



# CHEAPR BOARD MEETING

Bureau of Air Management  
September 11, 2025

# AGENDA



3:00 PM	Welcome
3:15 PM	Approval of March 13, 2025, CHEAPR Board Meeting Minutes (No Quorum 6/12) Approval of June 12, 2025, CHEAPR Board Meeting Minutes Approval of July 29, 2025, CHEAPR Ad-Hoc Briefing Minutes EV Data Update Budget Update Program Updates: <ul style="list-style-type: none"><li>• eBikes Round 2 and Round 3 Update</li><li>• Changes in Incentive Levels</li><li>• Program Metrics</li><li>• CHEAPR 3.0</li></ul>
4:00 PM	Board Discussion
4:15 PM	Public Comments Adjourn



# ROLL CALL / PREVIOUS MINUTES



## Quorum

Approval of the March 13<sup>th</sup>,  
June 12<sup>th</sup> & July 29<sup>th</sup>, 2025,  
Minutes

Here are the links to the  
previous meeting minutes:

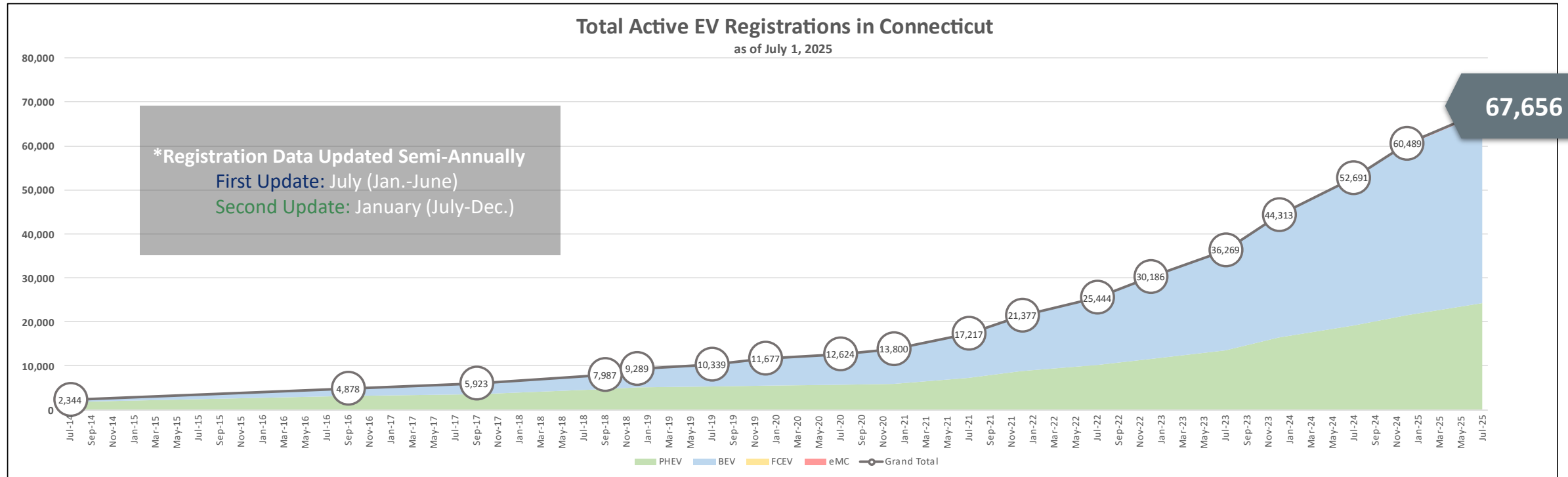
[March](#), [June](#) and [July \(Ad Hoc\)](#)

Current Board Members	
Current Appointing Authority	Board Member
DEEP Commissioner or designee	DEEP Commissioner Designee Emma Cimino
DEEP Commissioner designee	---
DCP Commissioner or designee	DCP Commissioner Bryan Cafferelli
Green Bank President or designee	Kevin Moss
PURA chairperson or designee	Julia Dumaine/Jason Small
Senate Pro Tempore: Sen. Looney	Paul Wessel
Senate Majority Leader: Sen. Duff	Eric Sandstrom
House Minority Leader: Rep. Candelora	Jody Ellant
Senate Minority Leader: Sen. Kelly	Bradley Hoffman
House Chair of TRA	Kate Rozen

The background features a stylized landscape with a yellow sun in the top right, green hills in the middle, and light blue water at the bottom. All elements are separated by thick, dark blue outlines.

