

# Vermont EV Market Overview

VERMONT SENATE NATURAL RESOURCES & ENERGY COMMITTEE  
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Drive  
Electric  
Vermont

# About Drive Electric Vermont

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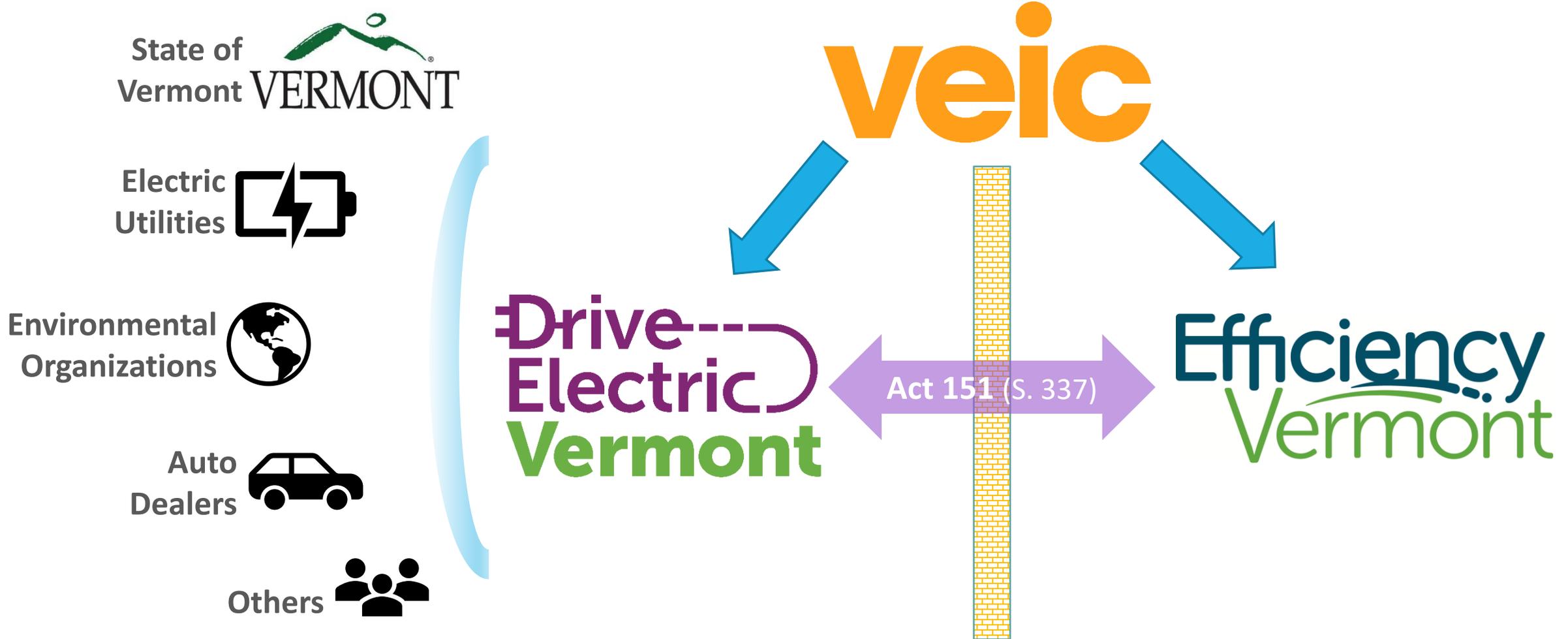
- Drive Electric Vermont is a public-private partnership established in 2012 by VEIC and the State of Vermont
- Working to advance transportation electrification through:
  - Stakeholder coordination
  - Policy engagement
  - Consumer education & outreach
  - Infrastructure development



Drive  
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<https://www.driveelectricvt.com/>

# Drive Electric Vermont Connections



# Why Go Electric?

- Reduce emissions
- Great performance
- Quiet
- Convenient charging at home
- Savings

