

From: Vanessa Delegas <vanessad@lovingautogroup.com>

Sent: Wednesday, April 6, 2022 3:35 PM

To: PUC: Clerks Office <ClerksOffice@puc.nh.gov>

Subject: DE 21-078, Petition for Electric Vehicle Make-Ready and Demand Charge Alternative Proposals

EXTERNAL: Do not open attachments or click on links unless you recognize and trust the sender.

Dear Chair Goldner,

On behalf of my family's company, Loving Auto Group, please accept these comments in regards to DE 21-078.

We are a second-generation auto group in New Hampshire, established in 1996, which include three Volvo franchises in Nashua, Concord and Meredith. We employ just under 100 employees with the vast majority living in New Hampshire. As the President of my family's business, I serve on the NHADA Board of Directors as well as the Volvo Retailer Advisory Board. As a brand, Volvo is projecting to sell over 50% BEV vehicles in the U.S. by 2025, just three years from now.

Being on the board for the New Hampshire Auto Dealers Association, I can personally speak to the fact that NH dealers are all in on EV's. I also acknowledge that in addition to vehicle availability, the state charging infrastructure must be well positioned for what is the future of personal transportation.

With that being said we believe the PUC should:

Fund robust electric utility make-ready investments in public charging networks in advance of broader EV adoption by the NH public.

An interested EV buyer needs to be certain that they can make it to their destination and home before buying. Residential consumers' familiarity with EVs is growing, and "range anxiety" is a significant barrier to EV purchases. We need a robust, visible well-marked public charging network in advance of a large number of EV models arriving on dealer lots.

Support rebates for at home Level 2 Charging tied to managed charging programs.

Residential Level 2 charging requires an additional investment of close to \$1000 (\$500 for the charger, \$500 for the electrical work). The cost is higher if they require an electrical service upgrade due to the higher load added to the system. This is a barrier to EV adoption. If charging is managed so that it happens largely during the overnight hours it drives down electrical rates for all customers, even non-EV owners. As such, rebates should be given, but tied to enrolling in a charging management program.

Fund a manufacturer-neutral robust electric vehicle purchase incentive program available at NH dealerships.

The global automotive industry is electrifying its vehicle lineup with major transitions occurring by 2025 and many with an end to most internal combustion vehicles by 2035. NH dealers are working hard to educate their customers and get them ready and excited to buy these new cars. NH dealership sales depend on customer enthusiasm for the new vehicles on their lot. An electric vehicle purchase incentive program will substantially encourage and speed up this market shift. Such a market shift must be done with a carrot not a stick. As evidenced by many states, including our North East neighbors, a robust electric vehicle purchase incentive program is highly successful in motivating the EV transition.

Thank you for taking the time to read and acknowledge my email.

Kind regards,

Vanessa Delegas
President | Lovering Auto Group
vanessad@loveringautogroup.com
O: 603-888-7070

Vanessa Delegas
President | Lovering Auto Group
vanessad@loveringautogroup.com
O: 603-888-7070