Efficiency Works™

Estes Park | Fort Collins | Longmont | Loveland

Commercial transportation electrification resources

May 2025

Agenda

- Welcome
- Efficiency Works overview
- EV Shopper Tool demo
- Public Level 2 EV chargers
- EV Fleet Planner demo
- Fleet Electrification Study incentives
- Local and state resources
- Q&A

Safety minute and housekeeping items

Food and beverages

- Help yourself throughout
- Garbage cans in the back

Restrooms

- Outside the rear doors

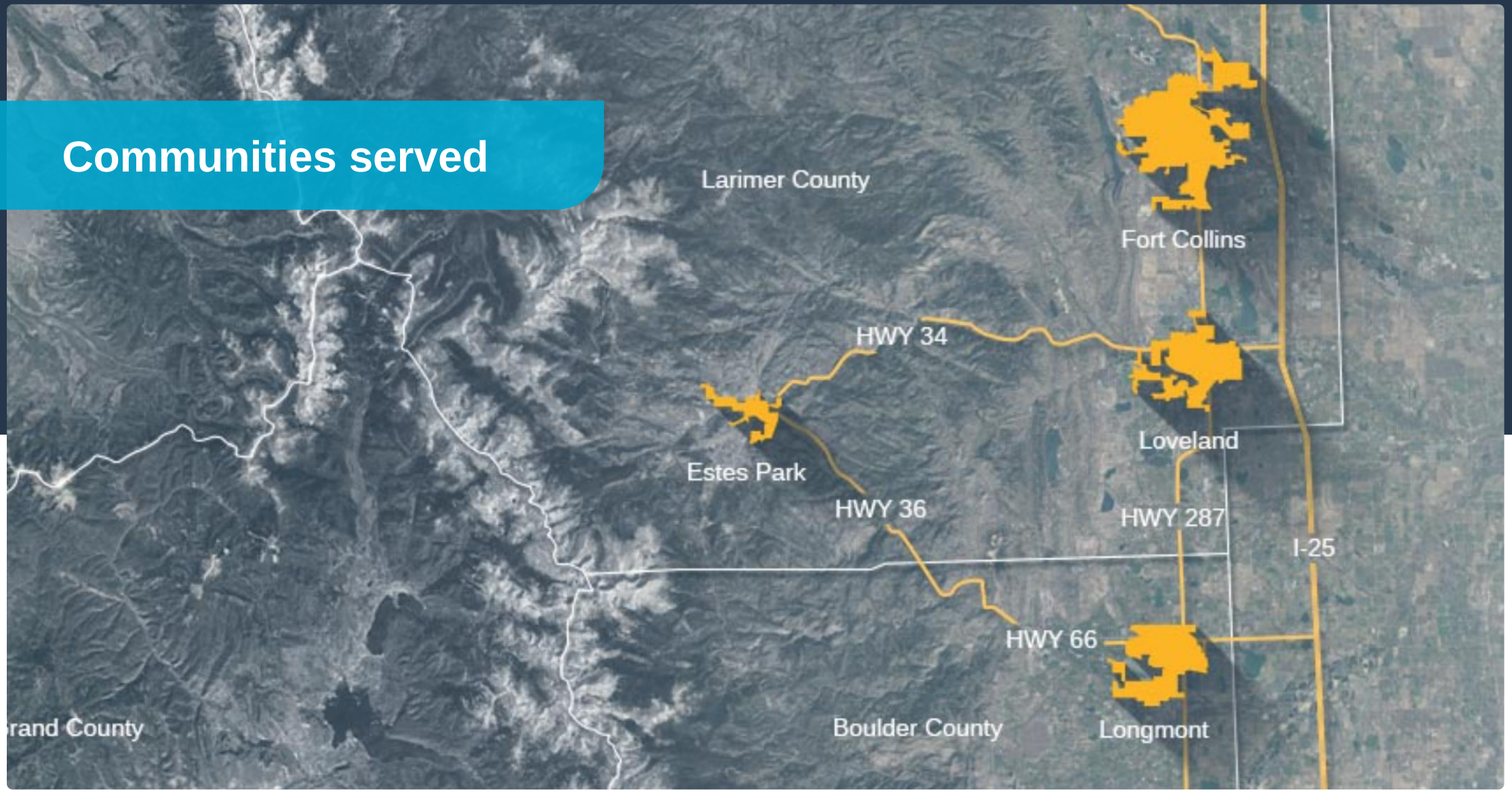
Guest check-in and public area

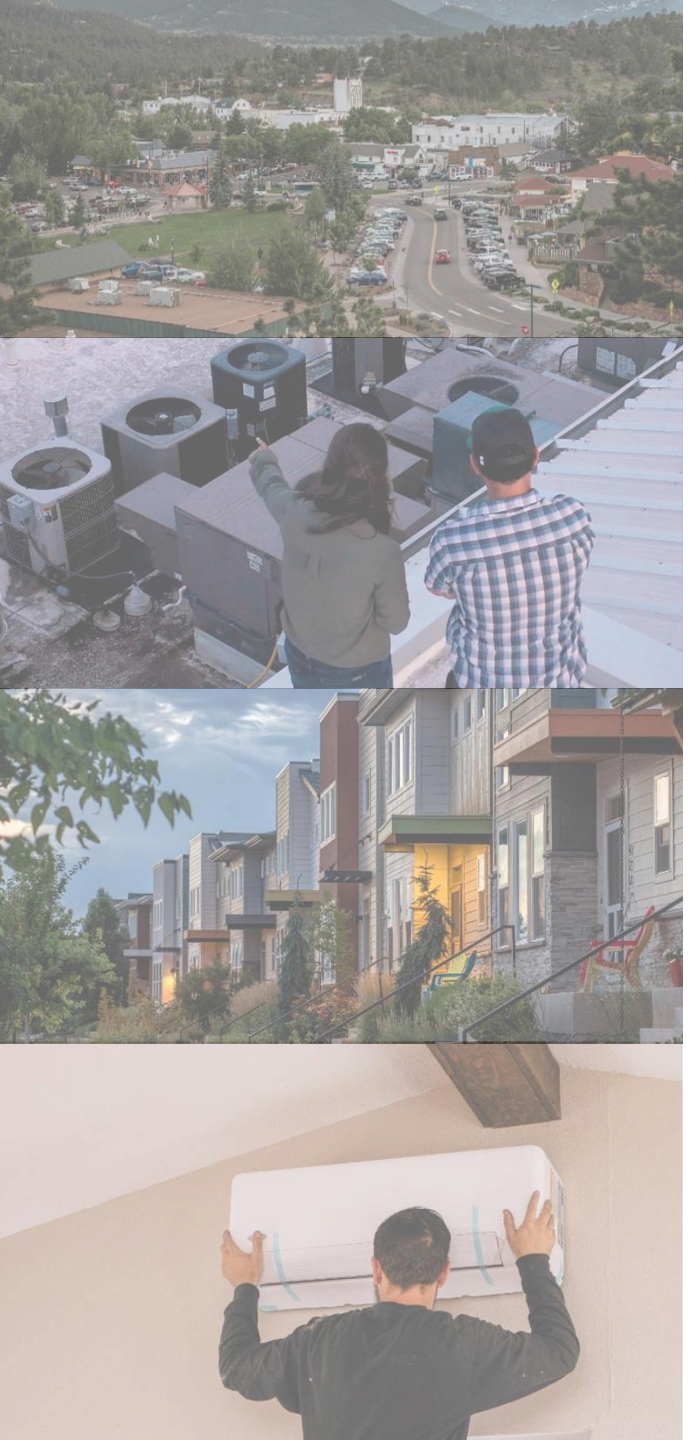
- All guests should have checked in at the security desk and received a visitor badge
- Visitors must stay in the public area unless escorted by a Platte River employee

Emergency protocols

- Emergency exits
- Meeting location/find a Platte River employee

Communities served





Efficiency Works™

Using a trusted resource to connect with customers

Efficiency Works is a **regional utility collaboration** that provides guidance and resources to enable **customers** to **use energy effectively**, work toward a noncarbon energy future and build strong, resilient communities for customers served by Platte River Power Authority and its owner communities of Estes Park, Fort Collins, Longmont and Loveland.

Efficiency programs for all needs

Resources

Work with staff to access professional resources to support projects or get facility assessments completed.

Service providers

Be listed on the Efficiency Works “Find a service provider” page used by customers looking for efficiency upgrade professionals.

Incentives

Offset the cost of efficiency upgrades through rebates and direct install opportunities.

Building Tune-ups (BTU)

Optimize existing facilities’ HVAC systems through enhanced maintenance and retrocommissioning (RCx) efforts.

Ten years of impact

Business

Over 300 service providers participated

Over 19,000 LED lamps installed

Over $50 million rebates paid

Over 190,000 MWh saved

Over 3,200 upgrades

Over $17 million saved in electricity costs

2025 programming

Business rebates

Categories:

- LED lighting
- Building envelope
- Cooling retrofits
- Food service
- Grocery
- Office and appliance
- VFDs
- Public EV charging infrastructure
- Building operator certification
- Custom

Eligibility:

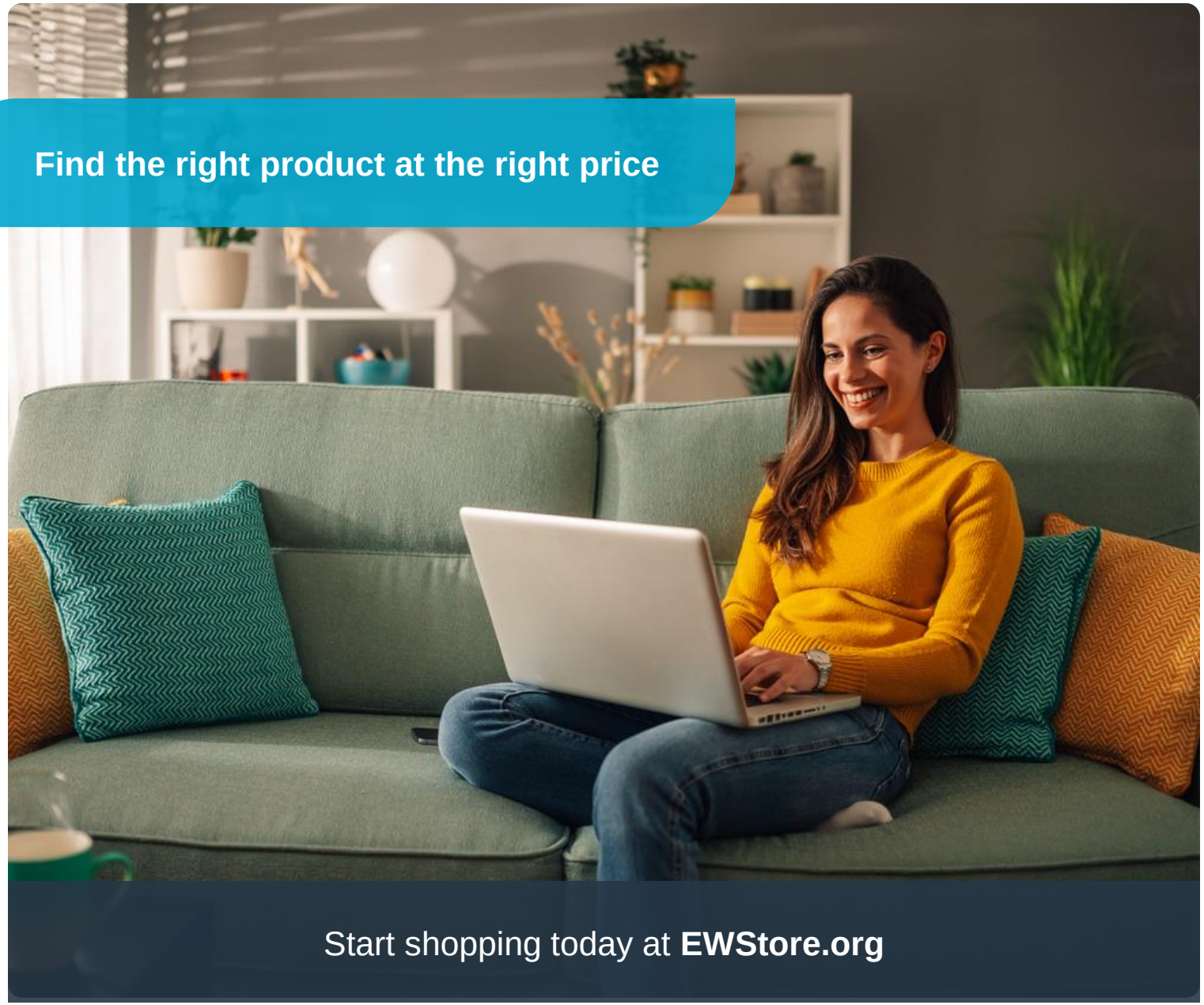
A commercial electric meter served by an eligible electric utility

Efficiency Works Store

Compare thousands of products to find the most efficient choice for your needs.

- Browse products from residential-style appliances to lawn and garden equipment
- Instant rebates* on select equipment that can be combined with manufacturer promotions

Eligibility:
***Electric meter served by an eligible utility



Appliance recycling

Free up the grid and your electricity costs by recycling that old fridge or freezer!

