
From: Lida Jenney
Sent: Monday, September 24, 2018 6:52 PM
To: VWSettle
Subject: Recommendation for VW Settlement Usage in Texas

I would like to comment on the Texas Commission on Environmental Quality's plans for the \$210 million that VW will pay Texas for cheating on its diesel vehicles. I urge that the settlement funds be utilized to further electric vehicle sales and infrastructure (charging stations) and not for diesel and natural gas vehicles to help with climate change and encourage the purchase of electric vehicles..

I am already aware of the Texas Commission on Environmental Quality's Texas Emissions Reduction Plan program which currently offers \$2,500 rebates on new electric vehicles. The rebate's mission is to encourage residents to buy clean energy vehicles. (<https://www.tceq.texas.gov/airquality/terp/>) My husband and I purchased an all electric Tesla vehicle this year. I was upset to discover that Teslas are NOT eligible for this rebate because of their business model. Because customized orders are placed directly with the California based manufacturer online and Tesla stores are NOT allowed to take vehicle orders, they are ineligible. UNFAIR! Teslas should be included in this rebate program. We picked up our vehicle at the Austin Tesla service center and paid sales tax to Texas. It seems that the Texas Automobile Dealership Association has too much control as they have been trying to prevent the sale of Teslas in Texas as they feel threatened by their business model and superior cars. Tesla has a gallery store at the Domain and a service center in Austin. Their mobile van fleet also come to you for minor repairs at your home or wherever needed.

I encourage you to read the article in the link below from a recent online newsletter by Austin Econews with a lot of commentary on how difficult it is to actually purchase an electric vehicle in Austin - a progressive city where I would think it would be a no-brainer.

https://austineconetwork.com/that-time-i-tried-to-buy-an-electric-vehicle-and-no-one-would-sell-it-to-me/?utm_source=Austin+EcoNewsletter&utm_campaign=1741637805-EN1%2F11%2F18_COPY_01&utm_medium=email&utm_term=0_e376911220-1741637805-171080597



That Time I Tried To Buy An Electric Vehicle... And No One ...

I live in Austin, Texas, a relatively eco-friendly city with a tree hugging, hippy reputation. I work as an environmental reporter at the Austin...

austineconetwork.com

Per the author's article in the link above, there are many hardships/problems in trying to buy an electric car in Austin, Texas including:

- 1) Lack of available electric vehicles in the showrooms
- 2) High turnover and lack of salespeople knowledgeable in electric vehicles
- 3) Lower sales commissions paid for electric vehicles. Sales commissions offered on electric vehicles average \$300 versus about \$900 on traditional gas vehicles leading sales staff to discourage customers from buying an electric vehicle.
- 4) High cost for a dealership to install a DC fast charging station. GM dealerships say it cost \$17,000. Perhaps some funding could go to support these charging stations.

Some suggested fixes:

Austin Energy has a pilot program under development called SPIF which should be endorsed which could help even out the commission discrepancy by partially funding commissions on electric vehicle sales. If adopted, it would give \$300 to \$450 for every EV sold in Austin (split between sales manager and sales staff). It was also suggested that only sales people who participate in the SPIF training should be eligible for the commission bonuses. █

Support development of "plug-in education centers" for electric car sellers to show prospective buyers and to use in other public places/events to answer people's questions about electric vehicles.

I recommend funding could also support electric vehicle events such as the recent National Drive Electric Week held in cities across the country. <https://driveelectricweek.org/> including an event in Austin, Texas.



National Drive Electric Week

National Drive Electric Week events feature plug-in electric vehicle owners sharing their experience with others interested in driving electric. #NDEW2018

driveelectricweek.org

Funding should also be used to help facilitate the building of more electric car charging stations in public parking areas such as shopping centers, universities, athletic stadiums, and tourism areas.

Lida Jenney