



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 direct support to local dealerships. Through pilot programs supported by the Energy Efficiency Modernization Act of 2020 (Act 151), Efficiency Vermont established an Efficiency Excellence Network (EEN) for electric vehicle dealers.

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

With the proposed extension of programs under S. 137, Efficiency Vermont will 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) ¹</u>
Incentives for 50% of project costs, up to \$50,000 per year, to support: <ul style="list-style-type: none"> ○ Charging stations and installation costs (including electrical infrastructure upgrades) ○ Service tools and equipment specific to EVs ○ EV trainings or certification programs for technicians or service department staff ○ Automaker EV certification expenses not covered by auto manufacturers 	Project management support for dealership DC Fast Charging installations: <ul style="list-style-type: none"> ○ Project scope review and technical support ○ Support in navigating utility requirements and potential state grant programs ○ Priority access to Efficiency Excellence Network electricians
Dealer/salesperson incentives for the sale or lease of new or used EVs to Vermont customers	Enhanced support for dealerships selling used EVs: <ul style="list-style-type: none"> ○ Bonus incentive offerings ○ Resources on topics relevant to used EVs such as battery health
Free trainings for dealership staff: <ul style="list-style-type: none"> ○ Current incentive offers, including federal tax credit requirements, evolution of State incentives and electric utility programs ○ Vermont-specific EV considerations – winter, charging, etc 	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

¹ Dependent on legislative extension of Act 151 programs (S. 137)