

Helping You Drive Vermont's Economy



February 18, 2022

Greetings &&First Name>>,

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September 29th VADA Annual Meeting - Mark Your Calendar!

Yes, we are seriously going to try to hold an in-person Annual Meeting at the Capitol Plaza in Montpelier. Fingers crossed COVID-19 will be just a distant memory by then.

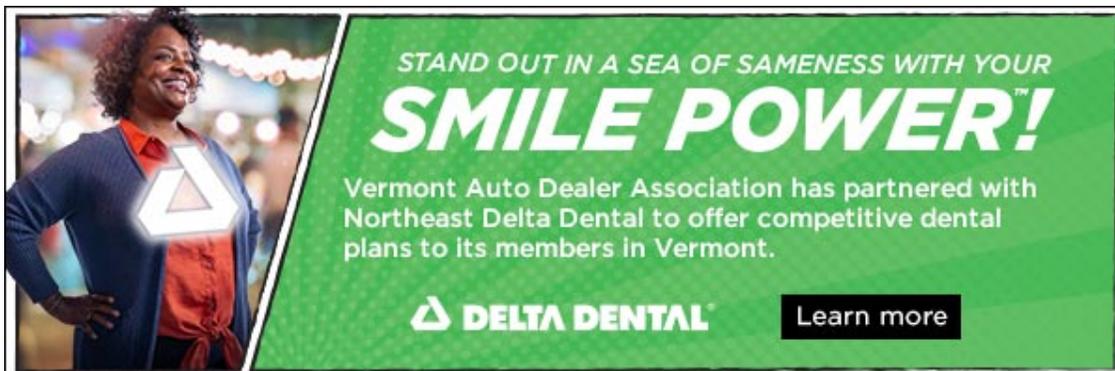
Important Reminders from DMV

IF YOU ARE IN THE BUY OR SELL PHASE OF A DEALERSHIP, PLEASE BE ADVISED THAT DMV REQUIRES SIX TO EIGHT WEEKS TO COMPLETE THE PROCESS. As happens more often than we would like when there's a lot of paperwork required, information can be incomplete, inaccurate, or not presented correctly, not to mention the delays happening with the postal system and the ongoing challenges with COVID.

New and Used Car Dealers who do not own their building(s) are required to provide a copy of their lease which must be valid throughout the registration year. Do you own or lease the structure? If leased, attach copy of the lease*. *Lease must meet requirements in Admin Rule 14-050-050: [Vermont Dealer Licensing and Schedule of Penalties and Suspension](#)

23 VSA DMV Rule 14-050-050

4. Proof of Ownership/Lease of Property for which registration is being applied.
 - a. a statement that the deed is recorded in the **land records of the town** including the book and page, or
 - b. copy of a long-term lease to cover the period during which the dealer registration will be valid. Leases for a term greater than one year are to be accomplished by a deed that is recorded; 27 V.S.A. § 304.
-



STAND OUT IN A SEA OF SAMENESS WITH YOUR
SMILE POWER!

Vermont Auto Dealer Association has partnered with Northeast Delta Dental to offer competitive dental plans to its members in Vermont.

 **DELTA DENTAL**

[Learn more](#)

New Program to Subsidize EV Charging Stations for Multi-Unit Housing

Governor Phil Scott and the Department of Housing and Community Development (DHCD) launched the Multiunit Dwelling Electric Vehicle Charging Grant Program to bring more home-charging opportunities to Vermonters. \$1,000,000 in funding is available to subsidize the cost of purchasing and installing Electric Vehicle (EV) charging stations at rental properties to provide residents with at-home charging access.

The grant program is an interagency effort between DHCD, the Agency of Transportation, Department of Environmental Conservation, and the Public Service Department. Grants will be awarded up to \$80,000 per site and \$300,000 per applicant, with priority grant awards given to affordable housing projects.

In Memoriam

We've lost several long-time VADA members this past year. Sadly, we have three more to report.

Edward McEachern Foster

Edward McEachern Foster, a longtime resident of Middlebury, Vermont and Cape Coral, Florida passed away peacefully at The Arbors at Shelburne on September 9, 2021. He was 88 years old.

The son of Dana Eddy and Ellis Foster, Ed spent his teenage years working at Persons and Foster Garage, a Chrysler-Plymouth franchise that became a central part of his life and formed his love of cars.