- Free pick-up of working (cooling) 10-30 cu ft refrigerators or freezers
- Can add on a mini fridge or room/window A/C unit with your larger appliance pick-up for free
- Businesses eligible to participate, bulk pick-up options available

Eligibility:
Electric customers of Estes Park, Fort Collins and Longmont.

Commercial energy advising and assessments

Free assistance for participants to identify opportunities, build plans for efficiency upgrades and guide them through the process.

Specific offerings tailored to your business needs:

- Small and medium business
- Large commercial and industrial

Eligibility:

A commercial electric meter served by an eligible electric utility

Connect with an energy advisory today!

Get started today at EfficiencyWorks.org/business/advising-and-assessments

Multifamily program

Assisting property managers with efficiency improvements through free facility assessments, energy advising and direct installs of efficiency equipment.

Eligibility:

- A commercial electric meter served by an eligible electric utility
- Five or more residential units per building

Building Tune-up (BTU)

Incentives to optimize building control systems and improved maintenance practices.

Performance Plus

Partnering with local HVAC service providers to improve commercial HVAC performance through enhanced maintenance.

Retrocommissioning (RCx)

Expert building analysis of building automation systems, retrocommissioning services and energy optimization to help lower energy costs from HVAC systems.

Eligibility:

A commercial electric meter served by an eligible electric utility

2025 study incentives

Fleet Electrification Study incentives

Funding to help fleet managers understand what electrification of their fleet might look like and what vehicles are currently available.

Three straightforward steps:

1. Start with our free EV Planner tool
2. Begin an in-depth fleet electrification study
3. Complete the study with a listed service provider

Eligibility:

A commercial electric meter served by an eligible electric utility

Building and Process Electrification Study incentives

Funding to help offset the cost of working with a consultant to identify a path to electrify building loads including process loads where applicable.

Three straightforward steps:

1. Contract with a listed service provider to apply for preapproval
2. Supply the service provider with usage data and other data necessary to support the study
3. Complete the study and submit for payment

Eligibility:

A commercial electric meter served by an eligible electric utility

Building Performance Standards Compliance Study incentives

Funding to help offset the cost of working with a consultant to identify a path to compliance with the State of Colorado Building Performance Standards.

Three straightforward steps:

1. Determine if your building is subject to the State of Colorado's BPS and if an in-depth analysis is needed
2. Contract with a listed service provider to apply for preapproval
3. Complete the study and submit for payment

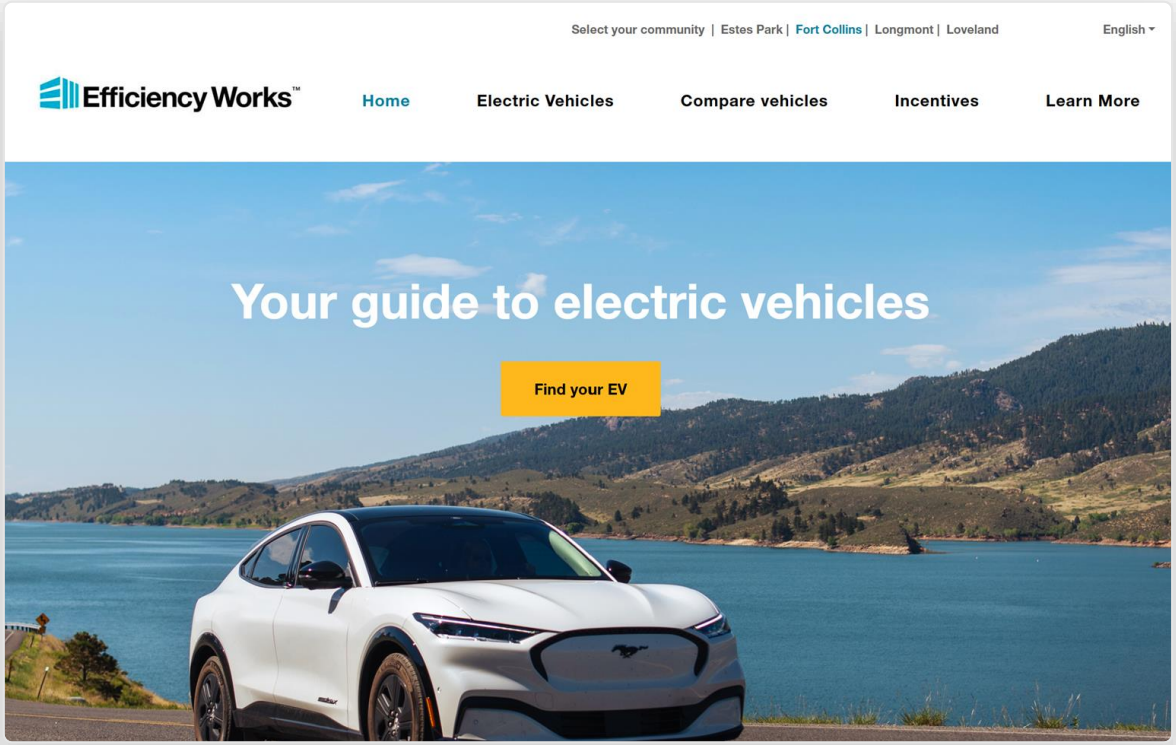
Eligibility:

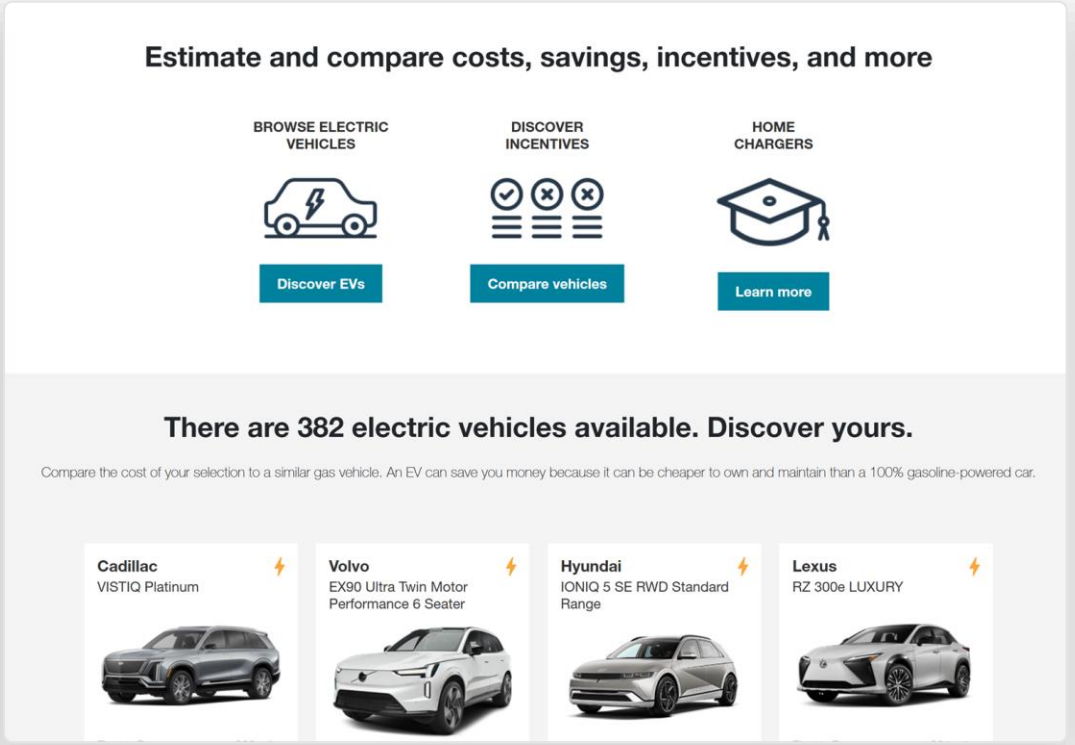
A commercial electric meter served by an eligible electric utility