## EV and Program Statistics

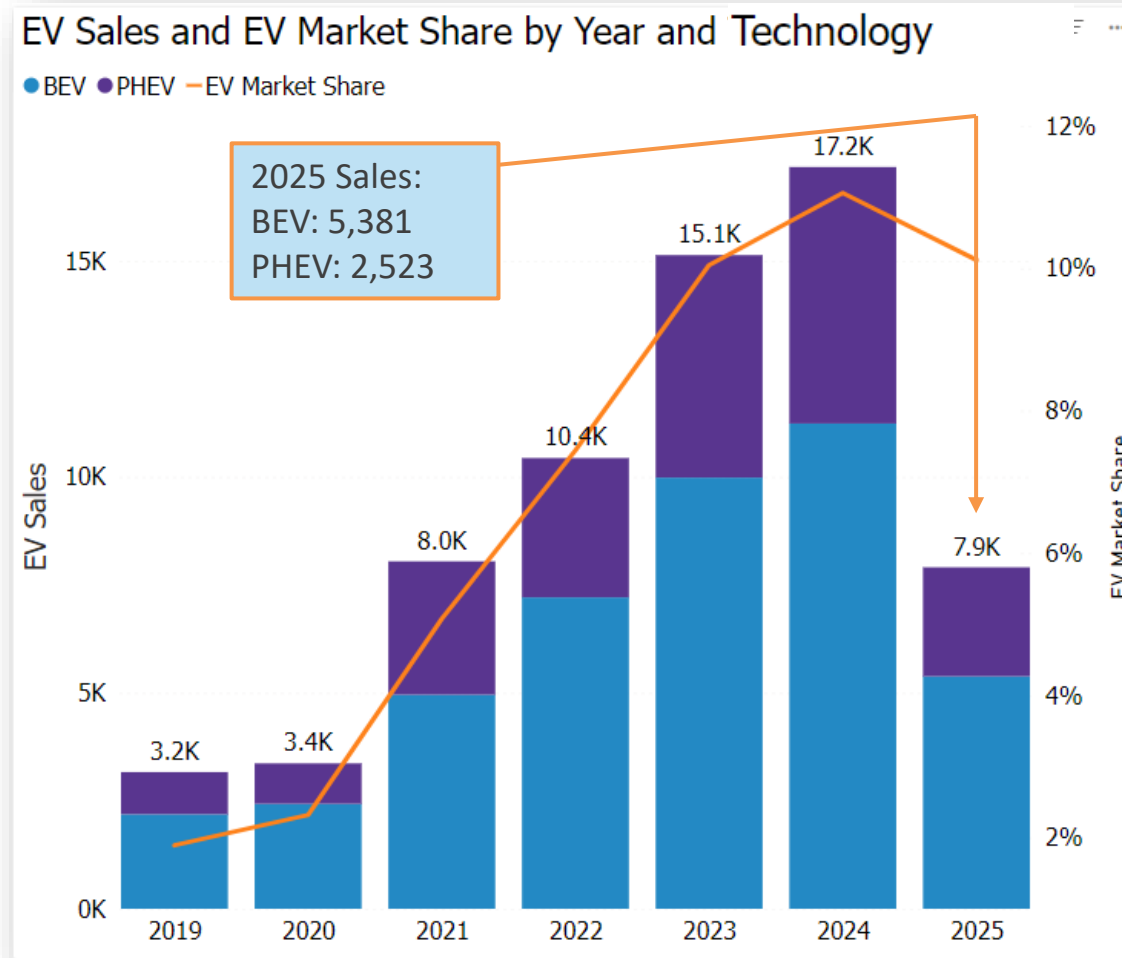
# CT EV REGISTRATIONS



EVs Registered in CT on:

	Jul-14	Sep-16	Sep-17	Sep-18	Dec-18	Jul-19	Dec-19	Jul-20	Dec-20	Jul-21	Dec-21	Jul-22	Dec-22	Jul-23	Dec-23	Jul-24	Dec-24	Jul-25
<b>BEV</b>	621	1,811	2,371	3,280	4,208	5,099	6,172	6,874	7,880	9,861	12,513	15,268	18,509	22,695	27,709	33,386	38,589	43,141
<b>PHEV</b>	1,723	3,066	3,549	4,705	5,063	5,220	5,480	5,722	5,893	7,321	8,827	10,126	11,615	13,510	16,517	19,211	21,584	24,195
<b>FCEV</b>	0	1	3	2	2	2	3	3	3	3	3	6	5	3	3	3	3	3
<b>eMC</b>	ND	ND	ND	ND	16	18	22	25	24	32	34	44	57	61	84	91	313	317
<b>Grand Total</b>	<b>2,344</b>	<b>4,878</b>	<b>5,923</b>	<b>7,987</b>	<b>9,289</b>	<b>10,339</b>	<b>11,677</b>	<b>12,624</b>	<b>13,800</b>	<b>17,217</b>	<b>21,377</b>	<b>25,444</b>	<b>30,186</b>	<b>36,269</b>	<b>44,313</b>	<b>52,691</b>	<b>60,489</b>	<b>67,656</b>