Ed graduated from Middlebury High School in 1951. He attended the University of Vermont where he was a member of the Theta Chi Fraternity and met his wife of 61 years, Carolyn Knapp. He graduated from UVM's School of Technology in 1957 after serving in the United States Army. Ed's experience in the Army defined him for life, both as a keen businessman and a deeply patriotic American.

In 1963, Ed became an owner of Foster Motors and over the next five decades, oversaw the growth of the franchise from a small brick structure with twelve employees into one of the largest and most successful family-owned Chrysler franchises in America. He served as a stalwart member and president of the

Vermont Automobile Dealers of America (VADA) for many years, and in 1985 he was named one of the country's top 50 Quality Dealers by Time Magazine.

Ed will be remembered as a businessman and a friend to the town of Middlebury. He served on the Middlebury School Board, regularly provided automobiles and other support to Middlebury Union High School, served on the Board of Directors of the National Bank of Middlebury, and was a longtime member of the Middlebury Rotary Club.

Ed and Carolyn shared a lifelong passion for the water and learned how to sail on Lake Champlain. Ed enjoyed skiing at the Middlebury Snow Bowl, played golf, and was an avid fan of the Boston Red Sox. And although he was a life-long fan of Don Shula and the Miami Dolphins, he relished watching the New England Patriots with his family. Ed loved watching NASCAR, never lost his love for the automobile, and loved nothing more than the sweet sound of a Hemi V-8.

Ed is survived by his sister Marion Foster of New York; his four children, Scott Foster and his wife Alyce of Vermont, David Foster and his wife Lisa of Vermont, Michael Foster, and his wife Sarah of Massachusetts, and Susan Drown and her husband Chuck of New Hampshire; and six grandchildren and five great grandchildren.

In lieu of flowers, donations in his honor may be made to the American Brain Foundation: <https://www.americanbrainfoundation.org>.

Don Walker

Donald "Don" Walker, of Montpelier, Vermont, passed away at the age of ninety-four on Dec. 16, 2021, at Central Vermont Medical Center. Don was born on Feb. 8, 1927, in Rutland, Vermont, to the late Hazel and Rufus Walker.

He graduated from Rutland High School in 1945. On Dec. 17, 1944 (77 years ago), Audrey and Don Walker went on their first date and became inseparable. They were married on Sept. 25, 1948.

Besides his parents, Don was preceded in death by his wife Audrey (2018); his brother, Rufus; and his grandchild, John Donald Picard. Don is survived by daughters, Michelle Walker, Megan Picard and her spouse, John; his son, Wade Walker and his spouse, Carolyn; brother-in-law, Richard Tower and his spouse, Betty; grandchildren, Suzanne Picard Lowden and her spouse, Kent, Melissa Picard Vickers and her spouse, Ted, and Jessie Picard Alfarone and her spouse, Paul,

Geoffrey Walker and his partner, Cydney Barrett, Nathaniel "Nano" Walker and his spouse, Tory, Lindsay Walker and her partner, Richard Harper; and great-grandchildren, Nikola, Jelena, Eva, Teddy, Biruk, Oscar, Hazel and Finley. He also leaves behind his dog, "Toto."

In 1953, Don moved to Montpelier and with his father, established Walker Motors Inc. (a Ford franchise). He later added a Jeep franchise to the store. During his time as a Ford dealer, Don was active on many Ford boards. He retired in 1992.

Don spent his life being very active in the community. He proudly served on the board of directors for many years and as chairperson for the Central Vermont Medical Center. He was one of the official scorers for the Barre High School Basketball Tournament for over 40 years. He was the official scorer for the Montpelier High School Girls Basketball Team, the Spaulding Boys Basketball Team, and the Montpelier High School Boys Ice Hockey Team for many years. He was the first president of the Montpelier Boosters Club. He served on the Advisory Board of the Chittenden Bank for many years.

Don spent his summers at Joe's Pond for 53 years. He was very active in the Joe's Pond Association, the Ice Out contest (he was nicknamed the "Iceologist") and commodore of the sailboat races. Don took up tennis in his mid-50s and played until he was 80. In lieu of flowers, donations may be made in his memory to The Office of Development, Central Vermont Medical Center, P.O. Box 547, Barre, VT 05641; or to Central Vermont Home Health, 600 Granger Road, Barre, VT 05641, in honor of the excellent care Don received. A service will be held in the spring of 2022. Those wishing to express online condolences may do so at www.guareandsons.com.

