

From: Mike Mercer <Mike.Mercer@banksautos.com>
Sent: Friday, April 8, 2022 12:33 PM
To: PUC: Clerks Office <ClerksOffice@puc.nh.gov>
Subject: RE: DE 21-078, Petition for Electric Vehicles.
Importance: High

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

Daniel C. Goldner, Chairman
New Hampshire Public Utilities Commission
21 South Fruit Street, Suite 10
Concord, NH 03301

**RE: DE 21-078, Petition for Electric Vehicle Make-Ready and Demand Charge Alternative Proposals-
NHADA Comments**

Dear Chair Goldner,

On behalf of Banks Chevrolet Inc. New England's largest GM truck dealership, please accept these comments in regards to DE 21-078.

Banks Chevrolet Inc. has been in business over sixty-five plus years servicing the automotive/transportation industry.

We have been promoting and servicing EV vehicles for over the past decade ,we anticipate the next generation called "**Everybody In**" campaign is a call to action to reflect a movement that's inclusive and accessible.

The year 2023 -2024 the pendulum will swing on this paradigm, reflecting a full exposure of this electrification movement going forward in today's transportation sector.

With that said,

NH dealers are all in on EV's and 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.

Sincerely,

Mike Mercer
Technical Service Manager
Banks Chevrolet Inc.

