

mileage smart 

CAPSTONE
COMMUNITY ACTION

How it works



MileageSmart offers low-income Vermonters 25% - up to \$5,000 - off of a used high-efficient vehicle.



Applicant Eligibility

- Be a Vermont resident
- Be at or below 80% State Median Income
- Be 18 years of age or older
- Not be claimed as a dependent

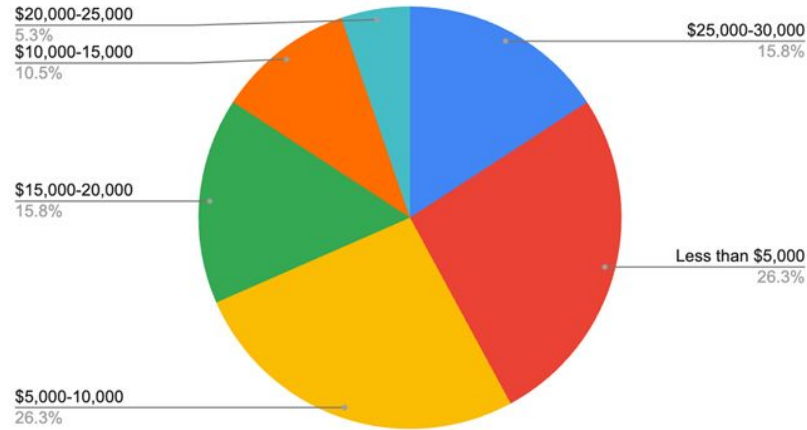
Vehicle Eligibility

- Be pre-owned
- Be rated at least 40 MPG/MPGe combined
- Be purchased at a Vermont dealership
- Be at or below J.D Power Clean Retail Value
- Have a sale price of less than \$40,000

Tiered Incentive



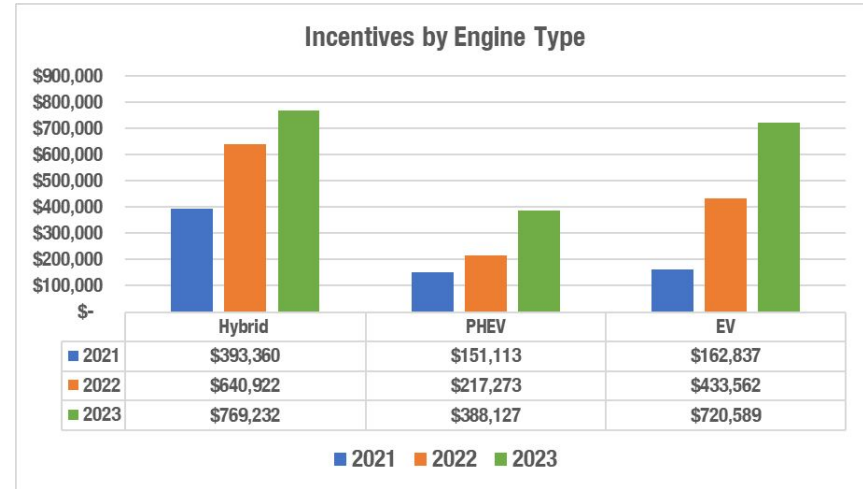
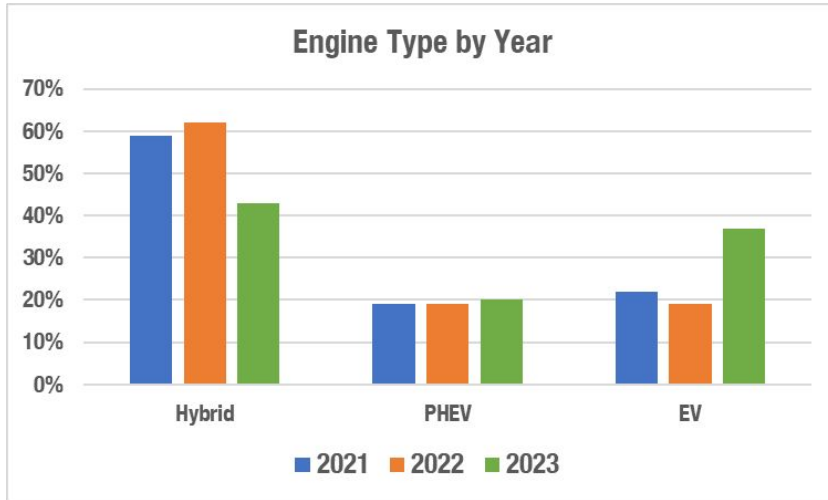
What's your budget for this upcoming vehicle purchase?



