



CLIMATE, ENERGY, AND ENVIRONMENT POLICY COMMITTEE (CEEPC)

AUTO SHOW MEETING SUMMARY: APRIL 4, 2019

CEEPC MEMBERS IN ATTENDANCE:

- Hon. Dan Sze, City of Falls Church (CEEPC Chair)
- Hon. Penelope Gross, Fairfax County
- Hon. Erik Gutshall, Arlington County
- Erica Bannerman, Prince George's County
- Ira Dorfman, GWRCCC
- Daniel Lee, WMATA
- Leta Mach, City of Greenbelt
- Regina Moore, VDOT
- Erica Shingara, City of Rockville
- Tim Stevens, Sierra Club
- Colleen Turner, MDOT
- Luke Wisniewski, MDE
- Cher Griffith Taylor, Electrification Coalition
- Marguerite Guarino, Fairfax County
- Divesh Gupta, BGE
- Elliot Harkavy, CNA
- Rachel Helbig, Keystone Policy Center
- Karl Held, Montgomery County
- John Howes, ACPAC
- Joseph Jakuta, DOEE
- Mike Jones, MEA
- Michelle Klassen, LKM Solutions
- Jukka Kukkonen, PlugInConnect
- Michael Kurzeja, EZ-EV
- Sharyn Lie, US EPA

ADDITIONAL ATTENDEES

- Jamee Alston, Prince George's County Public Schools
- Rafael Arancibia, Fairfax County
- Steve Banashek, City of Alexandria
- Peter Banwell, US EPA
- Mati Bazaruto, City of Bowie
- Ginger Beaudoin, ChargePoint
- Sharon Bocalig, DC Water
- Joyce Breiner, Poolesville Green
- Austina Casey, DDOT
- Gary Allen, CAP/EAC/Bowie
- Jason Anderson, Army
- Robert Bays, WSSC
- Patrick Bean, Tesla
- Corinne Bebek, Fairfax County
- Kevin Bryan, Keystone Policy Center
- Kristin Calkins, DC Office of Planning
- Jimmy Ellis, ChargePoint
- Corey Ershow, Lyft
- Jay Fiset, DMV Strategic Advisors
- Kristy Fleischmann, BGE
- Endrea Frazier, DC Public Service Commission
- Greer Gillis, DC Public Service Commission
- Joseph Gorney, Fairfax County
- Nathan Grace, City of Laurel
- Lindsey Longendyke, GW BOT
- Robert Love, City of Laurel
- Natalia Mathura, PHI
- Kirsten Maynard, Waxman/Climate
- Andrea McGimsey, Environment America
- Walter McLeod, Global Energy and Innovation Institute
- Allison Murphy, EZ-EV
- Bonnie Norman, E3 International, LLC
- Jan Opper, Opper Strategies & Solutions
- Keith Perry, Takoma Park
- Natalie Pien, ACPAC
- John Poetker, WSSC
- Cassie Powers, NASEO
- Wendall Rawlings, BGE
- Tony Rediger, EVGo
- Olga Reym, LKM Solutions
- Stephanie Riddick, Sierra Club
- Adam Roberts, Bethesda Green
- Marcy Rood, Argonne National Laboratory
- Darryl Shelton, WSSC
- Aaron Sobel, US EPA
- Eli Spang, NARC
- Rama Seshu (Ram) Tangirala, DOEE
- Glenna Tinney, ACPAC
- Rahul Trivedi, VDOT
- Dylan Tucker, NASEO

- Nick Zabriskie, Uber
- Yan (Joann) Zhou, Argonne National Laboratory

- Jeff King, COG Environmental Programs
- Tim Masters, COG Environmental Programs
- Erin Morrow, COG Transportation Planning
- Dusan Vuksan, COG Transportation Planning
- Steve Walz, COG Environmental Programs (Director)

COG STAFF IN ATTENDANCE:

- Leah Boggs, COG Environmental Programs
- Amanda Campbell, COG Environmental Programs
- Maia Davis, COG Environmental Programs

1. WELCOMING REMARKS AND LUNCHTIME SPEAKER

Dan Sze, CEEPC Chair

Chair Dan Sze called the meeting to order.

Michael Kurzeja, EZ-EV

EZ-EV is an Exelon venture, which started as a part of its sustainability strategy. Their approach has been to focus on the barriers to electric vehicle (EV) adoption and how to remove those barriers. Buying an EV is not just a car purchase, but also a lifestyle change. The greatest action to move the needle with consumers is to get them into an EV. As local jurisdictions begin to work on policy, it is important to keep the impacts of those policies in mind, especially in this region. Harmonizing policy across the region would have profound and far-reaching implications. Policy makers should bear this in mind and plan appropriately for a thriving EV market in the metropolitan Washington area.