Douglas P. Rossi

Douglas P. Rossi BARRE — It is with great sadness that we announce the passing of our father, Douglas "Doug" P. Rossi, on Monday, Jan. 24, 2022. Born on Jan. 9, 1955, at the Barre City Hospital, he was the son of Pierino P. and Isabella "Tishy" (Campbell) Rossi. Growing up in Barre, he attended Lincoln Elementary School and graduated from U-32 in the class of 1973.

During his younger years, he became involved in competitive downhill skiing, his specialty being giant slalom. He trained extensively with Mount Mansfield Ski Club and later, at Burke Mountain. He went on to win several regional and national competitions and trained with the U.S. Ski Team. Doug furthered his education at Norwich University/Vermont College.

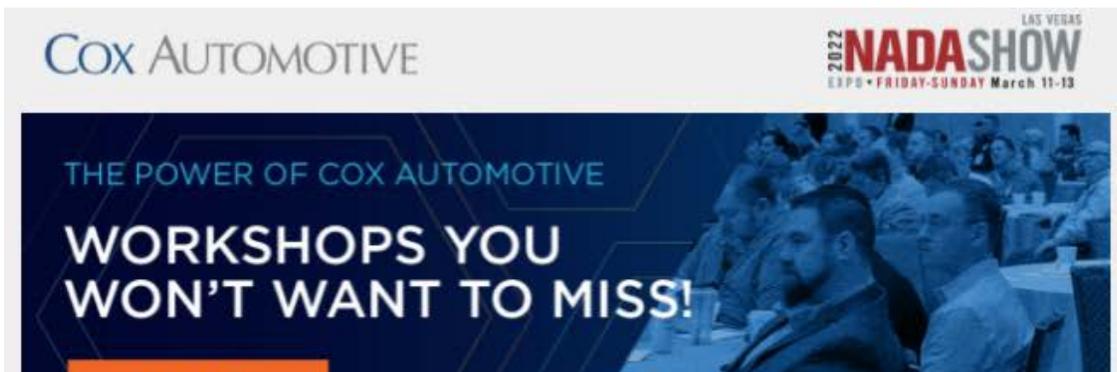
Upon graduating, he joined his father as vice president of Rossi Buick-Oldsmobile and when his father retired, he became the owner and president until the dealership was sold. Shortly after, he worked at local dealerships in the central Vermont area until he changed careers and had the pleasure of working at the Chamber of Commerce until his retirement.

On Jan. 26, 1980, he married Giovanna Pucci in the St. Monica Catholic Church. They made their home in Barre, raising their family and later divorced, but remained friendly. Our mom was the love of his life even after all these years. Doug was a member of both the Barre and Montpelier Elks clubs. He enjoyed spending the majority of his time on the golf course and if not there, you could find him in his music room singing and playing guitar. He also loved hunting and fishing and never missed a NASCAR race or football game.

Survivors include his daughters, Andria Gemma, and Marisa Pacetti and her husband, Aaron; his beloved granddaughters, Aria Jameslyn and Willow Valentina; his sister, Robin Bergeron and her husband, Nicholas; his niece, Kristen Christeas and her husband, Elias, and their children; his nephew, Adam Bergeron and his children; his brother, Joseph Rossi and his wife, Donna; his uncle, Tony Campbell and his wife, Gail; as well as many cousins.

The service to honor and celebrate his life will be held at the convenience of his family in the spring. Per Doug's wishes, there will be no calling hours. In lieu of flowers, memorial contributions may be made to the SHS Music Program, c/o SHS-Memo-Music-Douglas Rossi, 155 Ayers St., Barre, VT 05641. Arrangements are by Hooker Whitcomb Funeral Home, 7 Academy St., Barre. For a memorial guestbook, please visit www.hookerwhitcomb.com.

We extend our sincere condolences to the Foster, Walker and Rossi families for the loss of such long-time VADA members.



LEARN MORE

We're excited to power your strategy with the industry's greatest minds in automotive digital, technology and solutions. Our workshops are the perfect way to get even more from your Cox Automotive experience and go deeper on the topics that matter most to you.