# Q1 & Q2 EV DATA - CONNECTICUT



Source: Atlas Public Policy EV Hub Market Dashboard

# COMPARING 2024 Q2 & 2025 Q2 PASSENGER PEV SALES



State	2025 PEV Share (± 2024)	State	2025 PEV Share (± 2024)
CA	23.0% (-4.5%)	NJ	12.4% (-0.2%)
CO	20.7% (+0.8%)	NM	4.5% (-0.3%)
CT	10.1% (-0.9%)	NV	15.2% (+0.8%)
DC	21.8% (+3.5%)	NY	8.8% (-0.8%)
DE	9.0% (+1.4%)	OR	14.1% (-2.4%)
MA	10.1% (-0.4%)	RI	6.3% (-1.6%)
MD	9.4% (-1.5%)	VA	8.2% (-1.3%)
ME	5.1% (-2.0%)	VT	9.6% (-2.1%)
MN	7.0% (+0.1%)	WA	16.7% (-1.3%)

# EV SALES DATA & MARKET SHARE BY OEM- CT



Top 5 of Q1 of 2025

vs.

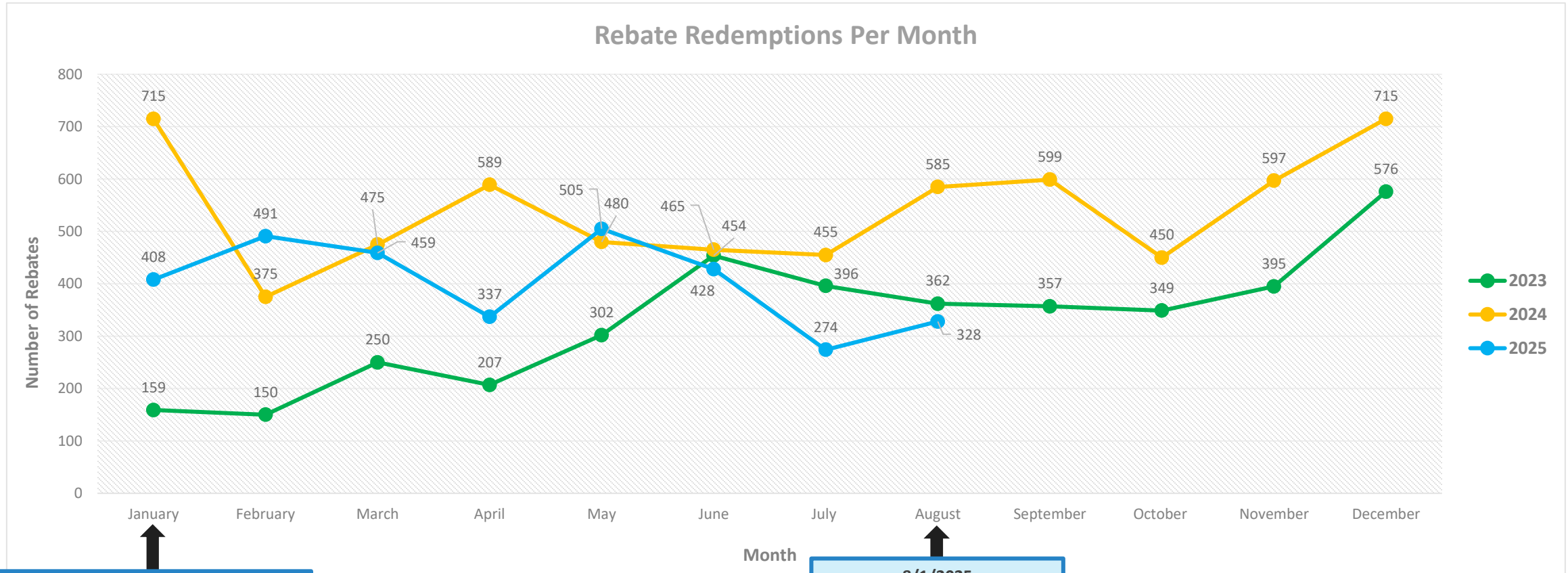
Top 5 of Q2 of 2025

Parent Company	EV Sales	Total Sales	Share of EV Market	Share of Total Market	Parent Company	EV Sales	Total Sales	Share of EV Market	Share of Total Market
Tesla	726	726	31.58%	3.32%	Tesla	1,143	1,143	30.33%	3.01%
Hyundai	231	2,513	10.05%	11.49%	Hyundai	400	4,463	10.62%	11.76%
Stellantis	212	1,333	9.22%	6.10%	General Motors	343	3,975	9.10%	10.47%
Toyota	188	3,228	8.18%	14.76%	Toyota	329	6,168	8.73%	16.25%
General Motors	165	2,335	7.18%	10.68%	Stellantis	241	2,293	6.40%	6.04%

- Tesla sales are showing a slight decline in EV market share in CT.
- Non-Tesla EV sales overall are up across the board with all companies in Q2
