> from 3:00-5:00 PM

Thursday, December 15<sup>th</sup> from 3:00-5:00 PM



# Public Comments