WORKSHOPS & EVENTS

Win in the EV Market

Presenter: Stephanie Valdez Sreaty, Mobility R&D Director

Tracks: Business Essentials & Innovations

Thursday, March 10, 1:00 pm – 2:00 pm PT

Expectation vs. Reality: The Big Shift in Consumer Journey

Presenter: Jessica Stafford, SVP & GM of Autotrader

Tracks: Digital Super Track

Thursday, March 10, 2:30 pm – 3:30 pm PT

Breaking Through Screens to Reach Gen Z

Presenter: Jessica Stafford, SVP & GM of Autotrader

Tracks: Dealer Learning Lab

Friday, March 11, 9:00 am – 9:20 am PT

How Dealers Reinvented Used Vehicle Acquisition

Presenter: Randy Kobat, VP of Operations for Inventory Management Solutions

Tracks: Dealer Learning Lab

Saturday, March 12, 10:00 am – 10:20 am PT

We hope you'll attend our workshops and stop by our booths! To soak it all up, just take a moment to learn more.

EXPLORE WORKSHOPS & SESSIONS

COX AUTOMOTIVE



DEALER.COM

Dealertrack

COX AUTOMOTIVE
DIGITAL RETAILING

Kelley Blue Book



NEXTEAR
CAPITAL

COX AUTOMOTIVE
MOBILITY

vAuto
CONNECTION POINT

VinSolutions

∞xtime

[ABOUT US](#) | [LEARNING CENTER](#) | [NEWSROOM](#)



US Unveils \$5 Billion Plan to Fund EV Charging Network

The Biden administration last week unveiled its plan to award \$5 billion over five years to build thousands of electric vehicle charging stations. Congress approved the funding to states as part of a \$1 trillion infrastructure bill in November. The White House wants to prod Americans to move away from gasoline-powered vehicles even as efforts to win substantial additional funding for EVs in Congress have stalled.

Source: Reuters

Want to advertise your products or services to our members?

LIFO Update: Senators Send Second Letter to Treasury

Democratic senators sent a second letter to Treasury Secretary Janet Yellen in early February, urging the Treasury Department to provide LIFO relief.

VADA encourages any dealers who have elected LIFO to consult with their tax accountant and prepare in the event that LIFO relief is not granted.

To learn more about this issue, read NADA's issue brief ["Temporary, Targeted Relief Necessary to Avoid Unexpected LIFO Recapture Resulting from Global Interruption of Vehicle Production."](#)

Mike Charapp: On Disclosures and Price Restraints

Nationally renowned attorney-at-law Michael Charapp, now at Mahdavi, Bacon, Halfhill, & Young, PLLC, has long been on the leading edge of issues related to dealership compliance. Given the current market conditions, driven by lower inventories and higher demand on in-stock units, Mr. Charapp has prepared two invaluable articles related to MSRP. VADA has received permission from Mr. Charapp to reprint the articles in full below because of their timeliness and utility. If you are interested in seeking legal advice from Mr. Charapp on these or any other topics, he may be reached at mcharapp@mbhylaw.com or (703) 352-1300.

Mythbusters – OEMs Setting Prices

Dealers are facing increased pressure from their OEMs to limit selling prices of certain vehicles – usually new model battery electric vehicles (BEVs) – to MSRP. Dealers, who for years have struggled to eke out a profit in competition with other dealers, feel they should be free to sell at whatever price they can get. After all, they reason, MSRP is “SUGGESTED”. They argue that any agreement they would have with their competitors could land them in jail for price fixing, so how can OEMs fix prices?

The answer comes from a U.S. Supreme Court case decided in 2007. That an OEM may not impose price restraints on its dealers is a myth that is **busted**.

A Texas retailer, Kat’s Kloset, sold purses known as “Brighton bags” at a discount. The California manufacturer refused to continue to supply the retailer because the shop violated the manufacturer’s policy against discounting. A Texas jury ruled that the supplier had engaged in unlawful resale price maintenance and awarded \$4 million to Kat’s Kloset. A federal appeals court upheld the decision. The United States Supreme Court agreed to review that.

Resale price maintenance, a form of price fixing, had been a “per se” violation of the anti-trust laws for a century, dating back to the 1911 U.S. Supreme Court ruling in Dr. Miles Medical Company v. John. D. Park & Sons. For a per se violation, a jury only has to find that the price fixing took place to find that the law was violated. It need not determine whether there was an unreasonable impact on competition.