EV Shopper Tool demo

EV Shopper Tool demo

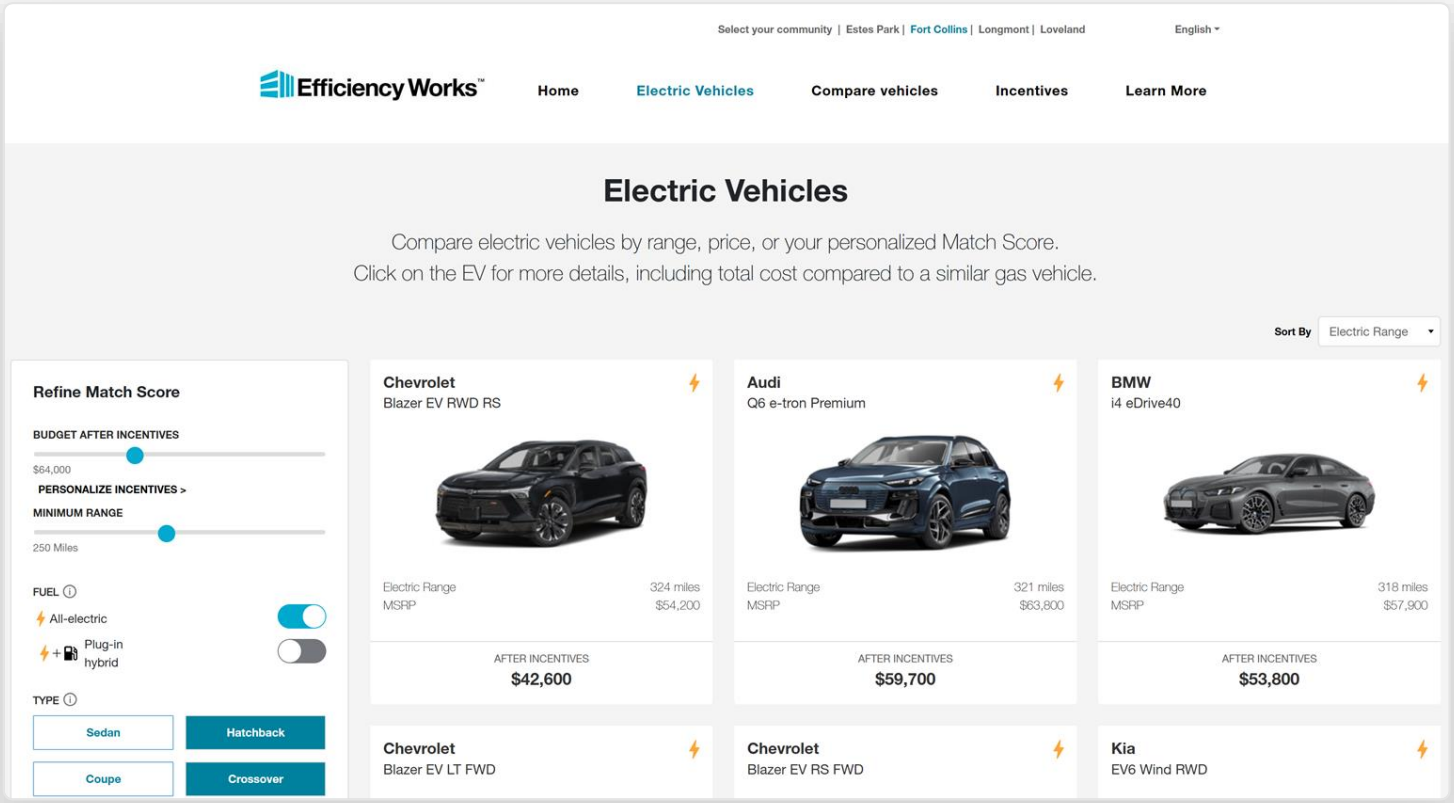
Get started at EV.EfficiencyWorks.org

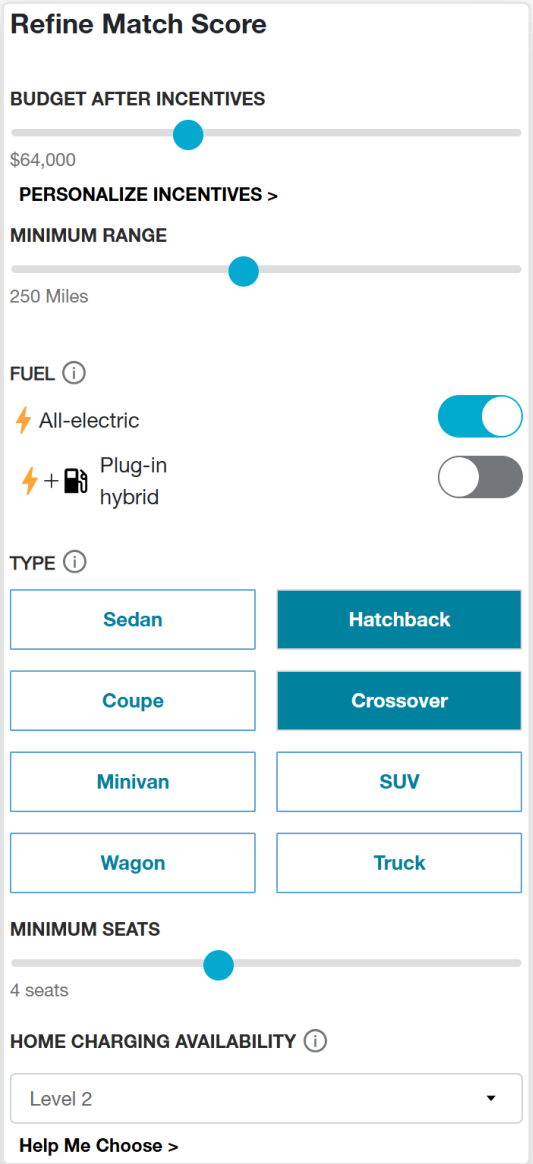




EV Shopper Tool demo

Refining your search

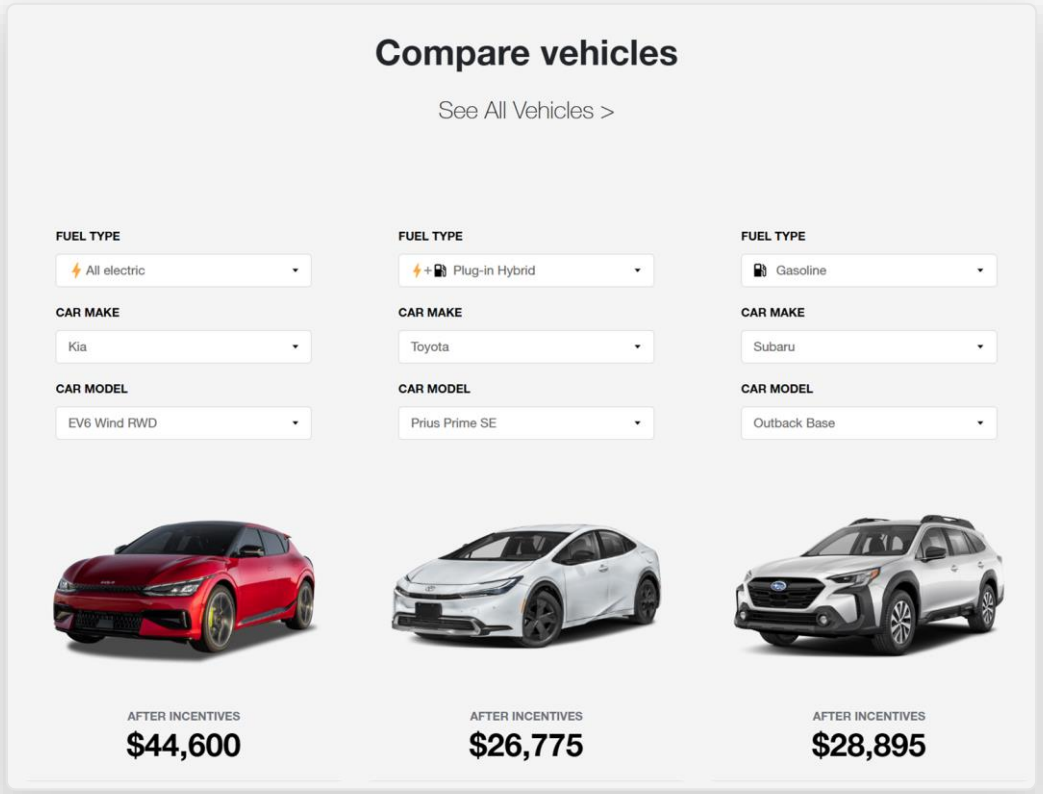


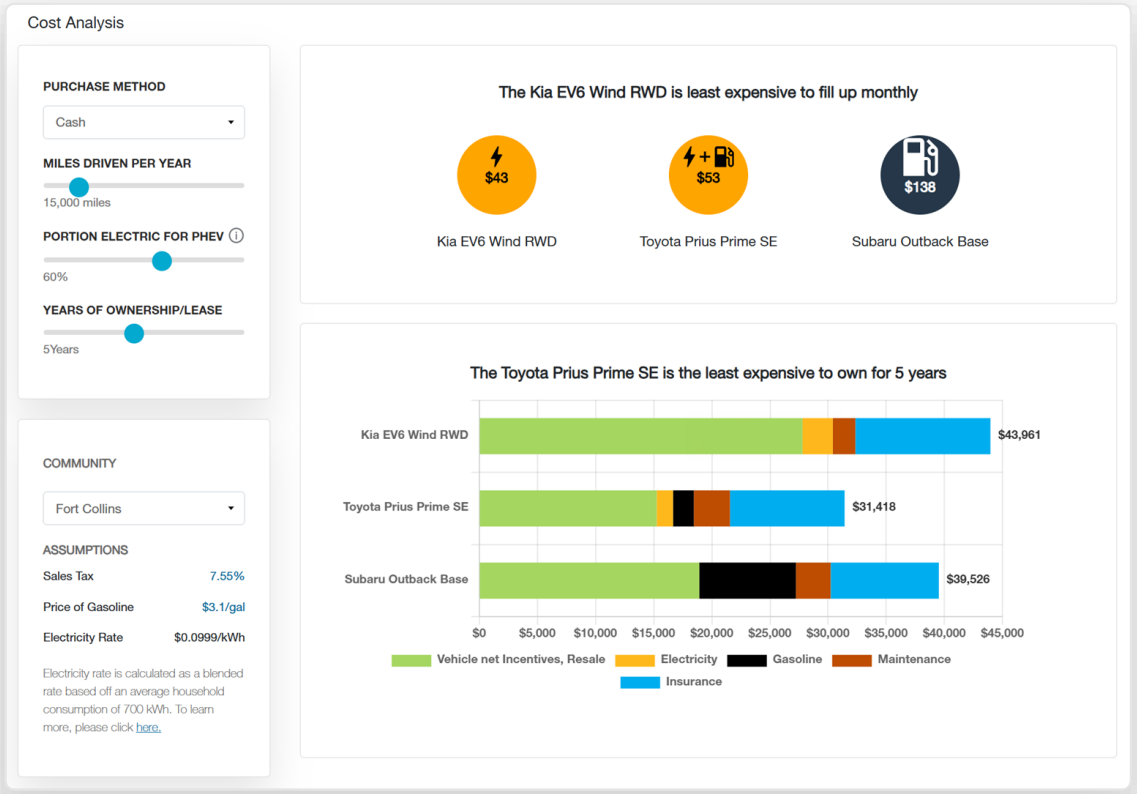


Efficiency Works™

EV Shopper Tool demo

Comparing vehicles

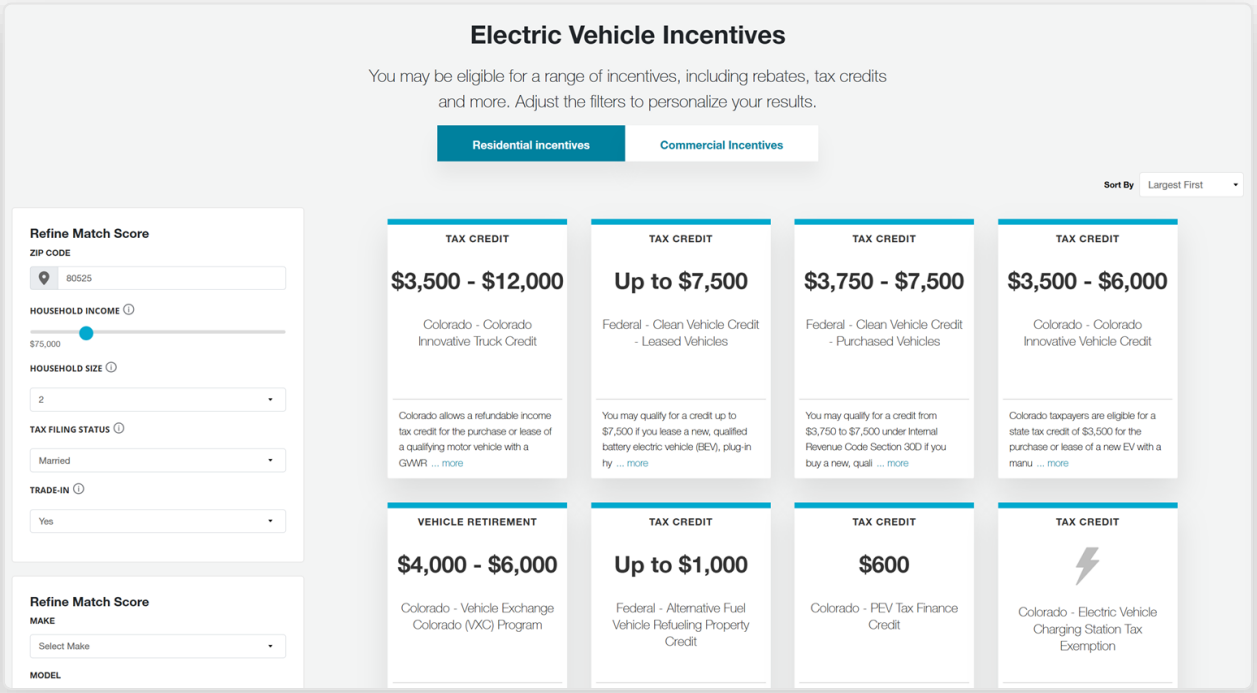


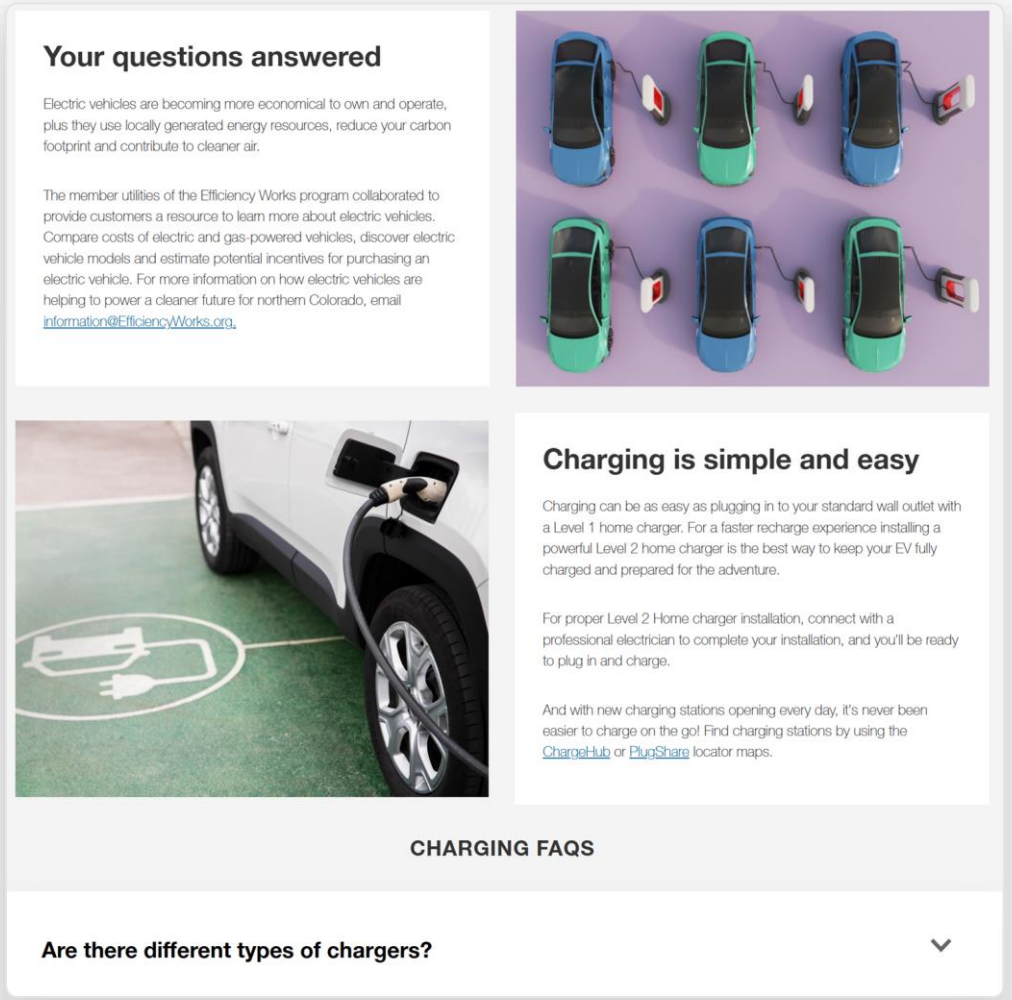


Efficiency Works™

EV Shopper Tool demo

Incentives information and more





Efficiency Works™

2025 rebates

2025 rebates

Public level 2 EV charging infrastructure incentives

Category	Rebate
Level 2 public EV charging infrastructure incentive – non-networked	$1,000 per charging port
Level 2 public EV charging infrastructure incentive – networked capable	$5,000 per charging port

- Preapproval required
- ENERGY STAR certified requirement
- Accessible for public use
- Smart plugs are ineligible
- Can be stacked with other local, state, and federal funding opportunities

2025 rebates

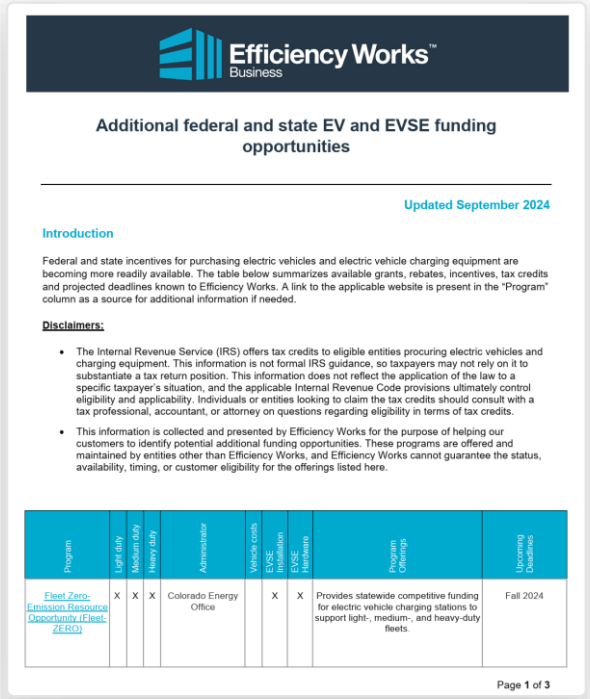
Public level 2 EV charging infrastructure incentives

