Introduced on January 30, 2015, Connecticut bill H 6682 would allow manufacturers who do not have franchise agreement with any car dealers in the state to be licensed as new and used car dealers for purposes of selling their own products. This bill has met with opposition from the Connecticut Auto Retailers Association (CARA), despite not adversely impacting any of their members.

In the spirit of cooperation, Tesla offered a number of significant compromises to CARA on February 24, 2015 at a meeting convened by the Chairman of the Transportation Committee, Tony Guerrera. CARA was given until March 2nd to respond. To date, there has been no response.

Below are the stated concerns that CARA has made about the Tesla model of sale followed by the concessions offered by Tesla in an effort to compromise. If this bill with concessions became law, the provisions of this new law would result in the most restrictive limits on Tesla of any of the 35 states where Tesla has operations.

1. Dealers expressed a concern that other manufacturers, i.e. Ford, GM, Toyota, etc., would try to sell direct to consumers under the new law. Tesla offered that for a manufacturer to apply for a license, a manufacturer must not currently use any independent franchised dealers.

2. Dealers expressed an objection other manufacturers may nevertheless may try to work around this very narrow law. Tesla agreed to restrict the sale direct to consumers to only those manufacturers producing solely electric vehicles.

3. Dealers expressed a concern about new entrant manufacturers not yet in the U.S. (e.g., Indian, Chinese manufacturers) that are also working on electric vehicles. Those manufacturers may want to sell direct to consumers as well. Tesla agreed that in order for a manufacturer to apply for and receive a license that such manufacturer must have established a presence in the state as of a date certain. In Tesla's case it would be retroactive to when the Tesla Milford, Connecticut service station became operational in 2013.

4. Dealers do not want there to be a Tesla store in every city/town (even though other branded automobiles are already in every city/town in Connecticut). Tesla agreed to a limited number of sales locations to a maximum cap of five locations, similar to what has been agreed upon in other states.

Despite concession after concession to address each and every one of CARA’s concerns, CARA still refuses to reach a good faith agreement – indeed, they refuse to even respond.