**It's time for  
a better drive.**



# Popular EV Models

## All-Electric Vehicles



**Nissan LEAF**  
150-225 Miles  
\$30-37k



**Tesla Model 3**  
250-322 Miles  
\$35-50k



**Chevrolet Bolt**  
260 Miles  
\$37k

## Plug-in Hybrid Vehicles



**Toyota Prius Prime**  
25 Miles  
\$28k



**Mitsubishi Outlander PHEV**  
22 Miles  
\$36k



**Subaru Crosstrek Hybrid**  
17 Miles  
\$35k

# Recent Arrivals and Coming Soon

**Tesla Model Y**

244-326 miles, \$42k



**Ford Mustang Mach-E**

211-300 miles, \$43k



**Ford Escape PHEV**

38 miles, \$33k



**VW ID.4**

250 miles, \$40k



**Chevrolet Bolt EUV**

250 miles, \$34k



**Toyota RAV4 Prime**

42 miles, \$38k



# Website EV Model Explorer

## Plug-in Cars Available in Vermont

Vehicle Type:  Electric Range†:  All Wheel Drive:  Base MSRP:  Number of Seats:  Vermont Incentive:

Filters for vehicle characteristics

**Audi e-tron**



All Electric (SUV)  
Electric Range: 204 miles

**Chevrolet Bolt**



All Electric (Crossover)  
Electric Range: 259 miles  
Vermont Incentive Eligible

**Hyundai Kona Electric**



All Electric (Crossover)  
Electric Range: 258 miles  
Vermont Incentive Eligible

**Hyundai Kona Electric**



All Electric (Crossover)  
Electric Range: 258 miles  
Vermont Incentive Eligible

**Total Range: 258 miles**  
**Battery Size: 64**  
**Seats: 5**  
**Cargo: 19.2 ft<sup>3</sup>**  
**Base MSRP: \$36,950**  
**Federal Tax Credit Amount: \$7,500**  
**Standard Monthly Lease: \$329**  
**Lease Down Payment: \$3,899**  
[Manufacturer Website](#)

**Jaguar I-Pace**



All Electric (SUV)  
Electric Range: 234 miles

**Kia Niro EV**



All Electric (Crossover)  
Electric Range: 239 miles  
Vermont Incentive Eligible