1. Infrastructure costs include trenching, installation of underground wires/cables, new meters, concrete, and other expenses related to making an installation site ready for an electric vehicle charger, generically referred to as electric vehicle supply equipment (EVSE), to be installed.
2. Electric Vehicle Supply Equipment (EVSE) is the device that connects an electric vehicle to a site electric wiring, facilitating charging.
3. Applicant must agree to install, own, operate, and maintain new public charging equipment for a period of at least five years after the installation date.
4. EVSE must be installed in an area accessible for public use. Accessible for public use is defined as follows:
    a. Public parking areas that allow for access to any electric vehicle capable of connecting to the charge port for a minimum 12 hours per day.
    b. Multifamily property with five or more units per building and a commercial meter that will offer electric vehicle charging to all tenants/owners. EVSEs installed in unit-specific/designated parking spaces are ineligible.
5. EVSE must be ENERGY STAR certified, and listing must be included with submittal. The ENERGY STAR certified equipment can be found here: https://www.energystar.gov/products/ev_chargers.
6. Wi-Fi enabled functionality determined by ENERGY STAR listing of Network Protocol with Wake Capability indicating Wi-Fi or Gigabit Ethernet, or Cellular.
7. Number of ports will be determined by number of outputs listed on the ENERGY STAR listing.
8. An output current of each port of at least 20 amps per port minimum at 208/240 volts.
9. EVSE is UL listed.
10. Depending on installation location local utility connection requirements, land use code review and other requirements may exist. Installation must follow all local, state and federal requirements.

2025 rebates

Other local, state and federal funding opportunities

EfficiencyWorks.org/wp-content/uploads/Additional-federal-and-state-EV-and-EVSE-funding-opportunities_Sep2024.pdf



Efficiency Works™ Business

Additional federal and state EV and EVSE funding opportunities

Updated September 2024

Introduction

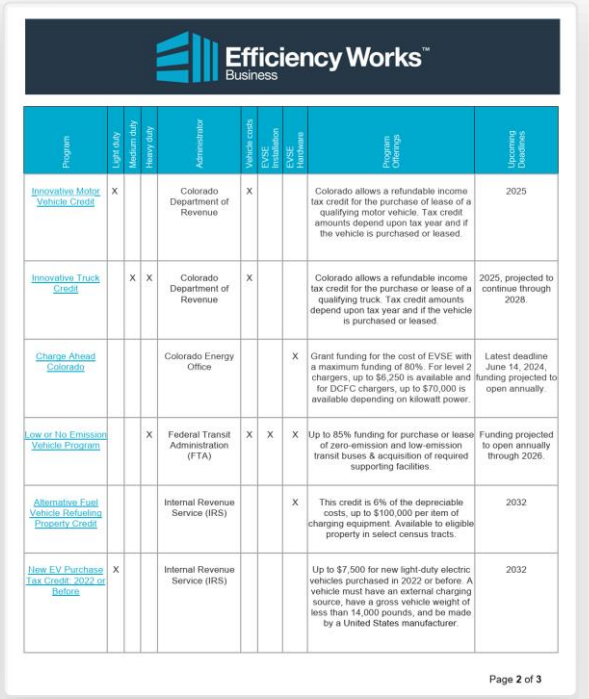
Federal and state incentives for purchasing electric vehicles and electric vehicle charging equipment are becoming more readily available. The table below summarizes available grants, rebates, incentives, tax credits and projected deadlines known to Efficiency Works. A link to the applicable website is present in the "Program" column as a source for additional information if needed.

Disclaimers:

- The Internal Revenue Service (IRS) offers tax credits to eligible entities procuring electric vehicles and charging equipment. This information is not formal IRS guidance, so taxpayers may not rely on it to substantiate a tax return position. This information does not reflect the application of the law to a specific taxpayer's situation, and the applicable Internal Revenue Code provisions ultimately control eligibility and applicability. Individuals or entities looking to claim the tax credits should consult with a tax professional, accountant, or attorney on questions regarding eligibility in terms of tax credits.
- This information is collected and presented by Efficiency Works for the purpose of helping our customers to identify potential additional funding opportunities. These programs are offered and maintained by entities other than Efficiency Works, and Efficiency Works cannot guarantee the status, availability, timing, or customer eligibility for the offerings listed here.

Program	Light duty	Medium duty	Heavy duty	Administrator	Vehicle costs	EVSE Installation	EVSE Hardware	Program Offerings	Upcoming Deadlines
Fleet Zero-Emission Resource Opportunity (Fleet-ZERO)	X	X	X	Colorado Energy Office		X	X	Provides statewide competitive funding for electric vehicle charging stations to support light-, medium-, and heavy-duty fleets.	Fall 2024

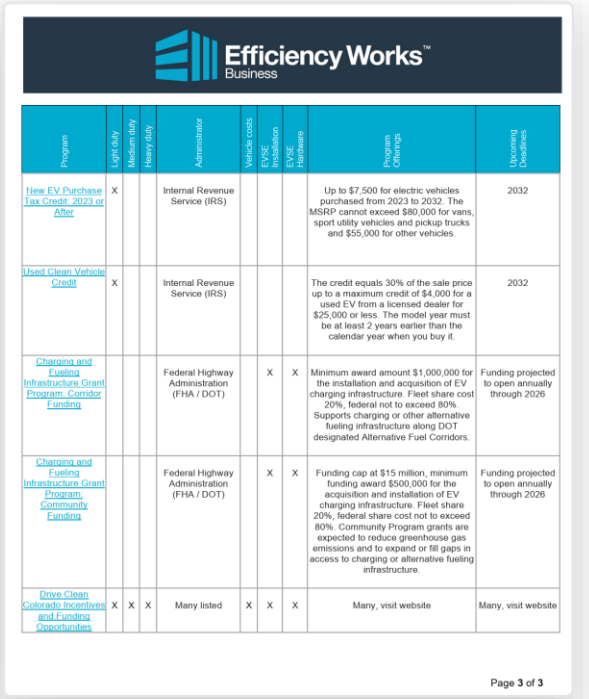
Page 1 of 3



Efficiency Works™ Business

Program	Light duty	Medium duty	Heavy duty	Administrator	Vehicle costs	EVSE Installation	EVSE Hardware	Program Offerings	Upcoming Deadlines
Innovative Motor Vehicle Credit	X			Colorado Department of Revenue	X			Colorado allows a refundable income tax credit for the purchase or lease of a qualifying motor vehicle. Tax credit amounts depend upon tax year and if the vehicle is purchased or leased.	2025
Innovative Truck Credit		X	X	Colorado Department of Revenue	X			Colorado allows a refundable income tax credit for the purchase or lease of a qualifying truck. Tax credit amounts depend upon tax year and if the vehicle is purchased or leased.	2025, projected to continue through 2028.
Charge Ahead Colorado				Colorado Energy Office			X	Grant funding for the cost of EVSE with a maximum funding of 80%. For level 2 chargers, up to $6,250 is available and for DCFC chargers, up to $70,000 is available depending on kilowatt power.	Latest deadline June 14, 2024, funding projected to open annually.
Low or No Emission Vehicle Program			X	Federal Transit Administration (FTA)	X	X	X	Up to 85% funding for purchase or lease of zero-emission and low-emission transit buses & acquisition of required supporting facilities.	Funding projected to open annually through 2026.
Alternative Fuel Vehicle Refueling Property Credit				Internal Revenue Service (IRS)			X	This credit is 6% of the depreciable costs, up to $100,000 per item of charging equipment. Available to eligible property in select census tracts.	2032
New EV Purchase Tax Credit: 2022 or Before	X			Internal Revenue Service (IRS)				Up to $7,500 for new light-duty electric vehicles purchased in 2022 or before. A vehicle must have an external charging source, have a gross vehicle weight of less than 14,000 pounds, and be made by a United States manufacturer.	2032

Page 2 of 3



Efficiency Works™ Business

Program	Light duty	Medium duty	Heavy duty	Administrator	Vehicle costs	EVSE Installation	EVSE Hardware	Program Offerings	Upcoming Deadlines
New EV Purchase Tax Credit: 2023 or After	X			Internal Revenue Service (IRS)				Up to $7,500 for electric vehicles purchased from 2023 to 2032. The MSRP cannot exceed $80,000 for vans, sport utility vehicles and pickup trucks and $55,000 for other vehicles.	2032
Used Clean Vehicle Credit	X			Internal Revenue Service (IRS)				The credit equals 30% of the sale price up to a maximum credit of $4,000 for a used EV from a licensed dealer for $25,000 or less. The model year must be at least 2 years earlier than the calendar year when you buy it.	2032
Charging and Fueling Infrastructure Grant Program: Corridor Funding				Federal Highway Administration (FHA / DOT)		X	X	Minimum award amount $1,000,000 for the installation and acquisition of EV charging infrastructure. Fleet share cost 20%, federal not to exceed 80%. Supports charging or other alternative fueling infrastructure along DOT designated Alternative Fuel Corridors.	Funding projected to open annually through 2026
Charging and Fueling Infrastructure Grant Program: Community Funding				Federal Highway Administration (FHA / DOT)		X	X	Funding cap at $15 million, minimum funding award $500,000 for the acquisition and installation of EV charging infrastructure. Fleet share 20%, federal share cost not to exceed 80%. Community Program grants are expected to reduce greenhouse gas emissions and to expand or fill gaps in access to charging or alternative fueling infrastructure.	Funding projected to open annually through 2026
Drive Clean Colorado Incentives and Funding Opportunities	X	X	X	Many listed	X	X	X	Many, visit website	Many, visit website

