

Established 1924

# grappone

AUTOMOTIVE GROUP

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**Amanda Osmer**  
*Fourth Generation Steward*

April 7, 2022

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 Chairman Goldner,

On behalf of the Grappone Automotive Group please accept these comments in regard to DE 21-078.

Established in 1924, the Grappone Automotive Group has been meeting the automotive needs of the greater Concord area and beyond for nearly a century. We currently employ 322 team members throughout our five new car franchises located on Route 3A in Bow. We also have a wholesale parts operation, a bi-weekly used vehicle auction, and a collision center for internal repairs.

The Grappone Automotive Group currently has several charging stations installed at our Ford, Hyundai, and Toyota dealerships and would like to offer more stations to the general public. A new building for Grappone Mazda will be built on Manchester St. in Concord starting this fall. Our plans call for six charging stations to be available to the public as more and more electric vehicles (EVs) are being produced by various manufacturers.

New Hampshire dealers are all in on EVs and acknowledge that in addition to vehicle availability, the state charging infrastructure must be well positioned for what we see as 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 owner needs to be certain before purchasing their new vehicle that they can reliably make it to their destination.

- 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 to be made 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 the lots. An electric vehicle purchase incentive program will substantially encourage and speed up this market shift.

I appreciate your consideration in this matter.

Sincerely,



Amanda Grappone Osmer  
Fourth Generation Steward, Grappone Automotive Group