



Vermont Vehicle & Automotive Distributors Association

Re: Case #19-3272-PET

April 14, 2021

Vermont Public Utility Commission
112 State Street, Suite 4
Montpelier, VT 05602

Dear Commissioners:

Vermont Vehicle & Automotive Distributors Association members have supported sales of the majority of plug-in vehicles (EVs) currently registered in Vermont. We were consulted as Efficiency Vermont developed their Act 151 plan and appreciate the opportunity to partner in accelerating EV adoption in the state.

We believe the EV supply chain initiatives proposed in Efficiency Vermont's Act 151 plan would provide valuable support to dealerships, including providing training programs that provide more Vermont-specific information on EV purchase incentives and operating conditions.

EV certification from automobile manufacturers can be a barrier for smaller dealers interested in selling EV models due to the cost of EV-specific equipment and training. The proposed plan's investments will be helpful in getting more vehicle dealers across Vermont certified to sell EVs.

VADA supports opt-in dealer incentives to generate enthusiasm for participating in the Efficiency Vermont EV supply chain programs as long as any salesperson incentives are provided through the dealership to ensure managers are aware of any outside influences on their sales team employees.

We are also supportive of the consumer education and outreach proposal as a critical element necessary to accelerate EV adoption.

Thank you for this opportunity to express support for Efficiency Vermont's Act 151 plan.

Sincerely,

Marilyn B. Miller
Executive Director

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