**Nissan Leaf Plus**

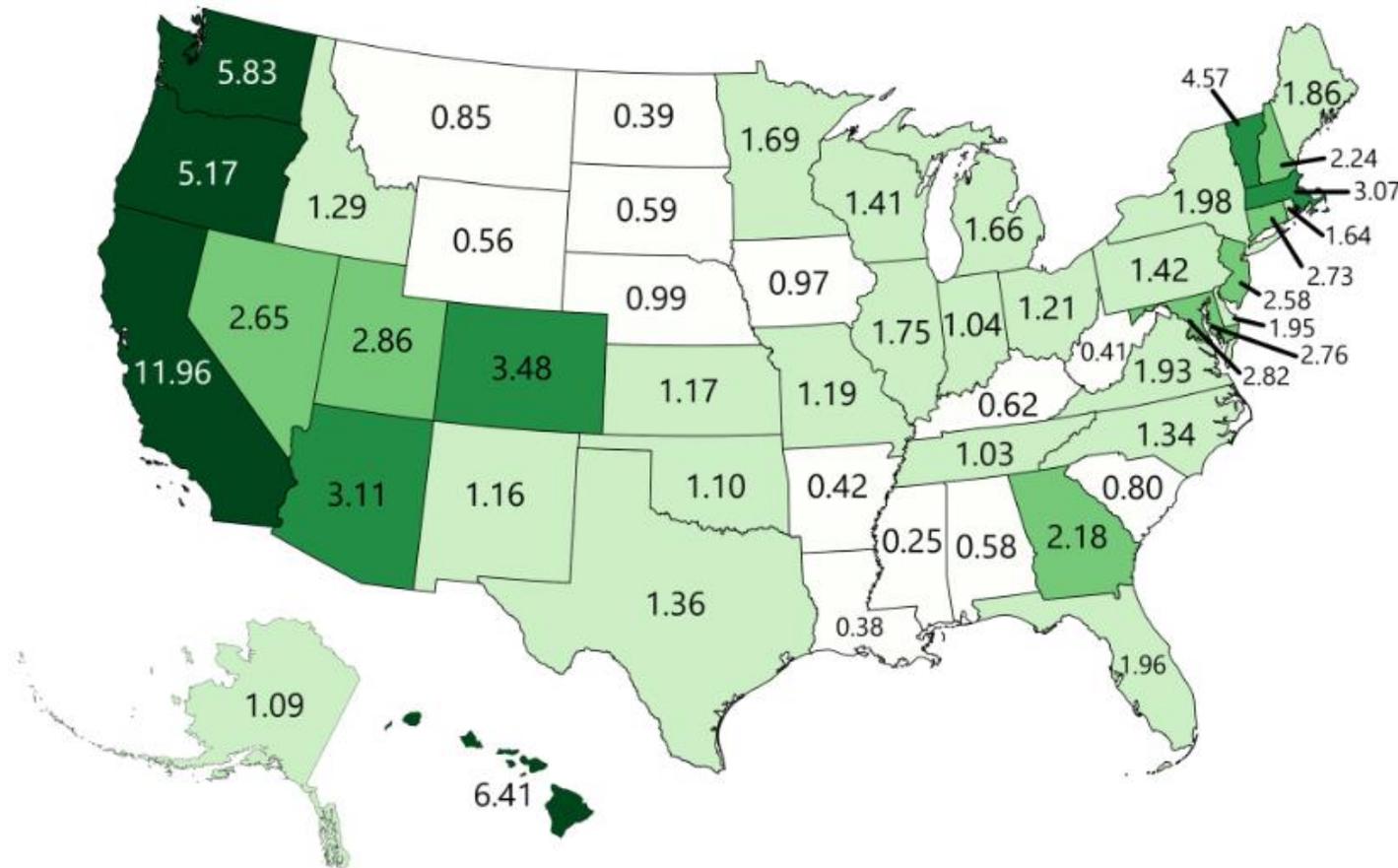


All Electric (Hatchback)  
Electric Range: 226 miles  
Vermont Incentive Eligible

[www.DriveElectricVT.com](http://www.DriveElectricVT.com)