2. INDUSTRY-GOVERNMENT EV INFRASTRUCTURE ROUNDTABLE

Facilitated by: Kevin Bryan, Keystone Policy Center

Industry Experts: Walter McLeod, Global Energy and Innovation Institute; Jimmy Ellis, Chargepoint; Tony Rediger, EVGo; Nick Zabriskie, Uber; Corey Ershow, Lyft; Divesh Gupta, BGE; Patrick Bean, Tesla

Leadership Support: Ira Dorfman, Greater Washington Clean Cities Coalition; Michelle Klassen, Advanced Energy Regional Task Force; Dylan Tucker, NASEO; Marcy Rood, Argonne National Labs; Bonnie Norman, Montgomery County Green Bank Board.

Walter McLeod, Global Energy and Innovation Institute

The metropolitan Washington area has a great workforce and there is increasing investment into clean technologies, such as EVs. However, there is still a need for greater deployment of EV infrastructure and electric infrastructure (specifically as it relates to the electrification of transportation). Industry is leading the EV market and the industry leaders at this meeting can provide insight into the key needs to facilitate greater EV deployment in the region.

Kevin Bryan, Keystone Policy Center

This discussion will focus on how to accelerate the development of the EV market in the metropolitan Washington area, specifically with regard to a few key priorities in this area. The focus of the discussion is to identify those key priorities and discuss possible strategies.

Divesh Gupta, BGE

The biggest priorities for BGE include consumer education and EV charging infrastructure deployment. It is important for utilities to work with public service commissions (PSCs). BGE and other utilities have come to an agreement with the PSC in Maryland to provide rebates and incentives for home EV charging and for installation of level 2 smart chargers in multiunit dwellings. They also received permission to build, own and operate an EV charging station network throughout

the region. They have permission to install chargers on government property as well. There are three main objectives that would facilitate greater growth of EV adoption in the region: 1) deploying 800 charging stations on government property, 2) increasing EV education, and 3) pushing EV adoption incentives.

Patrick Bean, Tesla

Tesla is most known for building EVs, but they also own and operate a network of DC fast chargers. They have about 14,000 DC fast chargers installed globally. Their philosophy is based on charging the EV where the owner parks and integrating charging into the owners' lives, as opposed to asking them to modify their lives. Tesla's primary priority is increasing charger access. Streamlining permitting and approval processes for charging stations is important. Legislation like the EV ready bill ([B23-0193](#)) in DC would help increase infrastructure deployment. The best action to take to increase EV adoption in the region right now is to streamline permitting and approval processes for charging station operators and utilities.

Tony Rediger, EVGo

EVGo is the largest public fast charging network in the US. The DC metro area is an area of increasing importance with regard to EV charging. There is substantial EV growth in this region. Building the infrastructure is expensive and the return on investment takes a long time. Having financial incentives certainly helps charging station deployment. Siting locations for EV stations also poses a challenge and having input from local governments and other stakeholders is crucial. Utility engagement is also essential. Deployment of EV charging infrastructure should be the immediate priority.

Corey Ershow, Lyft

Lyft's ridesharing business model can provide a gateway for people to get the EV experience firsthand. Costs are still an issue, as internal combustion engine cars are still cheaper than EVs. However, as the demand continues to grow, especially in the DC area the costs are expected to shift. Having a robust charging network for these vehicles will be essential.

Jimmy Ellis, Chargepoint

ChargePoint works at the state and regional level and the biggest priority is usually focused on siting EV charging stations. Locating the best locations for chargers and not overbuilding is crucial to providing a smart network of charging points for EV owners. There is also a need for more EV models. If car dealerships have only one EV model to sell it is very restrictive to the market competitiveness of EVs. Government fleets pose a great opportunity to really get the ball rolling in this market. Charging station deployment is the greatest priority now, but this should be done in a strategic and planned way.

Nick Zabriskie, Uber

Uber's role in this is to enable people to increase mobility. Decreasing the negative externalities of increased mobility through passenger vehicles is important and this is where EVs can play an important role. Consumer education is therefore an important piece for Uber to focus on, as Uber drivers switch to EVs. Infrastructure needs to be a priority as well. Permitting should be streamlined for deploying EV infrastructure easily and quickly. Harmonizing processes across jurisdictional lines is a necessity.

Ira Dorfman, Greater Washington Clean Cities Coalition

Next steps for the metro Washington area include: 1) accelerating EV infrastructure development and addressing the needs of the rideshare community so that EVs have greater reach, and 2) siting real estate for chargers by working with transportation authorities (e.g. WMATA), airport authorities

and government entities that own or operate parking garages and parking lots. Utility companies are essential to the process. Also, local government entities have felt excluded from the process, and there is a need for greater engagement with local governments.