Page 3 of 3

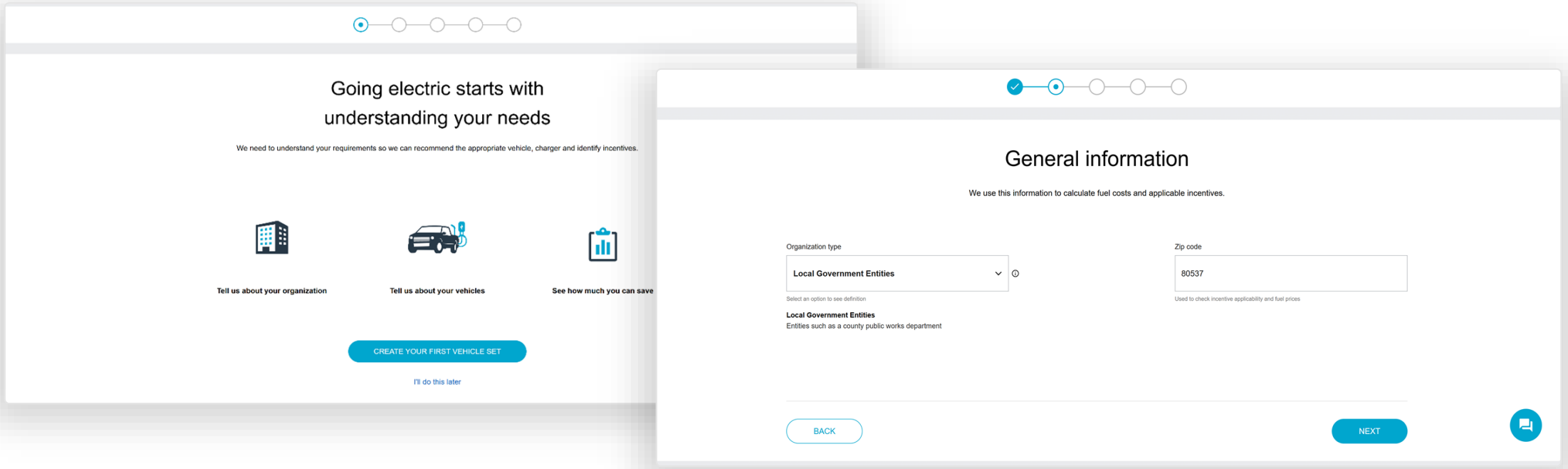
Efficiency Works™

EV Fleet Planner demo

EV Fleet Planner

Getting started and general information

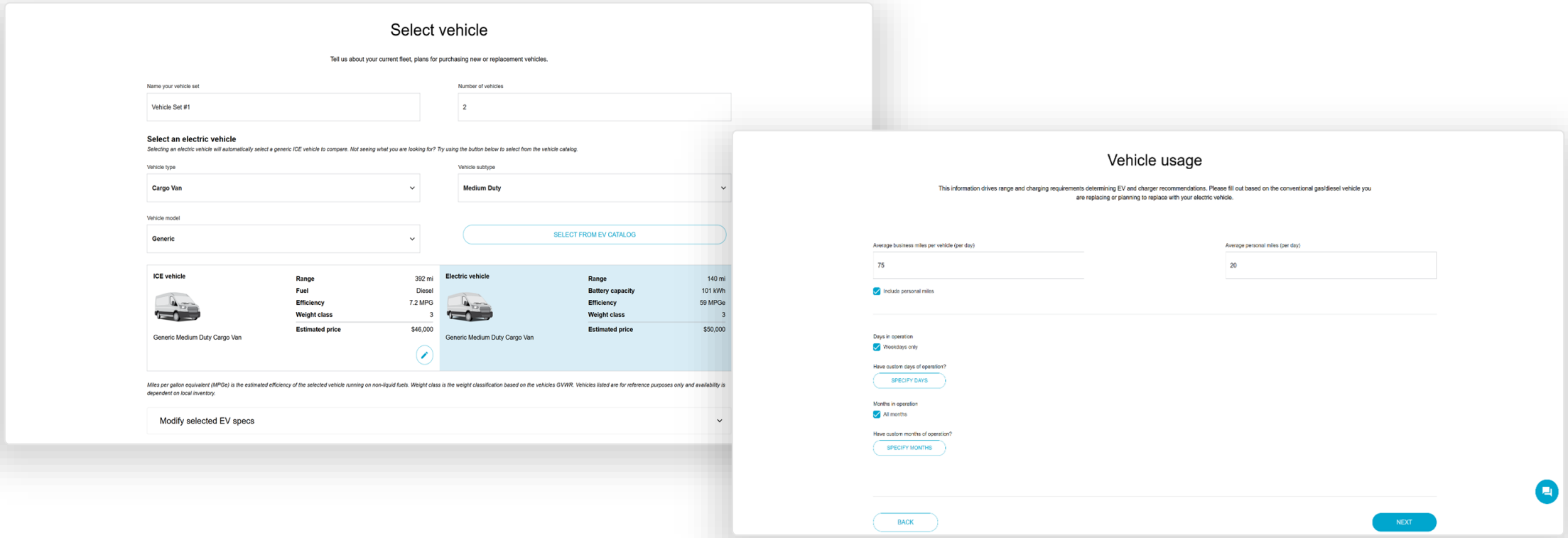
EVFleet.EfficiencyWorks.org/onboarding/intro



Efficiency Works™

EV Fleet Planner

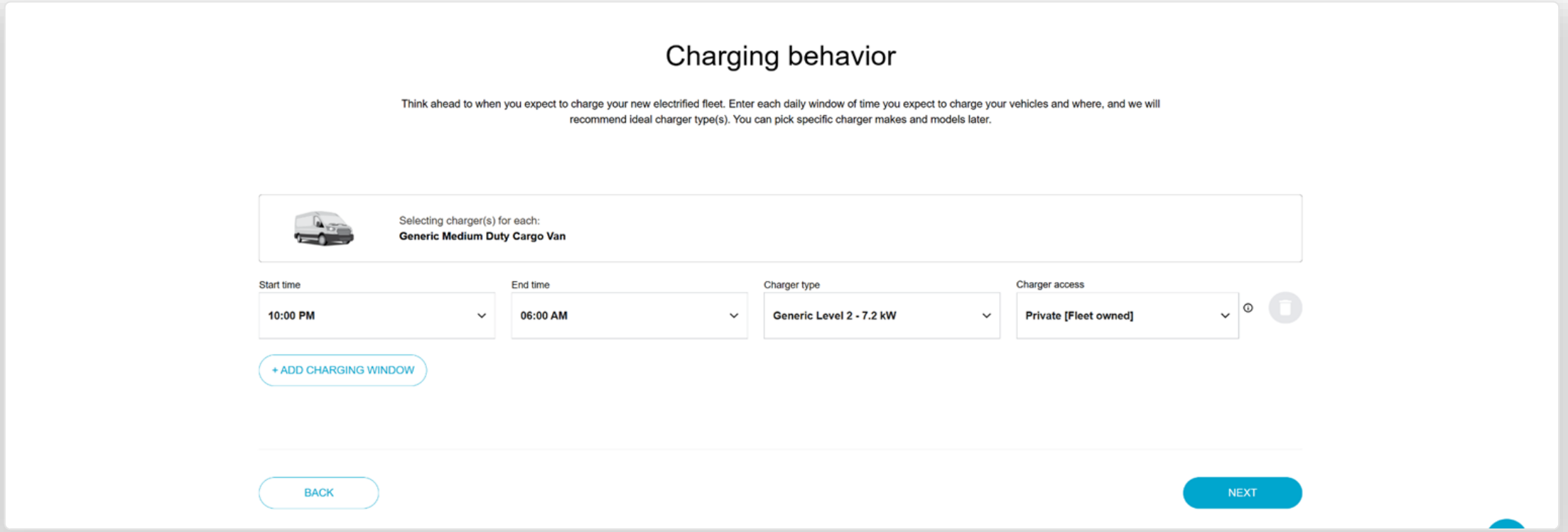
Vehicle types and usage



Efficiency Works™

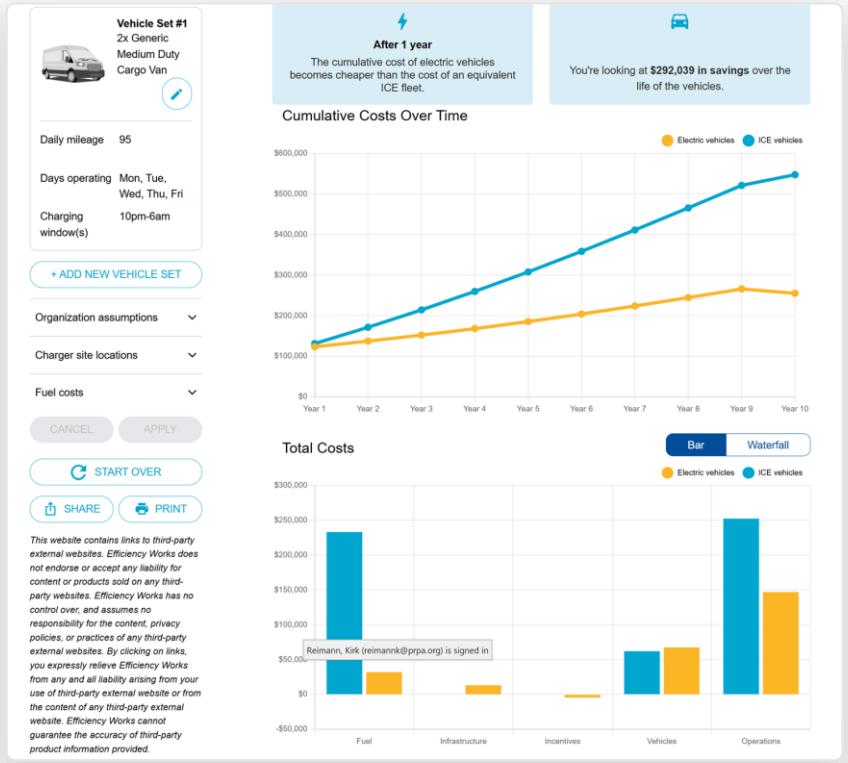
EV Fleet Planner

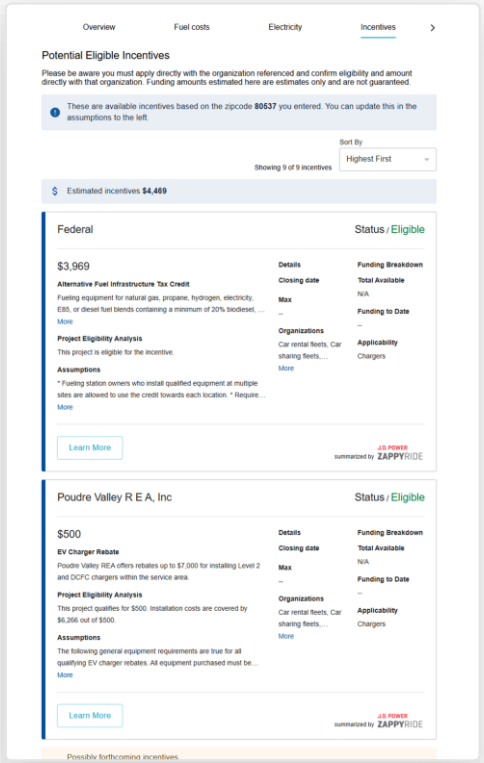
Charging behavior

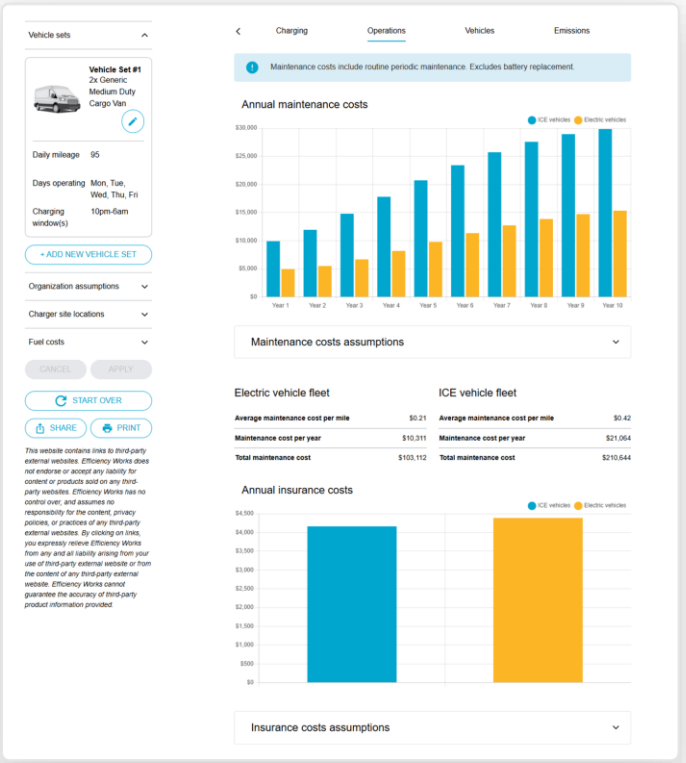


EV Fleet Planner

Final report







Efficiency Works™

Fleet Electrification Study incentives

Fleet Electrification Study incentives

Incentives overview

- Incentives are intended to offset some or all of the study's cost based on vehicle duty type and quantities entered on the incentive pre-approval application
- Pre-approval is always required before the customer fleet analysis begins
- An in-depth fleet electrification study is not always necessary for a customer and may not always be preapproved. Customers may be able to utilize Efficiency Works' free EV Fleet Planner tool.

Service provider role

- The Fleet Electrification Study incentive offering utilizes approved third-party vendors known as listed service providers to conduct fleet electrification studies for eligible customers
- Non-listed vendors are ineligible to participate
- Our goal is to provide high-quality customizable information for customers exploring the transition to electric vehicles focusing on financial and environmental impacts which will help customers make informed and actionable decisions about the future of their fleets

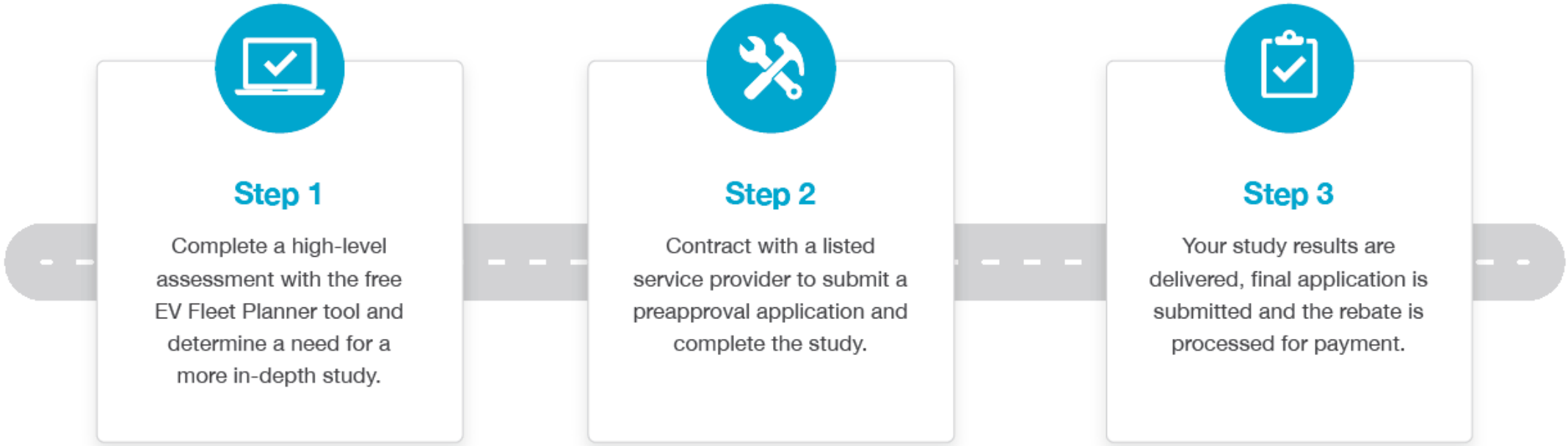
Fleet Electrification Study incentives

Customer eligibility

- The dwell location of the fleet vehicles is a commercial electric customer of one of the following municipal utilities:
  - Estes Park Power and Communications
  - Fort Collins Utilities
  - Longmont Power & Communications
  - Loveland Water and Power
- Equipment that dwells at other facilities outside the service area do not qualify for incentive eligibility but may be included in the assessment report
- Participants have the legal right and authority to install electric equipment at the place(s) of business identified on the incentive application

Fleet Electrification Study incentives

Process overview (customer process)



Fleet Electrification Study incentives

- A path for every fleet type
- Incentive tiers based on vehicle make-up of fleet
- Incentives up to 100% of project cost

Program requirements including but not limited to incentive values, structures, deadlines and caps are subject to change without advance notice and may vary by utility territory depending on the pace of demand.