In Leegin Creative Leather Products, Inc. v. PSKS, Inc. d/b/a Kat’s Kloset, the Court ruled that the century old doctrine prohibiting suppliers from imposing price restrictions on products they sell under the per se doctrine of the anti-trust laws is no longer the law. The court ruled that such restraints must be considered by the rule of reason to determine anti-competitive impact.

What does this mean for the car business today? Franchisor price restrictions are not automatically illegal. If a dealer wants to challenge such a restriction, a court must now consider the policy on a case-by-case basis to determine the impact on competition, a very stringent test. That is especially the case for BEVs where the OEM will argue that what they consider price gouging will negatively affect the OEM’s attempt to build its BEV acceptance in a very competitive market.

Dealers – horizontal competitors – may not agree on selling prices or terms because those agreements are still per se violations of the antitrust laws. But price restrictions imposed by an OEM on its dealers – vertical price restraints -- are not per se illegal,

and OEMs will use them as they see fit to limit prices at which vehicles may be sold or to prohibit advertising at discount prices.

Mythbusters – Effect of a Disclaimer

Dealers often face a dilemma when advertising prices of vehicles. Competitors unlawfully advertise at prices at which they will not deliver vehicles, which in today's market are scarce. Dealer personnel feel they must meet or beat that price, and they advertise at a price at which they do not intend to sell the vehicle.

When confronted, dealer personnel claim they can do this if they use a disclaimer that the actual selling price of the vehicle may be higher because of prevailing market conditions. They believe the warning in the disclaimer solves the unrealistic pricing issue.

That is a myth, and it is **busted**.

It is basic law of the FTC and states that if you advertise a price, vehicles (or at least one if you advertise by stock number) must be available at that price. Advertising at a price intending to sell it for a higher price is an act of bait and switch, the cardinal sin for the FTC and under state unfair and deceptive acts or practices statutes.

For the FTC, bait and switch is a deceptive sales tactic in violation of section 5 of the FTC act that prevents unfair or deceptive acts or practices. Most state laws prevent the same activities. For example, the law in Vermont is typical and makes it an unfair, deceptive, or misleading act or practice to use bait advertising:

"Bait" advertising, in which an advertiser may have no intention to sell at the price or terms advertised, shall not be used. By way of example, but not by limitation:

a. If a specific vehicle is advertised, the seller shall be in possession of a reasonable supply of said vehicles, and they shall be available at the advertised price. If the advertised vehicle is available only in limited numbers or only by order, that shall be stated in the advertisement. For purposes of this subdivision, the listing of a vehicle by stock number or vehicle identification number in the advertisement is one means of satisfactorily disclosing a limitation of availability.

b. Advertising a vehicle at a certain price, including "as low as" statements, but having available for sale only vehicles equipped with dealer added cost "options" which increase the selling price, above the advertised price, shall also be considered

"bait" advertising.

Far from curing the bait and switch problem, a disclaimer warning consumers that vehicles may be sold at higher prices because of prevailing market conditions will actually make the problem worse. Regulators will use that as proof that the dealership did not intend to sell vehicles at the prices advertised.

A disclaimer is used to explain the advertised terms. It cannot be used to negate the advertising. You must be prepared to sell vehicles at the prices advertised.



Looking for a local EV Charger Installer to Refer Your Customers To?

Have new EV customers, but need a trusted local EV charger installer to refer your customers to? Green Mountain Solar can help!

We are now offering EV charger installations to our list of quality services and are partnering with dealerships to help make the process seamless for your customers.

We have had the pleasure of partnering with Dan Bokan, Owner and President of Bokan Ford Chrysler Dodge Jeep Ram, and he says, "The Partnership with GMS has been great for our sales team and our customers. They offer a professional and seamless solution to the EV charging needs that our customers have."

For more information, contact Green Mountain Solar's Marketing Manager, Julia Westbrook at julia@greenmtnsolar.com or click [here](#) to learn more about their offerings on their website.

Check out our blog on dealership partnerships:

<https://www.greenmtnsolar.com/blog/ev-dealership-partnerships>

Can Controls Cut Down Your HVAC Costs?