Discussion:

- There are significant financial incentives now. The Maryland Public Service Commission has provided funds and there is also the Volkswagen settlement funding for use in this area. Work needs to be done on EV infrastructure deployment, specifically with regard to siting. MDOT is developing a tool for use in this area and hopes to receive feedback from local governments on where they think publicly available charging infrastructure should be installed. This tool will be tested in a few weeks.
- Utility companies and Public Utility Commissions (PUCs) need to be involved. PUCs can require utility companies to provide EV infrastructure plans and can also provide workshops on this to assist utilities.
- Policy needs to forge path forward and supply the demand signal. A possible jump to autonomous vehicles (and their associated infrastructure and standard operating procedures) also needs to be kept in mind.
- Energy infrastructure for supplying the electrification of transportation is crucial and there needs to be a master plan so that risk management has a framework to follow.
- Industry is leading the way, but governments have control over goals. Governments need a framework for industry to respond to. Governments are also key stakeholders.
- Equity needs to be planned for. Upfront incentives on EV purchases is the most effective way for local governments to incentivize vehicle purchases, along with a mandate for EVs to be sold in targeted areas.
- To increase market penetration, some disruption needs to occur. The electrification of bus fleets and government vehicles sends the right disruptive signal to markets. Fundamentally, standards and regulations are essential for this.
- The role of government is to act as active drivers and regulators, and also know when to remove barriers for industry to work in this space. A few example actions for governments include: making EV parking spaces count as two parking spaces for parking requirements of local businesses to encourage investment, creating EV experts in-house in permitting departments, streamlining permitting and zoning, disincentivizing home owner associations from denying requests for EV charging installations.
- Incentives need to be flexible. Perhaps keeping tax credits, but also adding rebates as an incentive. Finding out the best financial incentives for adoption is critical, while bearing in mind that over time things will change.
- Point of sale incentives are crucial. Governments and dealers should work together. States can provide funded dealer incentives to get dealers to push EVs. Often, dealers will only be selling one model, there needs to be greater variety.
- Permitting – the model that New Orleans adopted with regard to charging infrastructure is worth looking at. Sierra Club has a policy toolkit that lists a lot of ordinances throughout the country in this field.
- Education still has to be done and Ride and Drive events are very useful for this purpose.

Feedback from Meeting Participants:

- The most pressing need is to get pilot programs running for municipal buses, school buses, and municipal fleets. For example, DC Circulator has purchased 14 electric buses to dive into a transition. The biggest roadblock is funding to help with the upfront cost of vehicles, the

charging infrastructure to support them, and the training of mechanics to work with electric motors.

- A must-have is getting the utilities and regulators involved so that there are rate structures for charging that do not make it cost prohibitive. Off peak charging discounts and reduced / eliminated demand charges (at least during pilot periods) are good examples. Subscription rates for electricity is also a way to initially eliminate demand charges.
- Local, regional, and state governments and entities need to encourage and fund a transition to electrified transportation. They need to set an end date to be 100% transitioned to demonstrate commitment and set a date at which point all purchases for municipal and school buses are electric. It's important to start making commitments and for planners to start figuring out the details of a transition plan.
- Participants wanted to know more about issues relating to the use of right-of-way for EVSE installation.
- Financial incentives and municipal budgets need to be balanced, which poses a challenge.
- More workplace charging needs to be promoted. Public transport hubs should also prioritize charging facilities where there are parking garages. Any parking garage is a good place for charging.
- If 80% of charging occurs at home, there could be an opportunity to use driveways as shared charging locations and incentivize their use in a similar way to the AirBnB model.
- Recently, an accident on the I-95 hindered traffic in the DC metro area causing heavy delays. The impact this type of significant delay would have on EVs is important.
- Incentives for both industry and individual EV owners/customers will play an important role to kickstart public charging. Local governments will need creative policies or rate design schemes that aims to make the industry profitable long-term.
- Local jurisdictions need to bring electric and plug-in hybrid vehicles into their fleets, especially public safety fleets.
- The relationship between EVs and solar energy needs some consideration. Locating EV infrastructure around solar and community solar arrays may be a good idea.
- State and local governments need to think about how they will balance EV fuel efficiency against loss of gasoline/fuel tax revenue.

3. ELECTRIC VEHICLE TRACK EXPERIENCE

Michael Kurzeja, EZ-EV

Mr. Kurzeja provided participants with a private tour and access to the indoor electric vehicle track.

4. ADJOURN

Dan Sze, CEEPC Chair

The meeting was adjourned. The next CEEPC meeting is scheduled for Wednesday, May 22, 2019 at 10am in the COG Board Room.