Check for recent program changes and get up to date incentive information at **EfficiencyWorks.org** or **business@efficiencyworks.org**

Vehicle classification*	Tier 1	Tier 2	Tier 3
Light-duty vehicles (LDVs) or non-road equipment**	Up to 25 LDVs	26-100 LDVs	101+ LDVs
Medium and heavy-duty vehicles (MHDVs)	Up to 5 MHDVs	6-12 MHDVs	13+ MHDVs
Incentive per assessment	$15,000	$20,000	$30,000

**This table defines the fleet assessment incentives that are available for different fleet sizes. Light duty vehicles are defined as any vehicles weighing under 10,000 lbs. and includes any non-road equipment. Medium duty vehicles are defined as vehicles that weigh 10,001 – 19,500 lbs. Heavy duty vehicles are defined as vehicles that weigh from 19,501 – 26,000 lbs. Definitions pulled from Alternative Fuels Data Center.*

***Non-road equipment encompasses golf carts, ATVs, floor sweepers/scrubbers, forklifts, mowers, backhoes, and others.*

Fleet assessment report

To the right is a list of minimum items to be addressed in the fleet report.

Minimum requirements:

- Total cost of ownership
- Simple payback
- Estimated emissions impact [MTCO2 equivalents]
- Estimated infrastructure/EVSE costs
- Estimated electric vehicle costs
- Quantity of Level 2 EVSE charging ports required
- Quantity of Level 3 EVSE charging ports required
- Energy impact [kWh] (The amount of energy required to replace the selected fleet of ICE vehicles one-to-one with electric vehicles)
- Demand impact [kW] (The amount of demand required to replace the selected fleet of ICE vehicles one-to-one with electric vehicles)
- Whether it is anticipated that an electric service upgrade is needed
- State and Federal funding opportunities

Local and state resources

Drive Clean Colorado

Quin O'Brien & Desiree Moore

DRIVE CLEAN COLORADO

Quin O'Brien

Fleets & Infrastructure Program Manager

Drive Clean Colorado

Resources

DRIVE CLEAN COLORADO

DCC Website - drivecleancolorado.org

1. Funding Opportunities Table
2. Fleet Electrification Guide
3. Commercial Charging Installation Guide
4. Contacts for State Coaches

DCC Funding Table

ABOUT US RESOURCES MEMBERSHIP DRIVE CLEAN COLORADO EVENTS CONTACT US

1 - 13 / 13

Funding Opportunity	Administrator	Category	Description	Funding Type	Important Dates
Charge Ahead Colorado - Standard Application	Colorado Energy Office	Infrastructure	State of Colorado grant funding for qualifying entities to install community-based level 2 or DC Fast-charging stations for public use. Funding amounts vary based on power level. Standard grants provide up to $250,000 per applicant per round, while rolling grants allow up to six Level 2 ports per applicant. A minimum 20% match is required (10% for qualifying entities). Applications are accepted year-round for small projects, with three standard rounds in January, May, and September 2025. A Multifamily Housing Portfolio pilot runs from January 13 to February 14, 2025, with future rounds TBD.	Grant Program	Standard Application Opens May 12,2025
Commercial EV Rebate Options	Xcel Energy	Infrastructure	The EV Supply Infrastructure (EVSI) rebates cover the costs of equipment and labor associated with the installation of Level 2 and Direct Current Fast Charging (DCFC) EV charging systems such as meter cabinets, electrical panels and wiring. EVSI does not cover the cost of the charger itself. Rebates per port: $5,835 for Level 2, $18,250 for DCFC, and $45,000 for public DCFC. Installations in Disproportionately Impacted Communities (DICs) may qualify for enhanced rebates of $11,670 for Level 2, $36,500 for DCFC, and $90,000 for public DCFC.	Rebate Program	Closed
Fleet Zero-Emission Resource Opportunity (Fleet-ZERO) - Standard Application	Colorado Energy Office	Infrastructure	Provides statewide competitive funding for electric vehicle (EV) charging stations to support light-, medium-, and heavy-duty fleets. Fleet-ZERO will offer two (2) Standard application funding rounds per calendar year with a maximum award of $500,00 per applicant and a rolling application with a maximum $50,000 award per applicant. Eligible entities locaated in disproprtionately impacted communities (DIC) may qualify for enhanced incentives	Grant Program	Applications opens May 12, 2025
DCFC Plazas Program	Colorado Energy Office	Infrastructure	Developed in partnership with CDOT, designed to increase access to high-speed charging in communities and along highway corridors across CO. Award amounts vary by location (rural, front range, urban, Seven County Denver Metro Area) & number of ports. The program offers two funding rounds per year. Next round expected in Spring 2025	Grant Program	Next round opens May 5, 2025
Higher Blends Infrastructure Incentive Program (HBIIP)	Department of Agriculture and Rural Business-Cooperative Service	Infrastructure	Opportunity for fueling stations, convenience stores, hypermarket fueling stations, fleet facilities (including rail and marine), and similar entities with capital investments. Goal: Implementing higher fuel blends, ethanol greater than 10% ex. E15 or higher, and biodiesel with greater than 5% biodiesel blend ex. B20 or higher. Award: Cost share up to 75% of project cost, not to exceed $5 million, whichever is less	Grant Program	Closed
Super Truck Charge	Vehicle Technology Office	Infrastructure	$72 million for projects that will enable the design, development, and demonstration of innovative electric vehicle (EV) charging infrastructure near key ports, distribution hubs, and major corridors in support of electrified medium- and heavy-duty vehicles.	Funding Opportunity	Closed
Fleet Zero-Emission	Colorado Energy	Infrastructure	Provides statewide competitive funding for electric vehicle (EV)	Grant Program	Open year-round.

Funding Options

- Vehicles
  - State and Federal Tax Credits
- Infrastructure
  - Fleet-ZERO
  - Charge Ahead Colorado

DRIVE CLEAN COLORADO

Fleet Tax Credits

- **Commercial Clean Vehicle Tax Credit**
  - Federal Tax Credit
    - Up to $7,500 for qualified vehicles under 14,000lbs GVWR
    - Up to $40,000 for qualified vehicles over 14,000lbs GVWR
  - Businesses and tax-exempt organizations qualify
  - Applies to BEVs, PHEVs, and FCEVs
  - On-road vehicles

- **Colorado Innovative Motor Vehicle and Truck Credit**
  - State of Colorado Tax Credit
    - Innovative Motor Vehicle Credit
      - $3,500 for vehicles with GVWR under 8,500 lbs
      - Applies to the purchase or lease of new BEVs or PHEVs
      - Available to businesses and tax-exempt organizations
    - Innovative Truck Credit
      - $12,000 for vehicles with GVWR over 10,000 lbs
      - Applies to purchase or lease of new M/HD BEVs or PHEVs

DRIVE CLEAN COLORADO

Fleet-ZERO

- Funds EV charging to support light-, medium-, and heavy-duty commercial ("fleet") EVs
- Available for vehicles or equipment utilized for business or organizational purposes
- Two (2) application types:
  - Standard *(Spring and Fall each year)*
  - Rolling *(For qualifying entities requesting funding up to $50,000 or less)*
- Enhanced incentives available for all qualifying entities and prioritized scoring provided for sites located or for vehicles significantly operating in disproportionately impacted communities

Fleet-ZERO Program Funding Table (Updated)

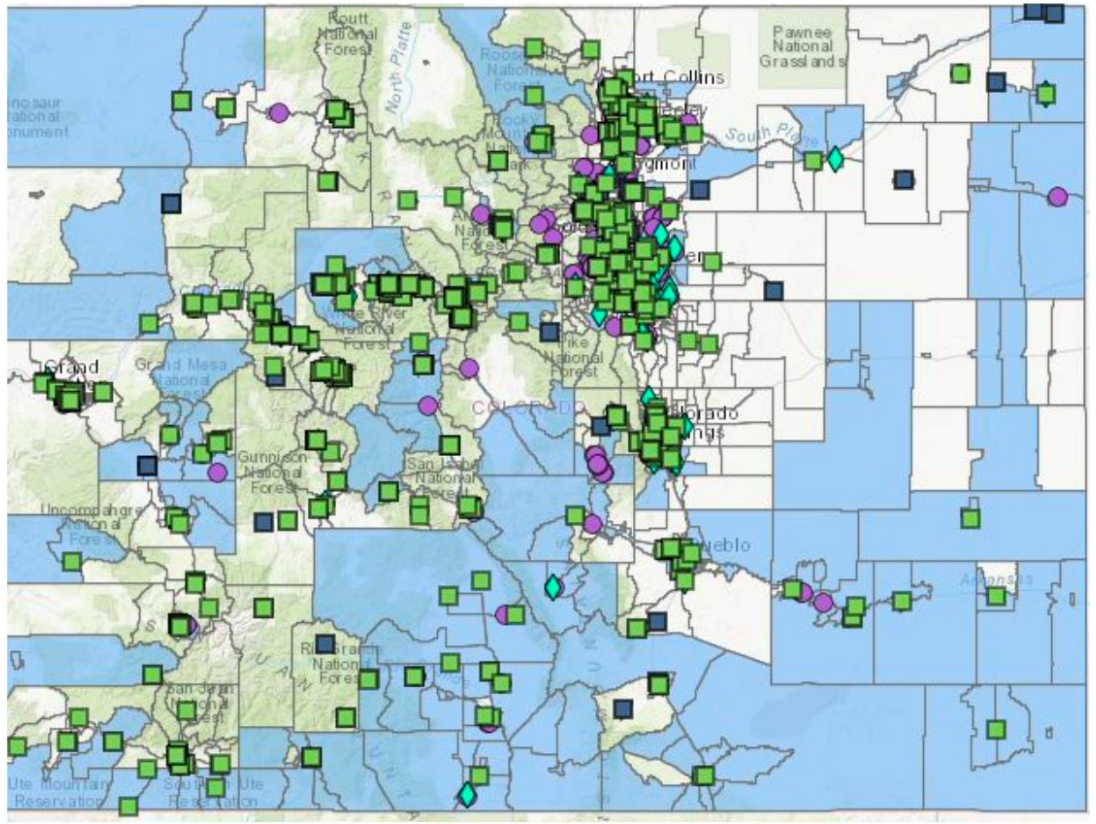
Fleet-ZERO offers funding up to the maximum incentive (per charging port) listed in the program funding table below.

- A minimum match of 20%* is required
- Match is based on net eligible costs

EV Charger Type	Power Level (Per Charging Port)	Maximum Incentive (Per Charging Port) Minimum Match: 20%	Enhanced Maximum Incentive (Per Charging Port) Minimum Match: 10%
Level 2 (L2)	6 kW or higher	$5,000	$7,000
DC Fast-Charger (DCFC)	< 50 kW	$5,000	$7,000
DC Fast-Charger (DCFC)	50 to 99 kW	$25,000	$30,000
DC Fast-Charger (DCFC)	100 kW or higher	$35,000	$40,000

Charge Ahead Colorado

- Funds community-based Level 2 (L2) and DC Fast-Charging (DCFC) throughout the state
- Less than 50 electric vehicle (EV) chargers when the program started. Now, more than 5,000 chargers throughout Colorado, including 4,400+ L2s and 1,100+ DCFCs
- Three (3) application types for the Charge Ahead Colorado grant program:
  - Standard
  - Rolling
  - Multifamily Housing Portfolio
- Enhanced incentives are available for income-qualified (IQ) and qualifying entities in disproportionately impacted communities



CAC Program Funding Table (Updated)

Charge Ahead Colorado offers funding up to the maximum incentive (per charging port) listed in the program funding table below.

- A minimum match of 20%* is required
- Match is based on net eligible costs

EV Charger Type	Power Level (Per Charging Port)	Maximum Incentive (Per Charging Port) Minimum Match: 20%	Enhanced Maximum Incentive (Per Charging Port) Minimum Match: 10%
Level 2 (L2)	6 kW or higher	$5,000	$7,000
DC Fast-Charger (DCFC)	< 50 kW	$5,000	$7,000
DC Fast-Charger (DCFC)	50 to 99 kW	$25,000	$30,000
DC Fast-Charger (DCFC)	100 kW or higher	$35,000	$40,000

Fleet Electrification Guide

DRIVE CLEAN COLORADO

Accessing the Fleet Electrification Guide

ABOUT US | RESOURCES | MEMBERSHIP | DRIVE CLEAN COLORADO | EVENTS | CONTACT US

- FIND FUNDING
- FLEET SUPPORT
- ELECTRIC SCHOOL BUS RESOURCES
- CHARGING SMART
- WATTS@WORK – WORKPLACE CHARGING
- RECHARGE COLORADO
- EV CHARGING PARTNERS
- DRIVE ELECTRIC COLORADO
- CHARGEWEST
- BLOG

Fleet Coach
Tech Suppo

Drive Clea o:
Your Fleet Coach

The Drive Clean Colorado team nce and coaching to fleet stakeholders. We work one-on-one with stakeholders to help with the transition to alternative fuels and advanced vehicle technology, providing analysis, research, advising and training. We provide non-biased information concerning alternative fuels and work closely with you to achieve your goals. We partner with the U.S. Department of Energy and the National Renewable Energy Lab to use the latest tools and resources and bring in other advisors when appropriate.