*Pulled from applicant survey that was used to identify why approved applicants had not yet purchased a vehicle. 138 responses.

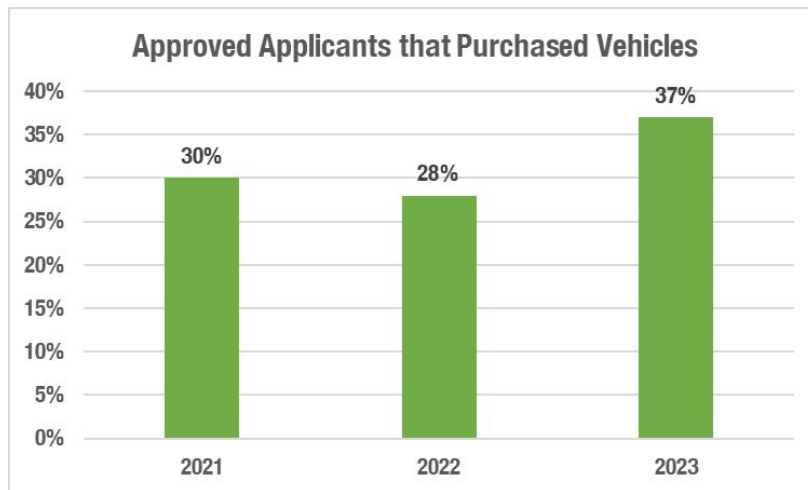
- Effective January 1, 2024, for participants who receive 3Squares/SNAP benefits the MileageSmart incentive is \$5,000 off the purchase price (the 25% is dropped).
- This change came as a result of surveying MileageSmart participants and understanding that those on the lowest end of the MileageSmart income eligibility range were least likely to access the full \$5,000.

Energy & Dollars Saved



- 837 Vermonters purchased high-efficiency vehicles using the MileageSmart incentive. Over \$3.5 million has been invested with an average incentive of \$4,461.30
- Year over year more incentive dollars are being invested into electrified vehicles. In 2021, 59% of all vehicles purchased using the MileageSmart incentive were hybrid vehicles and 41% were either PHEVs or EVs. In 2023, 42% of all vehicles purchased using the MileageSmart incentive were hybrid vehicles and 58% were either PHEVs or EVs.

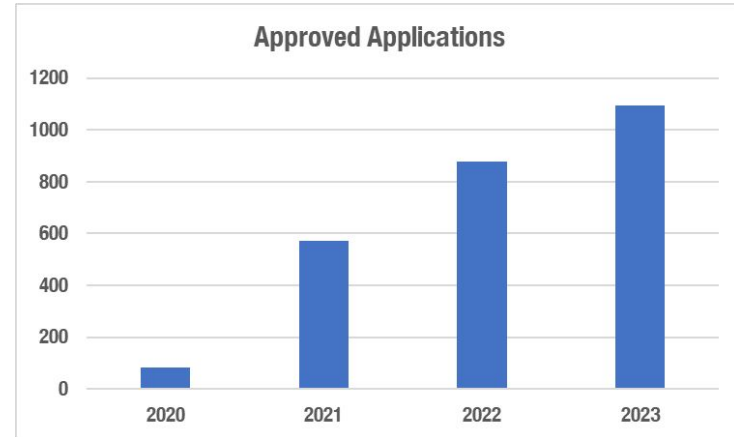
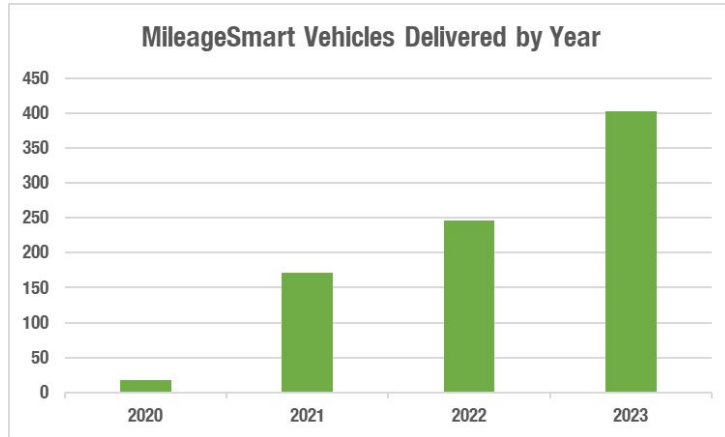
Growth