  - Largest jumps seen with GM (108%), Toyota (75%) & Hyundai (73%)
  - Sales increased in lesser amounts with Tesla (57%) & Stellantis (14%)



# CHEAPR STAT HIGHLIGHT: ANY IMPACTS OF INCENTIVE LEVEL CHANGES?



**1/1/2025**

- BEV Standard drop to \$1,500
- BEV Rebate+ New increase to \$3,000
- Rebate+ Used increase to \$3,000

**8/1/2025**  
Standard Rebate drop to \$500

- 2023 redemptions climbed to a rate that continued throughout 2024, which was unsustainable at current funding levels
- After the incentive level changes, redemptions have been decreasing but still higher than rates seen in the past couple of years, and it's difficult to predict what redemption rates will look like through September 30<sup>th</sup>
- With a budget of \$800,000/ month the program can support 530 standard rebates at \$1,500 or less depending on the percentage of Rebate+ incentives that are given out.





**Budget Update &  
Incentive Level Changes**

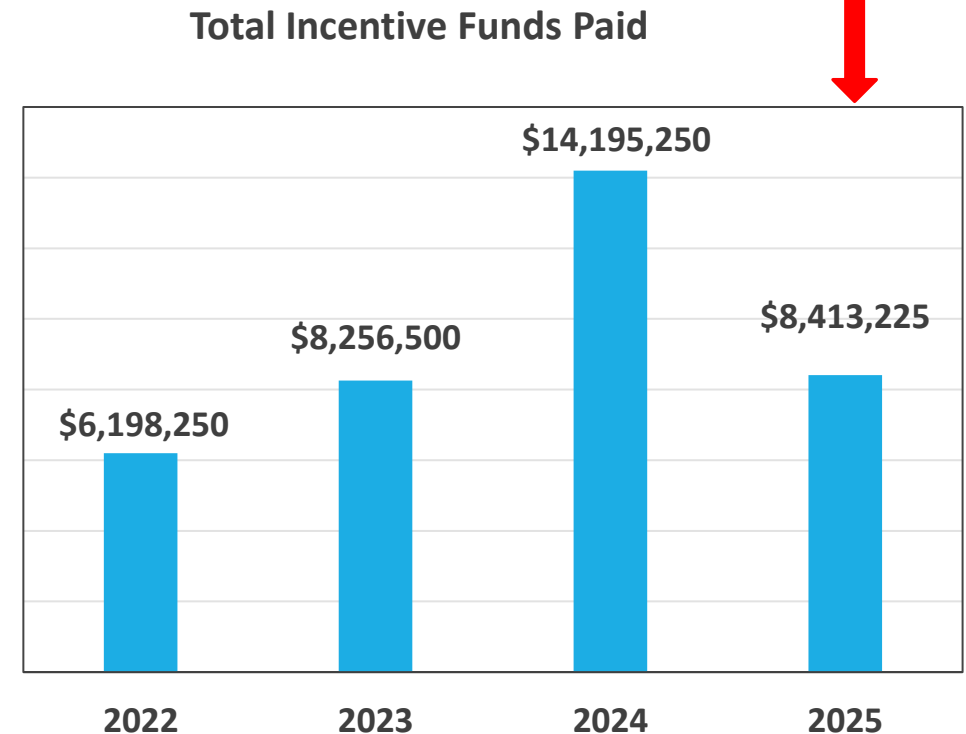
# CHEAPR OPERATING BUDGET

## Budget Summary

January 1, 2025, through September 1, 2025

	Rebate Funds
Incentive Payments Year-to-Date	\$8,413,225
Incentive Pipeline of Active Applications	\$1,603,325
Total Funds Utilized YTD	\$10,016,550