CONTACT OUR COACHES NOW!

Click Here!

Enter your email to download our comprehensive guide

Step 1. Familiarize yourself with the electrification landscape and assemble your team

Before diving into fleet electrification, it's crucial to define your objectives:

- ☑ Do you have specific goals?
- ☑ Does your organization set targets for greenhouse gas (GHG) emissions reductions or other sustainability metrics?
- ☑ Is the reduction of operational and maintenance costs a primary consideration?
- ☑ Are there regulatory requirements or emission mandates you must adhere to?
- ☑ Has your organization previously deployed other alternative fuel vehicles (AFV) or EVs?

Photo via RFTA

If you answered yes to any of these questions, fleet electrification might be the right direction for your organization. Before moving on to additional steps, establish an internal team dedicated to fleet electrification and appoint external partners to the project team.

Fleet electrification will be an integrated effort across the organization that requires long-term planning. It is essential to begin engagement with internal departments and stakeholders, particularly those directly affected by the decision, early in the process. Internal stakeholders include teams and leadership from fleet, facilities, finance, sustainability, and procurement departments. Additionally, it is important to gather feedback from drivers and technicians.

Step 2. Collect data to conduct a fleet assessment

Once you have assembled your team and have a good sense of the electrification landscape, you will want to analyze your current fleet operations to establish which vehicles are the first candidates for electrification. To conduct a thorough fleet assessment, you will need to collect the following data points on your fleet:

Total number of vehicles	**Vehicle types**	**Engine fuel type**
Fuel consumption	**Annual mileage**	**Route information**
Engine hours	**Anticipated replacement dates**	**Maintenance and repair costs**
Dwell time	**Overnight vehicle parking locations**	*

*** For larger fleets, you may use existing telemetry/GPS data for your assessment to identify optimal vehicles for EV replacement and to project daily charging demands to optimize your charging strategy.**

Fleet assessments can be used to make important decisions and build the business case for fleet electrification. Tools like AFLEET (Alternative Fuel Life Cycle Environmental and Economic Transportation) by Argonne National Laboratory and DRVE (Dashboard for Vehicle Electrification) by Electrification Coalition can help you analyze the environmental (emissions reductions) and economic impacts (simple payback, total cost of ownership) of EV or AFV deployment.

Step 3. Optimize your fleet with the right EV charging infrastructure

Once your fleet assessment is complete, and you've identified which part of your fleet and routes can transition to EVs, you can begin fitting EVSE for your project. Start by determining the charging locations for your fleet vehicles—whether it's at the depot, on-route, or at-home for take-home vehicles. If your plan involves charging EVs at your facility, identify suitable locations for EVSE installations and determine the charging mix.

- If your property is leased, work with the site owner to ensure EVSE projects and infrastructure upgrades are authorized.

- If you cannot obtain authorization from your site owner or are looking to immediately deploy EVs, options are available to you. These include utilizing mobile EV power stations, shared fleet charging depots, or making use of public charging stations.

Define Charging Needs

Determine the number and type of chargers you need for the project. Consider the following factors when establishing your charging mix:

- **EV specifications:** Range, battery size (kWh), and charge rate of the EV.
- **Vehicle usage:** Route distance, idle time, dwell time, vehicle availability, shift duration, and number of shifts.
- **Alternating-current (AC) Level 2 vs Level 3 direct-current fast chargers (DCFC):** Consider faster charging for larger vehicles or vehicles with high uptime. See the U.S. Department of Transportation's Primer on Charger Types and Speeds.
- **Charger functionality:** Dual-port vs single-port chargers (I.e., will you charge multiple vehicles at the same time using the same station?).
- **Single-phase vs. three-phase power:** Determine if your site has single-phase or three-phase power. Consult with your utility or electrician to understand the electrical load your charging system can handle. Three-phase can handle more power and higher charging speeds than single-phase.

EV Charging Levels	Level 1	Level 2	Level 3
Range Added (per hour)*	3 – 5 miles	20 – 60 miles	150+ miles
Voltage	110 – 120 V	208 – 240 V	400 – 1000 V
Typical Power	1 kW	7 – 19 kW	50+ kW
Location			

*All ranges are estimates and dependent on several factors

Step 4. Create your EV transition plan and begin implementation

Create your EV transition plan with your project team and define key milestones, timelines, goals, and success metrics. Utilize information from steps 1–3 to build your plan. Budgets, vehicle availability, utility timelines, and grant cycles will inform your planning process. Be sure to communicate project updates with both external and internal stakeholders.

REMINDER: FLEET ELECTRIFICATION IS A PHASED PROCESS THAT SHOULD BE APPROACHED STRATEGICALLY. BEGIN WITH A PILOT PROJECT OR WITH VEHICLES THAT MAKE SENSE TO ELECTRIFY AND USE THAT AS AN OPPORTUNITY TO LEARN ABOUT THE ELECTRIFICATION PROCESS.

Once the project is planned out, you will need support from stakeholders, both in upper management and the field. Present the business case to the board or key decision-makers, with results from the fleet assessment.

- Geotab Business Case Guide
- EDF Business Case Examples with IRA (Inflation Reduction Act)

Once internal approval is granted, the next step is applying for grants. Grants and incentives often have specific eligibility and program requirements (vehicle technologies, scrappage, tax liability, etc.). Be mindful of grant timelines. Some grant programs are awarded on a competitive, cost-reimbursement basis. If awarded a grant, it's important that you read the program guide and, if applicable, incur project costs after a formal contract has been signed.

Work closely with your team to procure EVs and EVSE. Depending on your fleet's size, a formal solicitation process may help streamline the purchase and installation of charging infrastructure.

Begin the charging infrastructure installation, considering building code requirements, zoning, compliance with other relevant local or state laws, permitting, and design specs.

- AFDC's Codes and Standards Basics
- Colorado HB23-1233 on EV Charging and Parking Requirements
- ICC EV and Building Codes Introduction

Step 5. Train your drivers and fleet technicians

Ensuring your staff is well-trained in the operation and maintenance of EVs is essential for successful implementation. For some, operating an EV might be a new experience. It'll be crucial that all personnel are familiar with the vehicles and charging before they are deployed into operation.

- Federal Energy Management Program's Electric Vehicle Training

Safety is always a priority. Despite the lower operational and maintenance costs of EVs, their high-voltage components introduce unique safety considerations. Proper training for technicians and mechanics is imperative for servicing and working on these vehicles.

If you're interested in high-voltage EV training and certification for your technicians, reach out to DCC for details about our EV Safe Tech Program. We are collaborating closely with training organizations to facilitate training sessions for technicians and mechanics.

> "With the advances in hybrid and EV technologies and increased battery sizes, it is more critical now than ever that technicians have access to EV training from knowledgeable, proven training providers with experience working with technicians in industry."
>
> *-Tom Pacheco, Electrification Program Manager, Colorado Department of Transportation*

Step 6. Evaluate progress and plan for future adoption

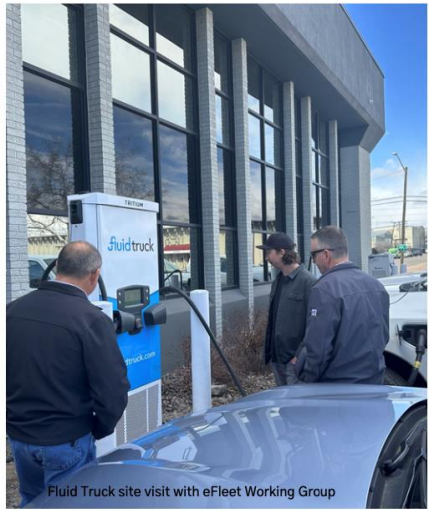
Use data to evaluate goals and success metrics established in Step 4. From your first round of EV deployments, report results, highlight successes, identify barriers, and define best practices. This evaluation process will allow you to refine future deployment cycles.

Communicate lessons learned and next steps with your fleet electrification team. Reassess strategies and planning framework. Once you have evaluated your progress to date, you can begin the process over again, better equipped with experience from your initial electrification efforts.

Step 7. Collaborate with other fleet professionals

Keep in mind that the commercial EV market continues to evolve each day. Fleet electrification is a long, iterative process. Many other fleet professionals are undergoing the same challenges as you.

If you want to collaborate with other fleet professionals, contact DCC for more information about our eFleet Working Group. The eFleet Working Group provides a forum where fleet professionals can connect, collaborate, and share electrification experiences and information. Each meeting is hosted by a member fleet and will bring together subject matter experts presenting on electrification topics in addition to opportunities for peer collaboration.



Fluid Truck site visit with eFleet Working Group

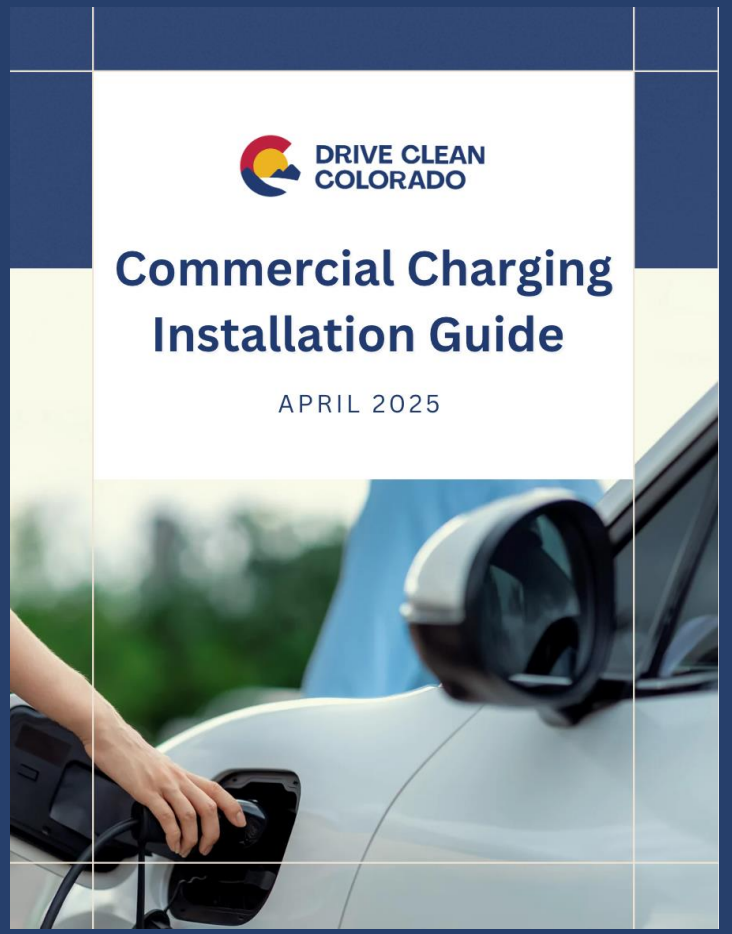
COLLABORATE WITH OTHER FLEETS WHO ARE ON THEIR ELECTRIFICATION JOURNEY. JOIN OUR EFLEET WORKING GROUP TODAY!

