

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 Portsmouth Ford please accept these comments in regards to DE 21-078.

Portsmouth Ford is a NH based family business that has been in operation for 30 years. In addition to our main dealership location in Portsmouth we operate a standalone used car store and a separate collision center. We are three well respected and long established businesses in the seacoast area of NH. We also own and operate another Ford dealership in Maine. Ford Motor Company is all in on electric vehicles(EVs) as are we. Ford Motor Company has invested heavily in developing and manufacturing EVs. Their plan calls for \$22billion in investments by the end of 2025. In addition to exciting models such as the Mustang Mach-E and the F150 Lightning 2022 they will be rolling out the 2022 E-transit work van. In addition to offering zero-emissions versions of its most popular vehicles, Ford is harnessing electrification to deliver more of what customers love about them: Performance, capability and productivity. We are a true partner with Ford and want to see their EV strategy succeed. In having NH businesses and citizens succeed along with Ford we believe that the NH 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,

John Sawyer Jr.

Cc: Jared Chicoine, Director, NH Department of Energy, Chris Ellms, Deputy Director, NH Department of Energy

Dan Bennett, REM,IOM,CAE

V.P. Government Relations

Environmental Affairs Specialist

New Hampshire Automobile Dealers Association

603-545-4535 (cell)

dbennett@nhada.com

507 South St. | Bow, NH 03304

nhada.com



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