Number of Rebates				
Incentive	2022	2023	2024	2025 YTD
Standard	1,159	3,667	5,953	2,700
Rebate+New	17	232	578	426
Rebate+Used	3	36	98	101
<b>Total</b>	<b>1,179</b>	<b>3,935</b>	<b>6,629</b>	<b>3,227</b>



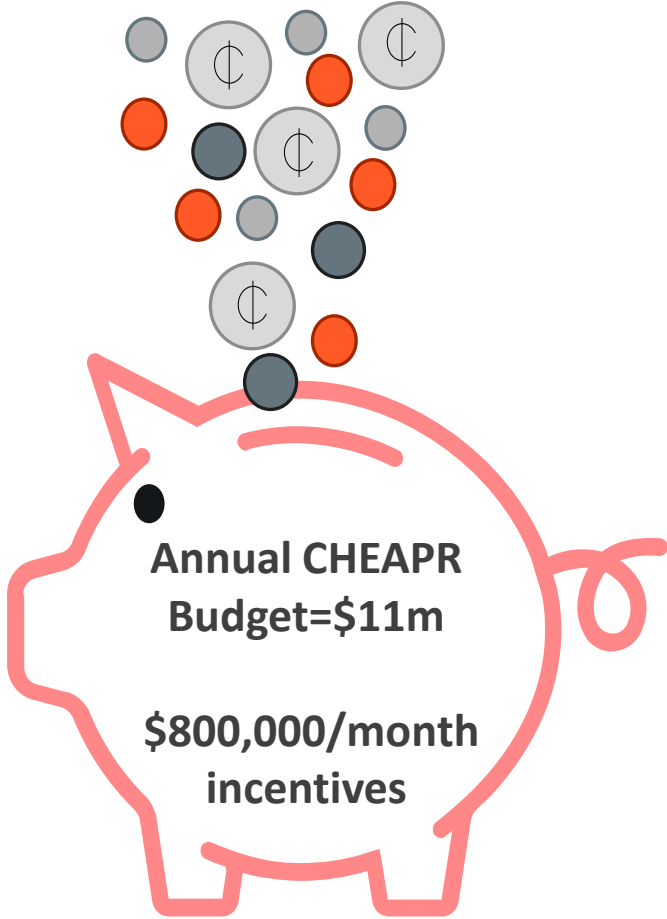
# BUDGET SNAPSHOT (AS OF 8/29/25)

Remaining Budget under existing SOW:

<b>All Applications (including prequalification apps.)</b>	
Total Funding Available (2023-2025)	\$36,798,521.76
Issued/Approved Funding	\$29,341,000.00
Allocated Funding (Pipeline and Vouchers)	\$4,079,462.50
<b>Total Remainder in SOW</b>	<b>\$3,378,059.26</b>

Additional Funding not accounted for in EOF/SOW:

<b>Anticipated Funding</b>	<b>*Based on Avg Last 3 Years</b>
DMV Oct/November	\$1.9M
DMV Jan/February	\$1.7M
RGGI March	\$1.5M
<b>Total Revenue Anticipated</b>	<b>\$5M</b>



# CHEAPR FUNDING SNAPSHOT (AS OF 9/05/25)



EOF Scenarios	Estimated End of Funding Date (As Is)	Estimated End of Funding Date (+20% Daily Funding Avg.)	Estimated End of Funding Date (-20% Daily Avg starting 10/1/25)	Estimated End of Funding Date (-10% Daily Funding Avg. based on As Is)
Overall (all time)	3/24/2026	2/18/2026	5/6/2026	4/12/2026
Rolling Average (CY 2025)	1/7/2026	12/17/2015	2/1/2026	1/18/2026
Rolling Average (Last 14 Days)	11/26/2025	11/12/2025	12/10/2025	12/2/2025
Rolling Average (Last 30 Days)	11/20/2025	11/7/2025	12/3/2025	11/26/2025
Rolling Average (Post 8/1/25)	11/24/2025	11/10/2025	12/7/2025	11/30/2025
Additional Funding Scenarios	New Funding needed to get to 12/31/25 (Current Incentives)	New Funding needed to get to 12/31/25 (+20% Daily Funding Avg.)	New Funding needed to get to 12/31/25 (-20% Daily Avg starting 10/1/25)	New Funding needed to get to 4/1/26 (-10% Daily Funding Avg. based on current incentives)
Rolling Average (Last 14 Days)	\$3,044,697.88	\$4,329,249.31	\$2,091,643.60	\$6,810,298.24
Rolling Average (Last 30 Days)	\$2,837,957.41	\$4,081,160.74	\$1,915,580.74	\$6,482,347.82
Rolling Average (Post 8/1/25)	\$2,668,601.45	\$3,877,933.60	\$1,771,355.03	\$6,213,700.12