Charging Installation Guide

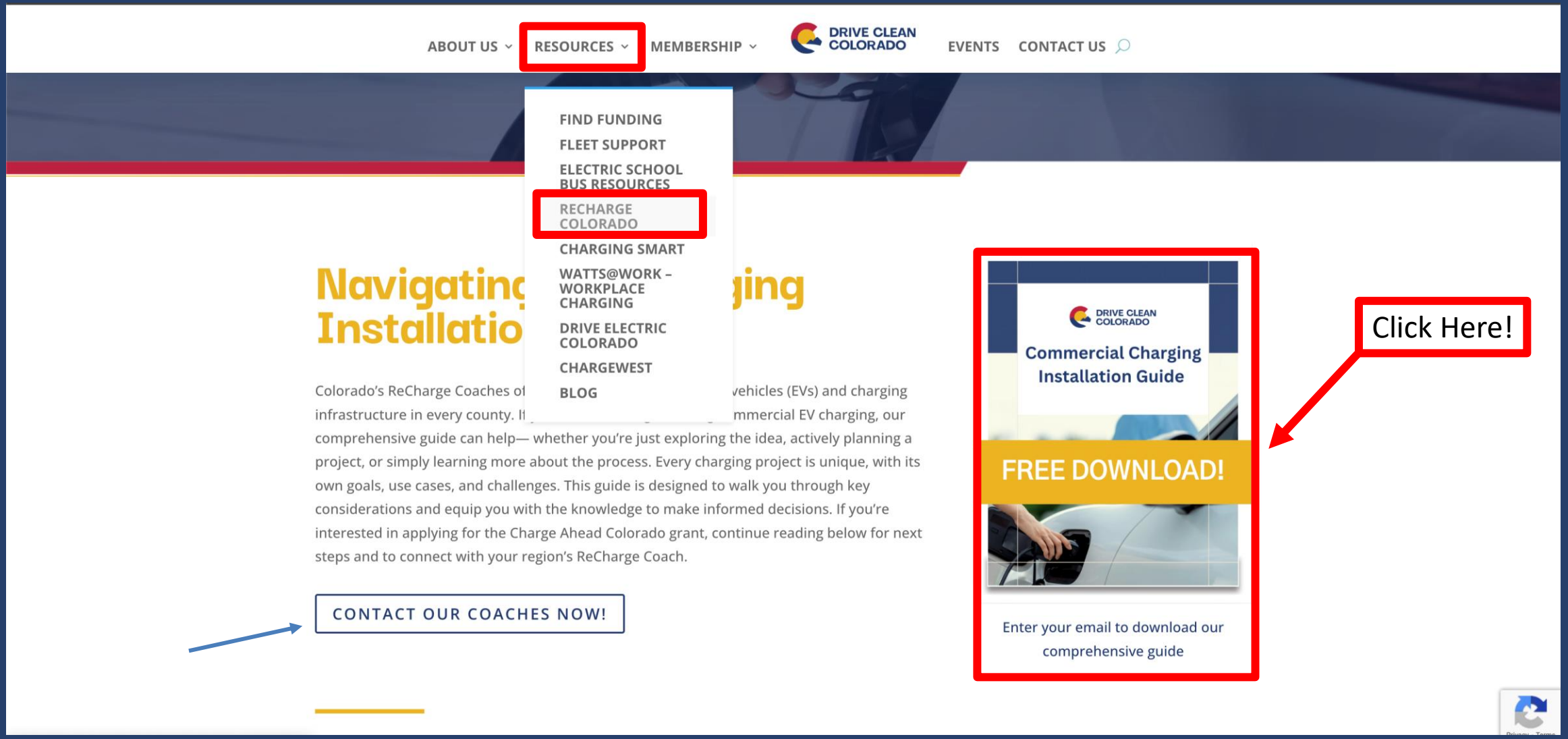
DRIVE CLEAN COLORADO

Charging Installation Guidebook

- **Located on Drive Clean Colorado website**
- Key Features:
  - Steps to identify your need and plan
  - Process for installing charging
  - Best practices
  - Funding options available
  - Ownership and pricing models
  - Much more!



Accessing the Charging Installation Guidebook



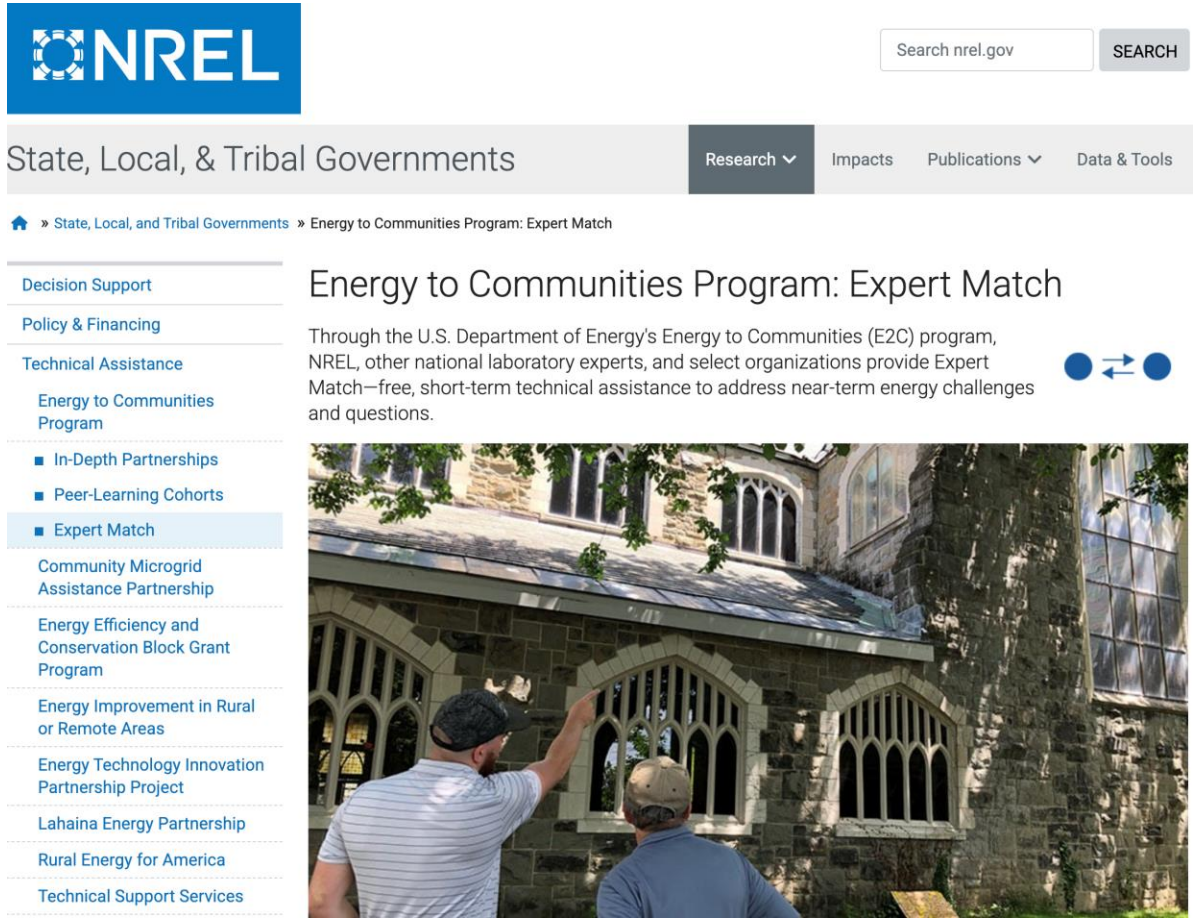
How to Use the Charging Installation Guidebook

1. Download the PDF
2. Read prior to starting your charging project
3. Reference throughout your charging project
4. Reach out to DCC with questions or for coaching

DRIVE CLEAN COLORADO

NREL - Energies to Communities Programs

- Uniquely available for non-for-profit entities
  - Municipalities
  - Utilities
- Products offered:
  - In-Depth Partnerships
  - Peer Learning Cohorts
  - Expert Match
- Free of charge!



DRIVE CLEAN COLORADO

Drive Clean Colorado is here to assist you at every stage of the electrification process. If you have any questions or would like more information on our services, please feel free to contact us.

We are here to help you succeed on your electrification journey!

Questions?

Thank You!

Quin O'Brien

quin@drivecleanco.org

(224) 383-5536

DRIVE CLEAN COLORADO

2025 service provider support

Efficiency Works listed service provider

Requirements

- ✓ Complete a minimum of one project in the Efficiency Works Business program
- ✓ Attend one Efficiency Works Business training
- ✓ Consistently pass inspections. Field conditions match the application and supporting documents.
- ✓ Uphold the ethics requirements in the service provider application and agreement
- ✓ Renew service provider application and agreement every two years
- ✓ Maintain general liability insurance policy

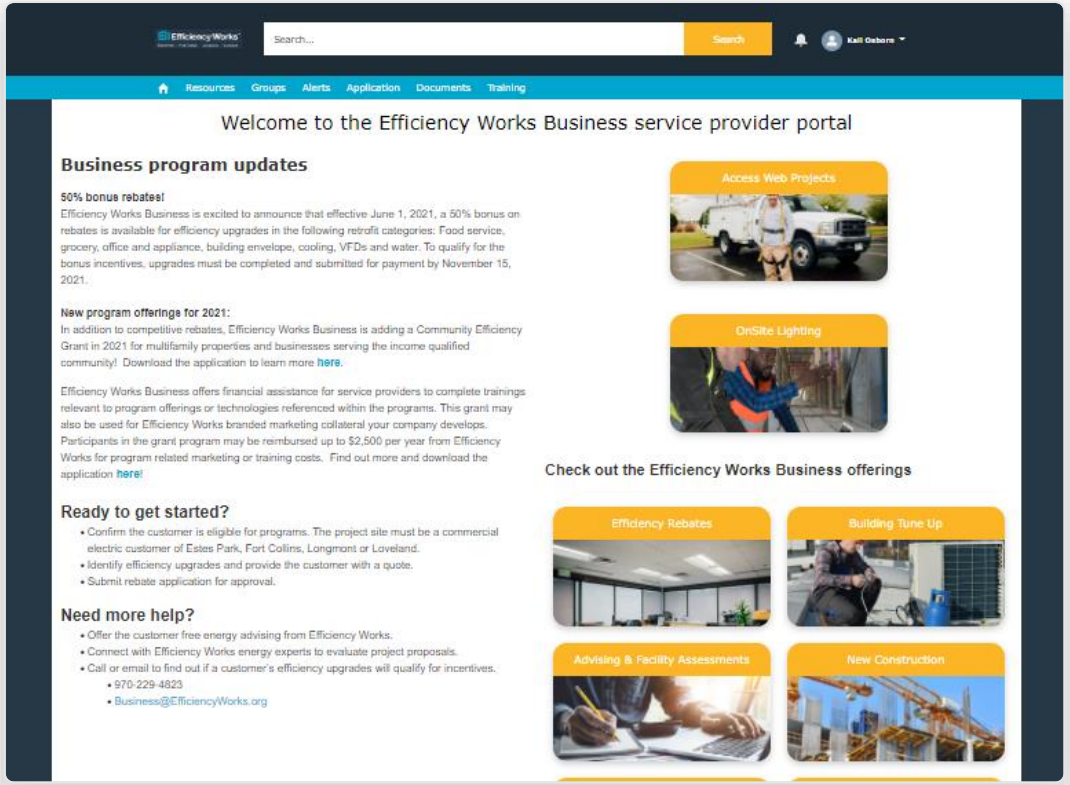
Benefits

- ✓ Be listed on the service provider search list
- ✓ Potential referrals and project leads
- ✓ Be the first to know about new program offerings
- ✓ Access to online application status via service provider portal
- ✓ Access to the service provider development grant and other training resources
- ✓ Access to co-branded materials

Service provider portal

Access what's important to your company in one location

- Edit listed provider company and contact details
- Update expired insurance and tax documents
- Access links to online rebate applications and see real time updates
- Access marketing and program resources
- View Efficiency Works program and event updates



Efficiency Works™

Service provider development grant

We want you with us on our journey

Support to continue your team's growth and skill development within efficiency.

- Up to $2,000 available per service provider per calendar year
- Preapproval is required
- Find an efficiency training and Efficiency Works Business will help pay for it
- Send staff to attend select Efficiency Works Business trainings and receive standardized compensation for their time

Listed service provider	
Annual training maximum:	$2,000
Amount reimbursed for custom training:	50%
Minimum reimbursement:	$75

Service provider training portal

Free on demand, short videos on selling energy

Year-long license to Selling in 6 commercial and industrial on-demand sales training:

- Industry leading training boiled down into six-minute videos
- Over 100 videos on selling commercial energy upgrades

Additional offerings:

- 10 live webinars with recordings available throughout the year
- Monthly mastermind coaching calls
- One-on-one proposal reviews with Mark Jewell

Premium listed service provider

Participation requirements (per calendar year)

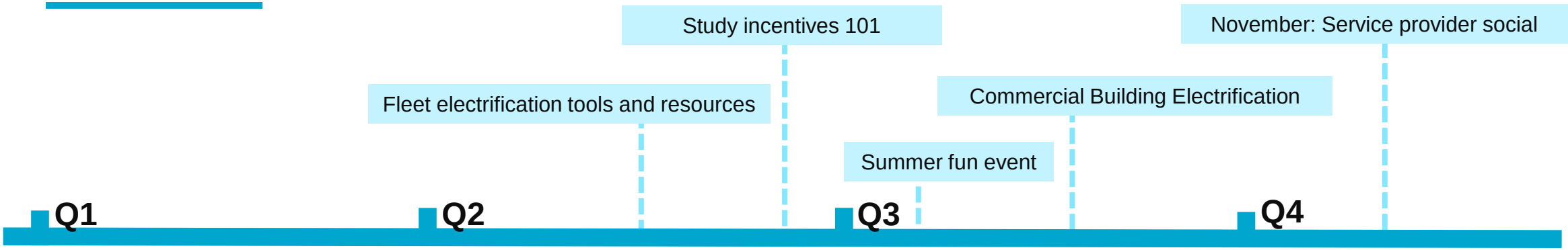
- ✓ Complete a minimum of 10 projects **or** bring in a minimum customer energy savings of 100,000 kWh
- ✓ Attend one Efficiency Works Business training
- ✓ Consistently pass inspections. Field conditions match the application and supporting documents
- ✓ Uphold the ethics requirements in the service provider application and agreement
- ✓ Renew service provider application and agreement every two years
- ✓ Maintain general liability insurance policy

Benefits

- ✓ Access to enhanced lighting rebate application
- ✓ Preapproved favorited equipment list
- ✓ Annual report cards to see company impact on program
- ✓ Potential referrals and project leads
- ✓ Be the first to know about new program offerings
- ✓ Access to online application status via service provider portal
- ✓ Access to the service provider development grant and other training resources
- ✓ Access to co-branded materials

2025 events

A variety of ways to participate



Selling energy webinars (live new trainings in Q2, recordings available anytime)

On-demand six-minute trainings

In person events

Online training

On-demand training

Thank you for participating in Efficiency Works Business

Business@EfficiencyWorks.org
EfficiencyWorks.org

Efficiency Works™

Estes Park | Fort Collins | Longmont | Loveland