In 2023, there was an increase in the rate of approved applicants purchasing vehicles through the program. The key drivers included:

- Increased inventory of MileageSmart eligible vehicles
- Interest rates stabilizing
- Participating dealerships continue to increase (80 to 90 in 2023)

Growth



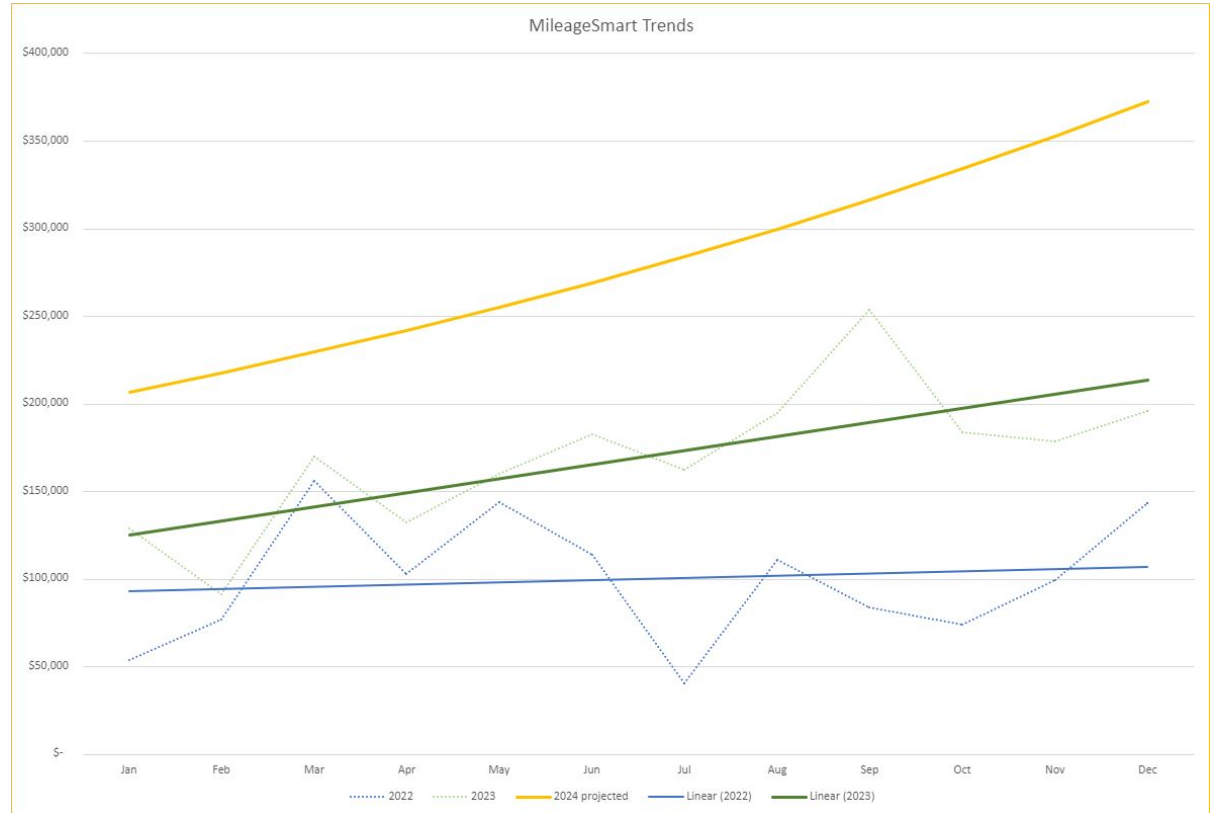
- Since the inception of the program MileageSmart has connected with over 90 Vermont dealerships, sharing information with management and sales teams via webinars and VADA outreach.
- MileageSmart takes advantage of external outreach opportunities such as broadcasted interviews, presenting in webinars, and attending community meetings of energy and climate groups.
- MileageSmart engages with active applicants, supporting their car search with email updates of eligible vehicles at the participating dealerships.

Budget



Projected growth in 2024 is reflective of the increase in demand for the program. There are four factors that we see accelerating the program in 2024:

- Two-tier incentive that improves accessibility of program
- Additional staff required
- Technology upgrades
- Increased inventory of eligible vehicles



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[MileageSmart participant testimonials](#)