# CHEAPR'S IMMEDIATE FUTURE - OPTIONS TO CONSIDER



- Evaluate the potential to increase incentives after October 1 to offset the loss of the federal tax credit.
- Continue to evaluate the available budget to meet demand including anticipated revenue and cash flow management options.
- The two main variables are spending rate (EV demand) and additional budget funding. DEEP has already pulled the lever (i.e. standard incentive amounts) that we have access to without legislative changes.
- DEEP and CSE are tracking these variables weekly





**Program Design Considerations for  
CHEAPR 4.0**

# CHEAPR INCENTIVE LEVELS - ADJUSTMENTS/TIMING

## Previous Incentives

### 2024 Incentives

Incentives (\$)	
PHEV Standard	750
PHEV Rebate+ New	1,500
PHEV Rebate+ Used	1,125
<b>BEV Standard</b>	<b>2,250</b>
BEV Rebate+ New	2,000
BEV Rebate+ Used	3,000
FCEV Standard	7,500
FCEV Rebate+ New	2,000
FCEV Rebate+ Used	7,500

## First Incentive Changes

### January 1, 2025

Incentives (\$)			
PHEV Standard	750	-	
PHEV Rebate+ New	1,500	-	
PHEV Rebate+ Used	3,000	↑	
<b>BEV Standard</b>	<b>1,500</b>	↓	
BEV Rebate+ New	3,000	↑	
BEV Rebate+ Used	5,000	↑	
FCEV Standard	1,500	↓	
FCEV Rebate+ New	3,000	↑	
FCEV Rebate+ Used	5,000	↓	

### What changed?

- **returned** BEV Standard to \$1,500
- **increased** BEV Rebate+ New to \$3,000
- **increased** Rebate+ Used Incentives to \$3,000

## Current Incentives

### August 1, 2025

Incentives (\$)			
PHEV Standard	500	↓	
PHEV Rebate+ New	1,500	-	
PHEV Rebate+ Used	3,000	-	
<b>BEV Standard</b>	<b>500</b>	↓	
BEV Rebate+ New	4,000	-	
BEV Rebate+ Used	5,000	-	
FCEV Standard	500	↓	
FCEV Rebate+ New	3,000	-	
FCEV Rebate+ Used	5,000	-	

### What changed?

- **Reduced** BEV Standard to \$500
- **Reduced** PHEV Standard to \$500
- **Reduced** FCEV Standard to \$500

## What's Next?



- Community+?
- LMI only?
- OEM caps?
- Sliding scale eligibility based on budget (CA style)?
- Legislative changes?
- Other possibilities?

# WHAT ARE THE GOALS FOR FUTURE CHEAPR?



Maintain EV Momentum in the Absence of Federal Incentives

- **Goal of 25% EV sales in CT before significantly limiting standard rebates**

Maintain a "Healthy" Budget

- **\$800,000 per month is sustainable**
- **Manage periodic funding with market driving events**
- **Maintain Flexibility**

Continue to see Rebate+ Increases

- **Positive year over year trends in Rebate+ and income qualified use of the program**

Reduce Single OEM effects on the program

- **Tesla: 46% of all rebates, 54% of all funding since program inception**
- **Tesla: 56% of all rebates, 64% of all funding since introduction of Rebate+ (2021)**

## BUDGET IMPACTS OF VARIOUS INCENTIVES

Rebate Amount	Number of Standard Incentives (per Month at 15% Rebate +)	Per Year	Number of Standard Incentives (per Month at 20% Rebate +)	Per Year	Number of Standard Incentives (per Month at 25% Rebate +)	Per Year
\$500	1,360	16,320	1,280	15,360	1,200	14,400
\$1,000	680	8,160	640	7,680	600	7,200
\$1,500	453	5,440	427	5,120	400	4,800

Based on \$800,000/mo



# OEM INCENTIVES AND PERCENTAGES IN CHEAPR

CHEAPR Redemption Totals per OEM from Inception of Rebate+ (6/7/2021) to 7/31/2025