Is your dealership spending too much on heating? Since HVAC systems account for a good deal of a building's energy consumption, control systems can help save big on energy. [Learn how four different buildings in Vermont have saved energy and reduced maintenance requests with HVAC controls.](#)



Workers' Comp Safety Corner

Sometimes good managers don't have the confidence or skills to confront employees about workplace safety issues. There are professional courses available that address supervisor assertiveness, which could be a great option for some. What could also be effective is a quick word from a dealership leader that says, "This is important for our business, and I support you."

Strategies for Preventing Dealership Ice and Snow Injuries

Ice and snow account for a large number of overall injuries that occur to dealership employees, bringing with them *staggering* costs and effects to your Workers' Compensation expenses.



Preventing slips and falls on ice depends on the commitment you and your managers are willing to take. Intentionally and consistently implementing precautions during actual or forecasted inclement weather can have a dramatic impact on injuries that occur. Suggested strategies include:

- Pre-weather checks. Check conditions of sidewalks, stairways, and other walkways. Look for downspouts or other wet areas for discharge across walking areas that might freeze. Consider where employees have to park and walk and pre-plan any changes needed.
- Have a solid plan for snow and ice removal. Check conditions on sidewalks and other walkways hourly during inclement weather.
- Make sure tiled floors are kept clean and dry. Put mats by doorways, have a plan to check regularly.
- Improper shoes worn by employees during inclement weather is *the largest cause of slips and falls on ice and snow*, especially to Sales Personnel.

Prevention begins with awareness:

- Have Sales Managers remind Sales staff during staff meetings about inclement weather and to wear appropriate shoes, *not leather-soled dress shoes*. Allow snow shoes or boots to be worn during bad weather.
- Consider allowing “casual” clothes days during inclement weather days.
- Buy traction devices for employees to wear outside. These slip-on devices are inexpensive and can prevent a catastrophic fall. You can buy them on Amazon for \$5 to \$10 up to about \$20. Buy one for each Salesperson. Yaxtrax, Ergodyne and Crampons are just some brands available.
- Discuss how to safely walk or work, *when necessary*, on snow and ice with employees during staff meetings. Stress the importance of walking diligently and intentionally, not hurrying or running.
- **Communication is important!** Raise awareness of employees about inclement weather:
 - Signs or posters that remind employees to be safe on ice or snow.
 - A memo sent to all employees when inclement weather is forecasted reminding them to be diligent and to wear the proper type of shoes/boots.
 - Subscribe to a weather alert service. Make sure to pass on the alerts received to affected employees. Many offer email or text alerts and cover your local area. A recommended list of these services is provided with this flyer.

Most ice and snow related WC claims are completely preventable. It's YOUR money and YOUR fund. Don't allow needless claims that can be prevented by some forethought and planning. Help us protect YOUR WC premiums.



Webinar Series

Protective Apparel for EV and Hybrid Techs

Presented by:

Hugh Hoagland | International Arc Flash Expert | e-Hazard

Wednesday, February 23 | 1pm-1:45pm ET

Join Hugh Hoagland, Arc Flash Researcher from e-Hazard, as he discusses the

protections for auto mechanics and service technicians. Especially for shock, potential arc flash, electrical/battery fires and chemical solvents used in many EV and hybrid battery systems. [REGISTER.](#)

[From Trained to Retained](#)

Presented by:

Field Broadbent | Training Program Manager | Valvoline

Tyler Apanell | Training Program Manager | Valvoline

Brian Trochim | National Account Manager, Dealership Group | Valvoline

Jason LeVine | Service Director, Honda Cars of McKinney | Hendrick Automotive Group

Wednesday, March 2 | 1pm-2pm ET

Join a panel of experts from Valvoline as they discuss delivering the training that your team needs and deserves. From picking the right people to maintaining the training momentum: How do you build a program to grow and keep existing employees? [REGISTER.](#)

Available now on NADA's website:

[OSHA's New COVID-19 Employer Vaccine-or-Test Mandate: A Summary for Franchised Dealerships](#)

[LIFO Recapture - Considerations and Strategies](#) (archived webinar)

[Considerations for Dealers Facing Significant LIFO recapture](#) (document)

FTC Safeguards Rule Webinar

A recording of the NADA webinar regarding the amended **FTC Safeguards Rule**, is now available. To view the recording, [click here](#); to view the Amended Safeguards Rule FAQs, [click here](#). For assistance, please contact NADA customer service at 800-557-6232.

