



### 2024-6 Proposed Efficiency Excellence Network Electric Vehicle Dealership Program

Efficiency Vermont is committed to helping grow and advance the market for electric vehicles in Vermont by providing consumers with knowledge and resources to support their purchase decision and ownership experience, while making sure EVs are available for purchase through their dealership. Through a pilot supported by the Energy Efficiency Modernization Act, Efficiency Vermont established an Efficiency Excellence Network (EEN) for electric vehicle dealers in 2021-3.

Currently, there are 46 new car dealerships and 5 used car dealerships enrolled throughout Vermont, representing a wide range of manufacturers.

Under the extension of programs in 2024-6, Efficiency Vermont proposes to build on current efforts to understand and address the barriers dealerships continue to face in selling and servicing plug-in electric vehicles (EVs), including charging infrastructure installation and the increasing need to incorporate used EVs into their inventories.

<u>EV Dealer Member Benefits (2021-3)</u>	<u>Potential NEW EV Dealer Member Benefits (2024-6)</u>
Incentives to support EV-related investments and project costs: <ul style="list-style-type: none"> <li>o Charging stations and installation costs (including electrical infrastructure upgrades)</li> <li>o Service tools and equipment specific to EVs</li> <li>o EV trainings or certification programs for technicians or service department staff</li> <li>o Automaker EV certification expenses not covered by auto manufacturers</li> </ul>	Project management support for dealership DC Fast Charging installations: <ul style="list-style-type: none"> <li>o Project scope review and technical support</li> <li>o Support in navigating utility requirements and potential state grant programs</li> <li>o Priority access to Efficiency Excellence Network electricians</li> </ul>
Dealer/salesperson incentives for the sale or lease of new or used plug-in EVs to Vermont customers	Enhanced support for dealerships selling used EVs: <ul style="list-style-type: none"> <li>o Bonus incentive offerings</li> <li>o Resources on topics relevant to used EVs such as battery health</li> </ul>
Free trainings for dealership staff: <ul style="list-style-type: none"> <li>o Current incentive offers, including federal tax credit requirements, evolution of State incentives and electric utility programs</li> <li>o Vermont-specific EV considerations – winter, charging, etc.</li> </ul>	Ongoing dialogue with the dealer community to encourage additional dealer participation in Efficiency Vermont’s EV dealer program and refine offerings to address areas of greatest need.
Marketing and promotional support	Planned continuation of current activities from 2021-2023 program, except: <ul style="list-style-type: none"> <li>o Significant downscaling of statewide advertising campaign</li> </ul>

## 2024-6 Proposed Low Income Fuel Switch Program

Efficiency Vermont is committed to serving as a foundational resource supporting effective coordination across the patchwork of Vermont’s energy programs, including RES Tier 3 and the state’s low-income Weatherization service providers.

Between October of 2022 and December of 2023, Efficiency Vermont worked with Weatherization Agencies, the Office of Economic Opportunity, Vermont’s electric distribution utilities, and 16 participating contractors to install approximately 285 cold climate heat pumps (CCHPs) in as many low-income homes heated by fossil fuels.

The program was designed to create significant efficiencies and avoid redundancy across these programs by leveraging existing processes and systems, including:

- Efficiency Vermont’s management of the statewide CCHP point of sale buydown program, including the monthly invoicing process whereby DUs can track and report T3 spending and savings.
- Efficiency Vermont’s longstanding collaboration with low-income weatherization agencies to identify potential customers who had already verified income eligibility.
- Efficiency Vermont’s Energy Advisory team, which qualified each customer and used a savings tool to help them understand energy cost impacts to ensure CCHPs were a good fit for them.
- Efficiency Vermont’s management of the Efficiency Excellence Network, which supported recruitment of participating contractors to be assigned to customer projects with the full project cost billed to Efficiency Vermont.

There are currently 164 customers on the program waiting list, pending continuation of the effort in 2024-6, who will be prioritized for service in 2024. In addition, we anticipate leveraging the state grant for electric panel and service upgrades to offset program costs and serve more customers. The total number of homes served annually will be dependent on the cost share contribution of utilities – with a higher contribution enabling Efficiency Vermont to stretch resources further and serve more customers.

2024	\$2,200 per project DU contribution*		\$3,300 per project DU contribution*	
	Utility	# Units	Total Cost	# Units**
GMP	91	\$200,200	101	\$333,300
VEC	27	\$59,400	37	\$122,100
VPPSA	28	\$61,600	38	\$125,400
SED***	5	\$11,000	14	\$46,200
WEC	18	\$39,600	27	\$89,100
Efficiency VT	169	\$760,000	217	\$760,000

\*Includes assessment of 10% administrative charge for support of Tier 3 programs (starting 2024)

\*\*Additional project count made possible through increased DU cost share have been distributed proportionally

\*\*\*Includes allotment for 5 unfilled spots for SED customers from 2022-2023 program period

We hope to improve on the initial pilot in 2024-6 by identifying more options to conduct income qualification, and by exploring how best to allow renters to participate in the program.