OEM	Number of Rebates	Percentage of Total Rebates	Amount in Funds	Percentage of Total Funding
Tesla	8,478	55.52%	\$19,558,250.00	62.70%
Toyota	2,304	15.09%	\$2,142,000.00	6.87%
Chevrolet	1,192	7.81%	\$3,006,750.00	9.64%
Hyundai	835	5.47%	\$1,587,000.00	5.09%
Kia	826	5.41%	\$1,327,000.00	4.25%
Nissan	403	2.64%	\$1,009,500.00	3.24%
Volkswagen	382	2.50%	\$937,500.00	3.01%
Subaru	360	2.36%	\$729,000.00	2.34%
MINI	184	1.21%	\$389,500.00	1.25%
Ford	150	0.98%	\$309,375.00	0.99%
Alfa Romeo	64	0.42%	\$58,500.00	0.19%
Fiat	16	0.10%	\$39,000.00	0.13%
Volvo	16	0.10%	\$27,000.00	0.09%
Honda	13	0.09%	\$17,000.00	0.05%
VinFast	12	0.08%	\$23,250.00	0.07%
Dodge	11	0.07%	\$8,250.00	0.03%
Mitsubishi	10	0.07%	\$6,750.00	0.02%
Chrysler	9	0.06%	\$6,750.00	0.02%
Mazda	2	0.01%	\$4,500.00	0.01%
BMW	1	0.01%	\$750.00	0.00%
Polestar	1	0.01%	\$4,250.00	0.01%
Audi	0	0.00%	\$0	0.00%
Lexus	0	0.00%	\$0	0.00%
<b>Total</b>	<b>15,269</b>	<b>100.00%</b>	<b>\$31,191,875.00</b>	<b>100.00%</b>

# CHEAPR POLICY OPTIONS TO CONSIDER

Policy Options	Legislative Change Req.	Effect	Description/ Notes
OEM Annual Caps	Yes	Significantly Slow Spend Rate	Cap OEM sales eligible for incentive (e.g., first federal tax credits phased out at 200K unit sales). Could allow for higher incentives
Budget Eligibility Restrictions	Yes	Slow Spend Rate	As budget decreases annually, step limit eligible residents by income. Cld allow for higher incentives
Create Community+ Incentive Tier	Yes*	Slightly Slow Spend Rate, balance equities	Create an intermediate tier of incentives for those who live in EJ designated neighborhoods with a lower incentive level than Rebate+
LMI Only	Yes	Slow spend rate	Focus on income qualified only. Can set higher incentives but will not lead to widespread EV adoption.
CHEAPR Season	No	Stops the spend, Allows accrual	
Find additional funding	Yes	Meet existing demand	Establish new funding stream to either gap fill until April 2026 or longer term to support demand. Could allow for higher incentives.
Sales Tax Exemption	Yes	Help match existing federal credits	

# STATES STRENGTHEN EV ADVANCEMENTS DESPITE FEDERAL PUSHBACK



## Charging Deployment:

- NY legislation is trying to pass several initiatives to help with fast-charging throughout the state:
  - Create a fast-charging implementation plan
  - Develop a “Fast Charge NY work group”
  - Possible tax credits for commercial properties who install EV chargers
- NJ bill to impose fines on non-EVs found parked in EV charging spots

## EV Batteries and Emergency Response:

- WA bill to have state patrol and state Fire Marshal develop best practices and training for response to EVs including guidance for transporting/storing EVs in a fire
- NY bill to have state fire administration create specialized EV emergency response training for fire companies, emergency medical providers, tow operators, etc.

## Electric Medium- and Heavy-Duty Vehicle (MDHV) Incentives:

- New bill in MA would require all new MDHVs purchased/leased by the state to be ZEV as of July 1, 2025, and whole state fleet would be ZEVs as of June 30, 2035 (still in committee as of July 28, 2025)

## Tax Exemptions:

- WI and MA bill to exempt residents charging at home from state’s EV charging tax
- CA bill to extend sales tax exemption for electric transit buses until 2028

Source: Atlas Public Policy Weekly Digest: [States make progress on EV policy despite federal headwinds](#)

# SUMMARY

## **CHEAPR current spend rate requires cash flow adjustments and a forward spend**

- Current funding in CSE's scope is forecasted as early as 10/25 but could last an additional month based on 10-20% drop in demand after 10/1 given existing incentive levels
  - **Funding may be necessary for cash flow to cover costs until DMV funding is received in Oct/Nov**
- Program funding is constrained between Sept. and April (DMV funding deposits in Oct/Nov and Jan/Feb, next RGGI funding in March)

## **Uncertain regulatory environment makes it very difficult to accurately forecast EV supply or demand**

- The impact of EPA's actions cannot be understated. This is not a 4-year hiatus. It will take 10 years to make up this ground.