Notices from Motion Picture Licensing Corp

Occasionally, VADA will hear from dealers who have received notices from the Motion Picture Licensing Corporation (MPLC) offering an "Umbrella License" to play movies and television programming in public areas such as showrooms, waiting areas and break rooms.

MPLC represents large groups of copyright holders to offer streamlined licensing.

U.S. copyright law does require a “public performance” license to be able to play copyrighted content, such as movies, television programming, and music, in public areas. Copyright infringement can lead to significant liability, so it is prudent to ensure that proper licensing is in place. If you receive a cease-and-desist letter, it may include a demand for a hefty settlement and threats of litigation.

Letters are generally a solicitation or invitation to purchase a license. Dealerships may already have a license included in their cable or satellite package for certain television programming. Cable and satellite companies have licenses to broadcast this programming, the question is whether or not the commercial package that a dealership contracts for contains those licenses.

Dealerships should check with their cable or satellite providers to ensure proper licensing is in place. Dealerships may also want to lock certain channels so that televisions can only show content that is properly licensed. If the dealership is using a streaming service, such as Netflix or Hulu for televisions in public areas, it is less likely that public performance rights are included in your package. Dealerships should not play movies on any DVDs that have been personally purchased, as that would be a copyright violation.

If you are displaying programming that is not covered by an appropriate license, a license such as MPLC purports to furnish may be a good choice; however, you should do due diligence investigating before engaging with any company.

****OSHA "Manual" Scam****

Every few years, VADA is reminded of a company located in Florida that sends out an “OSHA Journal for Auto Service” to dealers unsolicited. Their website states that “A SAFETY MANUAL IS A FEDERAL & STATE REQUIREMENT.” This is an oversimplification and is MISLEADING.

The communication looks official and misleads businesses into believing that OSHA requires such a book. After receiving the book unrequested, the dealership is then invoiced for \$300.

Federal OSHA regulations **DO NOT** require that you purchase such a book for your dealership or develop the blanket written program that the book is supposed to be. OSHA regulations do specify that a dealership has certain written exposure control

plans in place, but again, [there is no such requirement from OSHA that you purchase this book from this company.](#)

Car Trouble

The House Transportation Committee continues to develop legislation to get more Vermonters to give up gas and drive electric. While the Climate Action Plan requires 170,000 electric vehicles on Vermont roads by the end of the decade, there are only [6500 electric vehicles](#) currently registered here. In order to facilitate this 2,500% increase, Governor Scott has proposed spending [\\$15 million for EV infrastructure and \\$22 million](#) for EV incentives. Lawmakers and the Scott Administration also support the adoption of California's Advanced Clean Cars II Regulations which essentially ban the internal combustion engine in new vehicles by 2035.

Other proposals are still on the table including [H.552](#), which spends \$75 million on a variety of incentives and rebates for purchasing electric vehicles and charging equipment and adds up \$750 to the cost of registering a new vehicle with an internal combustion engine. And then there is [S. 277](#), which requires the DMV Commissioner to collect an "efficiency fee" when Vermonters register a new vehicle. The Agency of Transportation's light duty passenger fleet is now [46% electric](#) and the state is considering purchasing electric DMV Enforcement Vehicles. Nearly all of the light duty passenger vehicles driven by employees at the Department of Buildings and General Services are electric or hybrids.

Source: Matt Cota, VT Fuel Dealers Association

Vermont Climate Action Plan – Clean Heat Standard Act

What will it cost? Consultants hired by the Climate Council say nearly \$17 billion is necessary to "bolster the state's electrical grid, install charging stations, and offer incentives to get people to buy EVs and electric heat pumps [at the scale required.](#)" While that is about three times the Vermont state budget, there are hundreds of millions of dollars of federal ARPA funds currently available. According to [this memo](#), the Climate Council is recommending nearly \$600 million be spent on the Action Plan, including \$147 million for weatherization, \$150 million for electric vehicle incentives, and \$50 million to upgrade Vermont's electric grid.

Source: Matt Cota, VT Fuel Dealers Association



Want to advertise your products or services to our members? [Click here to learn more!](#) Or email me at mmiller@vermontada.org



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