

**From:** [Appleton, James](#)  
**To:** [Secretary, BPUBoard \[BPU\]](#)  
**Cc:** [Magdalena Padilla](#)  
**Subject:** [EXTERNAL] Docket #Q021040720  
**Date:** Friday, January 28, 2022 1:43:18 PM  
**Attachments:** [image008.emz](#)  
[image009.emz](#)  
[image010.png](#)  
[image011.png](#)  
[image012.emz](#)  
[image013.png](#)  
**Importance:** High

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January 28, 2022

Ms. Aida Camacho-Welch,  
Secretary to the Board  
Board of Public Utilities  
44 South Clinton Avenue, 9th Floor  
Post Office Box 350  
Trenton, New Jersey 08625-0350

**RE: IN THE MATTER OF THE CLEAN ENERGY PROGRAMS  
AND BUDGETS FOR FY 2022 – TRUE-UP, REVISED BUDGETS**

**AND PROGRAM CHANGES (DOCKET No. Q021040720)**

Dear Ms. Camacho-Welch:

The New Jersey Coalition of Automotive Retailers (*NJ CAR*) is the Statewide trade association that represents New Jersey's 500+ franchised new car and truck dealers. Our members directly employ or support nearly 70,000 jobs in New Jersey and the retail auto sector last year accounted for \$34.6 billion in sales and \$1.73 billion in tax revenue. This extensive network of independent new car dealerships spread across New Jersey benefits consumers by fostering a competitive motor vehicle sales and service marketplace, and by ensuring that consumers have ready access to warranty and safety recall service. *NJ CAR* dealer-members are now leading the effort to help the State meet its ambitious goal of selling more than 330,000 electric vehicles (*EVs*) by 2025 and millions more by 2035.

New Jersey's neighborhood new car and truck dealers appreciate the opportunity to comment on the straw proposal presented in the Board of Public Utilities (*BPU*) Docket No. Q021040720, which seeks to true-up, revise, and amend the Clean Energy

Programs, of which the EV incentive program is a part. Under the terms of the revised budget the BPU seeks to allocate \$3 million to establish a residential EV home charger rebate program. NJ CAR supports BPU efforts to assist homeowners with the cost of EV charger installations, as home charging for those who can arrange it is an effective way to relieve EV range anxiety.

NJ CAR notes, however, that this proposal appears to have abandoned the BPU's previously announced plans to put another \$20 million out on the street to restart the Charge Up New Jersey EV incentive program. NJ CAR believes the BPU has made the right choice, here, as it doesn't make a lot of sense to put additional EV incentives out there right now when vehicle prices are high, and inventory is low. If the BPU has additional resources to devote to the EV incentive program, we recommend you consider doing that after the start of the new fiscal year and when those funds can be added to year 3 appropriations to create a more sustainable incentive program with the potential to last more than just a few months. The fits and starts nature of the incentive these past two years have caused serious problems for dealers and consumers and NJCAR would welcome the opportunity to dialogue with the BPU about how to avoid these issues moving forward.

In conclusion, NJ CAR members would welcome the opportunity to engage with BPU staff and other EV stakeholders (*including automakers*) to carefully review data from the first two years of the Charge Up New Jersey program. This kind of analysis and stakeholder input might help the BPU structure an incentive program and better communicate to ensure an effective launch for a third incentive program.

Thank you.

Sincerely,

James B. Appleton  
President

JBA:md

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