## **Connecticut's EV policy during this period should be focused on:**

- Supporting widespread EV adoption
- Using CHEAPR funds to support rebates for OEMs with ICE offerings rather than issuing 60% of program funds to a single OEM with only EV offerings;
- Once EV penetration reaches 25% and EVs reach price parity with ICE, pivot policy to fully support adoption by LMI drivers.
- Other?

## BOARD QUESTIONS AND DISCUSSION

Open for Board Member questions and discussion.





# Program Updates

# ANNUAL REPORT(S) NOW AVAILABLE!

- The CHEAPR EV & eBike Annual Report covering 2024 is now posted and available to read!
- The CHEAPR 2023-2024 Legislative Report is now posted and available to read!

Both can be found on the [Program Resources](#) page on the [CHEAPR website](#).

Perfect for some end of summer reading!



# EBIKES ROUND 2 UPDATE

The Year 2 [Statistics Dashboard](#) is up!

- Data is updated monthly! Visit yourself to see redemption progress and different program metrics!
- **All 600 vouchers have been approved and ~70% have been redeemed!**
  - Vouchers are redeemable for 240 days of issuance so closing in on 100% redemption rate could take time.
    - 423 redeemed so far, ~\$529,000 as of 9/1
- All approved applications have been processed through May 31st.
- The latest a voucher can be redeemed is January 10, 2026.

	Total Vouchers Approved	Total Vouchers Redeemed	Total Funds Redeemed	
	486	397	\$493,583	
	Funds Approved	Vouchers Approved	Vouchers Redeemed	Funds Redeemed
Income Qualification	\$103,608	94	83	\$103,608
Public Assistance Program	\$393,725	392	314	\$389,975

Data available on Stats page through August 6<sup>th</sup>, 2025

- Currently, there are:
  - 24 Participating eBike Retailers
  - 153 eligible bike models (4 added since last meeting)

# EBIKE ROUND 3 CONSIDERATIONS

**Postponed to Spring 2026**



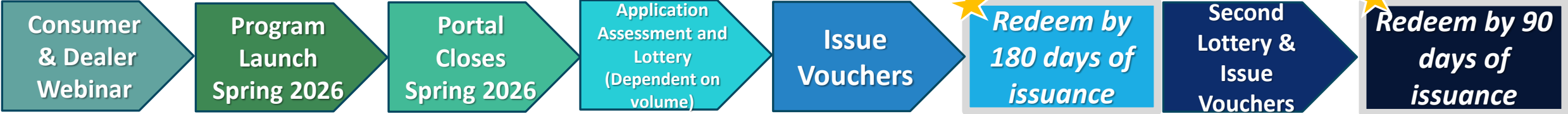
**Budget:** \$700,000 – New Haven had to step out until further notice due to federal funding issues

**New Statutory Program Requirements:** [P.A. 25-65](#) (CT DOT Minor Revisions Bill). Persons with physical disabilities are now considered a priority group, and adaptive bikes are now not subjects to MSRP caps.

### Incentive levels:

- Standard Voucher: \$500 (remaining the same)
- Voucher+: \$1,250 (Standard + \$750)
  - This is lowered slightly to allow for more program participation, especially from LMI households and EJ communities

### Timeline:



### Program Parameters remaining similar:

- Participating Retailers must:
  - ✓ Have a physical storefront
  - ✓ Be in good standing
  - ✓ Offer at least one eligible eBike model
- Eligible eBikes must:
  - ✓ Have MSRP ≤ \$3,000
  - ✓ Have an electrical drive system certified by an accredited testing laboratory for compliance with UL 28493 or EN 15194.
  - ✓ Have a manufacturer’s warranty for frame and components for a period of not less than one (1) year

## BOARD QUESTIONS AND DISCUSSION

Open for Board Member questions and discussion.

## PUBLIC COMMENTS





Please raise your hand in the chat.

# CHEAPR BOARD MEETING SCHEDULE

## 2025 CHEAPR Board Meetings

- ✓ March 13, 2025
- ✓ June 12, 2025
- ✓ Ad-Hoc July 29, 2025
- ✓ September 11, 2025
- December 11, 2025

**Remember to register for the meetings in advance!**  
**Register on the [CHEAPR Board webpage!](#)**

2025 Meeting Dates		
March 13 <sup>th</sup>	<a href="#">Agenda</a> 	<a href="#">Register</a>
June 12 <sup>th</sup>	<a href="#">Agenda</a> 	
September 11 <sup>th</sup>	<a href="#">Agenda</a> 	
December 11 <sup>th</sup>	<a href="#">Agenda</a> 	

Join the [CHEAPR e-mail list](#) to be notified of program related information!