

February 18, 2021

CT General Assembly-Transportation Committee - SB-127

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Vice Chair - Steve Cassano

Vice Chair - Travis Simms

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Ranking Member - Heather S. Somers

To All That This Matter Concerns,

First, I would like to take this opportunity to thank you for allowing me to be part of the discussion regarding SB127. As a Connecticut native, I believe that our great State is in great position to make the most of technological advancements afforded to us by innovative companies looking to make a positive impact on the world.

I commend the actions by this administration thus far and am proud to see that Connecticut has the ambitious goal to accelerate deployment of EV's in Connecticut significantly before 2025, per our inclusion into the ZEV MOU agreement. We already have a nation leading incentive program for citizens to move toward EV's via the CHEAPR program, as well as initiatives to support EV infrastructure within our borders. The intentions set forth are admirable, but I believe we overlooking a few things that have already suppressed our progress and will prohibit us from reaching our goals.

The I-95/I-91 corridor has some of the worst air pollution in the entire country. With mobile traffic contributing 38.1% of greenhouse gases and 67% of all NOx emissions in CT, vehicles are the first place to start to make the largest impact towards better air quality for all of us.

EV adoption rates have crawled over the past 10 years. Legacy vehicle manufacturers have little to no incentive to push EV sales. Nearly 50% of dealership revenues comes from service on ICE vehicles, so they would take a hit if the vehicles they promote to customers required almost 80% less service over their life cycles. Volkswagen recently noticed that dealerships were avoiding promoting their ID line of EV's and recently took action and made every retail partner sign an agreement employing VW's new direct to consumer model for their EV ID.3/4 using dealers as agents. In my opinion this proves that manufactures know their locally franchised dealers are not doing all they can to promote pure electric vehicles. While legacy manufactures have been offering EV's for some time now and in some instances more than a decade or more, Tesla dominates the EV space holding nearly 80% market share nationwide. Is this because Tesla's cars are better/more attractive than others? Perhaps. Or is it because dealerships push other products and steer people away from an EV to a more

profitable product? The point is, even with the majority market share that Tesla has, they and all other EV car makers are barely moving the needle to advance EV adoption. Bottom line, we need more companies like Tesla selling EV's that people want to buy. And currently my beloved state is prohibiting that from happening. An archaic law that was originally created to prevent abuse and protect our small businesses is now stifling innovation and hurting our environment.

Today, if I want to purchase a new Tesla, I have to drive out of state to complete my transaction. Talk about a hassle and a way to disincentivize people from buying one. And this wouldn't be just Tesla, but would also include any new EV manufacture such as Rivian, Lucid, Lordstown, to name a few that try to go to marke here in CT. Does that seem right to you? However, even with the obstacle in consumers path, Tesla has nearly 10k registered vehicles in CT today. Imagine if CT made it much easier to buy a Tesla, or perhaps other innovative new EV's that are coming to market, what an impact that could make toward EV adoption leading to cleaner air for CT!

No one wants to hurts local dealerships, in fact, several of my closest friends either own or work for one. But seeing that sales in CT dealerships have grown over 40% (40%+ in Direct to Consumer friendly states) since Tesla went to market, do we really see selling Direct to Consumer as a threat to them?

Connecticut is one of few states that do not allow Direct To Consumer sales model by new car manufacturers. Even Michigan, the US auto capital of the world, has overturned old, outdated laws that just don't make sense for fast paced world we live in anymore and now allow DTC sales models. So as other states progress and lead, are we going to stand by and watch them surpass us, or will we let competition flourish and join them? Competition is the consumers #1 friend, I implore you all to really ask what is best for all of Connecticut for us today and future generations.

I support SB127.

Sincerely yours,

Jeffrey E. Manfredonia