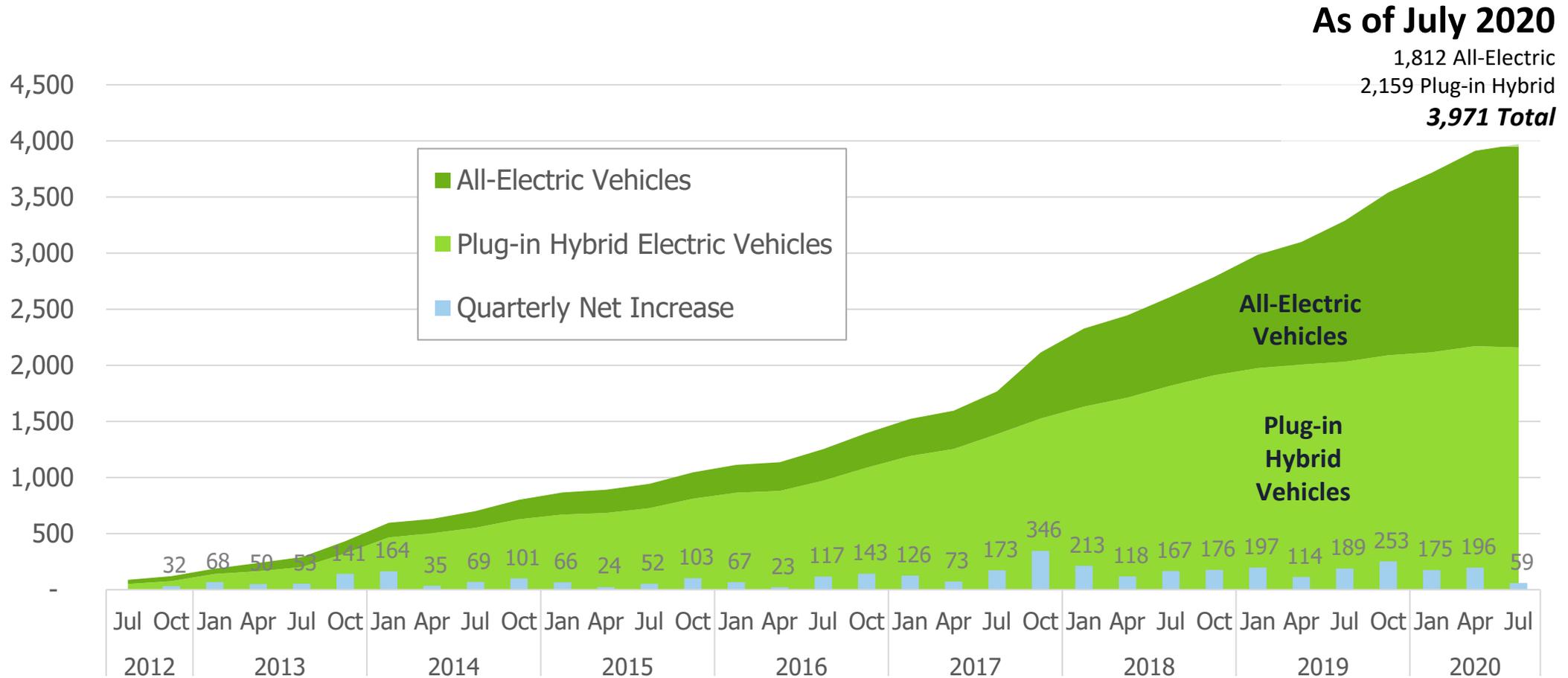
# EV Registration Rates by State

Plug-in Electric Vehicle Registrations per 1,000 People, 2018



Source:  
US Dept of Energy,  
2021

# Vermont EV Registrations



Source:  
 VT DMV / VT DEC  
 2021

# Top-Selling EV Makes & Models in Vermont

	Automaker	New	Used	Total
1	Nissan	209	26	235
2	Tesla	181	13	194
3	Chevrolet	121	27	148
4	Toyota	126	16	142
5	Hyundai	101	1	102
6	Ford	65	20	85
7	Subaru	65	0	65
8	Mitsubishi	43	0	43
9	Volkswagen	36	3	39
10	Kia	28	1	29
11	Audi	19	4	23
12	BMW	11	10	21
13	Honda	13	2	15
14	Volvo	11	2	13

*Based on new VT registrations between July 2019 – June 2020*

	Model	New	Used	Total
1	Nissan LEAF	209	26	235
2	Tesla Model 3	141	1	142
3	Toyota Prius Prime	122	6	128
4	Chevrolet Bolt	99	5	104
5	Ford Fusion PHEV	61	5	66
6	Subaru Crosstrek PHEV	65	0	65
7	Hyundai Kona EV	49	0	49
8	Volkswagen e-Golf	36	3	39
9	Chevrolet Volt PHEV	19	20	39
10	Hyundai Ioniq PHEV	38	0	38
11	Mitsubishi Outlander	26	0	26
12	Tesla Model X	21	0	21
13	Kia Niro EV	21	0	21
14	Tesla Model S	14	7	21

# New EV Purchase Incentives

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## Federal Tax Credit

- Up to \$7,500, based on battery size
- Begins to sunset when manufacturer reaches 200,000 EV sales
- Claim on income taxes (unless leasing)
- Does not carry-over into future years

## State of Vermont

- Up to \$4,000, depending on income and type of EV
- About \$530,000 remaining
- For new EVs with *starting* MSRP under \$40,000
- Distributed in partnership with electric utilities

## Electric Utilities

- Up to \$2,500, depending on income and type of EV
- Many also offering incentives for home level 2 charging equipment

# Combined Incentive Example

	New Nissan LEAF 150 Mile Range		Nissan Sentra
	Standard Incentive	< \$50k Income Incentive	
Starting Price	\$31,600	\$31,600	\$19,310
Federal Tax Credit	-\$7,500	-\$7,500	--
State Incentive	-\$2,500	-\$4,000	--
Automaker Discount	-\$6,000	-\$6,000	--
Utility Incentive	-\$1,500	-\$2,500	--
Price after Incentives	\$14,100	\$11,600	\$19,310

# Thank you

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## Contact

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