

# THE ELECTRIC VEHICLE-UTILITY INDUSTRY NEXUS: CHARGING FORWARD

**November 12-13, 2020**  
**Online | Central Time**

## EUCI ONLINE CONFERENCE

EUCI is pleased to offer this virtual conference on its online interactive platform. Enjoy a valuable learning experience with a smaller impact on your time and budget. You will gain new knowledge, skills, and hands-on experience in from the comfort of your remote location.



SPONSOR



EUCI is authorized  
by IACET to offer  
1.0 CEUs for this  
event



# OVERVIEW

The 6th iteration of EUCI's Electric Vehicle-Utility Industry Nexus conference brings together a myriad of stakeholders to address critical considerations, opportunities, and challenges regarding electric vehicles' impact on utilities.

The event will include case studies from utilities and other relevant stakeholders from across the country who are leading the electric vehicle revolution. Experts will describe policies and regulations related to electric vehicles and their implications for utilities, providing a national overview of EV adoption, and discussing nuances in state and local EV programs being implemented across the country. Utilities and EV experts will discuss charging technologies, charging infrastructure deployment and planning, EV program design, equity and diversity in the transportation electrification movement, fleet electrification and management of medium and heavy duty EVs, and more!

# LEARNING OUTCOMES

- Discuss the current market landscape of EVs and future projections
- Evaluate how Xcel Energy is achieving their goal of 1.5 million EVs by 2030
- Assess options for utilities to design effective customer programs through rate design, rebates & incentives
- Review charging infrastructure planning & deployment case studies
- Evaluate elements of effective program design for utility EV programs, EV infrastructure, & auto dealer programs
- Discuss the EV opportunity for electric cooperatives
- Discuss the importance of prioritizing equity, diversity & inclusion in the EV movement and specific ways utilities can engage vulnerable communities in their EV initiatives
- Interact with auto manufacturers to hear their perspective, initiatives for fleet electrification, and collaborative efforts with utilities
- Describe public and private fleet electrification trends and how utilities are managing them
- Discuss utility planning strategies to prepare the grid for medium and heavy-duty EVs



***“Great overview of the EV space with real life examples to take back to the utility for a better experience for customers.”***

Senior Regulatory Counsel,  
PSEG Long Island



***“Excellent opportunity to obtain detailed knowledge on the full breath of activity in the EV space.”***

Director of Business Development,  
Clean Power Research



***“An outstanding tour of the cutting-edge issues and policies at the EV public utility nexus.”***

Sr. Environmental Policy Analyst, VTRANS

# AGENDA

THURSDAY, NOVEMBER 12, 2020 : CENTRAL TIME

**8:45 – 9:00 am**

**Log In**

**9:00 – 9:05 am**

**Conference Introduction & Overview**

**9:05 – 10:15 am**

**The Electric Vehicle Landscape: A Disruptive Trend in the Clean Energy Era**

- Current state of EV market landscape & future projections
    - o How will the November 2020 election impact the future of EVs?
    - o EV technologies, types & brands – what’s new in 2020?
    - o Trends in light, medium and heavy-duty EVs
    - o The manufacturers perspective on EV market outlook & trends
    - o Impacts of COVID-19 on the EV market
  - EV benefits to consumers, utilities and society
  - The EV customer profile, EV ownership experience, & consumer trends
  - EVs and the paradigm shift facing the utility industry
    - o Utility role in supporting EVs
    - o Customer education & outreach
    - o Need to integrate charging with the electric grid
  - The role of EVs and electrification in future cities – getting cities ready for EVs
- Genevieve Cullen, President, Electric Drive Transportation Association (EDTA)**  
**Steve Kosowski, Manager – Long Range Strategy & Planning, Kia**

**10:15 – 11:00 am**

**Xcel Energy: Achieving 1.5 Million EVs by 2030**

In August 2020, Xcel Energy announced their landmark vision of powering 1.5 million EVs by 2030, a goal that will increase the current number more than 30 times and establish EVs as 20% of all vehicles on the road across its eight-state service territory. This session will look at Xcel’s EV initiatives and their plan to achieve this ambitious goal, discussing:

- Incentivizing EV use through new EV charging infrastructure and customer programs
  - Plans for Xcel’s proposed \$300 million of investments in Colorado, Minnesota, New Mexico and Wisconsin
    - o Smart charging pilot
    - o Fleet infrastructure programs
    - o Initiatives to boost public charging and residential subscriptions
  - Strategies for electrifying residential cars, ride-share companies, public transit and other fleet operations
  - How expanded EV adoption will help Xcel’s goal of 100% carbon-free electricity by 2050
  - Estimated customer fuel savings and carbon emission reductions
  - Plans to electrify light, medium and heavy-duty vehicles in Xcel owned fleets
- Stacey Simms, Senior Portfolio Manager, Xcel Energy**

**11:00 – 11:15 am**

**Morning Break**

# AGENDA

THURSDAY, NOVEMBER 12, 2020 : CENTRAL TIME (CONTINUED)

11:15 am – 12:30 pm

## **Utility EV Charging Programs: Rate Design, Rebates & Customer Incentives**

- Customer EV charging needs: access, efficiency & smart charging
- Charging scenarios & time-based charging needs for EV owners
- Residential vs. workplace charging programs
- Mechanisms to incentivize charging at 'off-peak' hours
  - o Rate design, rebates, tariffs & incentives
  - o Smart charging & managed charging
- Austin Energy: 'EV360' Time-of-Use for Residential Off Peak EV Charging
  - o What is EV360?
  - o What is involved for customer and the utility?
  - o Analysis of program outcomes to date
- Con Edison: 'SmartCharge New York' Off-Peak Charging Incentive Program
  - o Program objectives
  - o Funding & development
  - o Outcomes and lessons learned
- Con Edison: Honda Partnership for Customer Off-Peak Charging Telematics Program
  - o Overview of program design, goals and objectives
  - o Outcomes so far

### **Moderator:**

**John Morris, Vice President – Market Development, D+R International**

### **Panelists:**

**Lindsey McDougall, Electric Vehicle Program Manager, Austin Energy**

**Sherry Logan, Electric Vehicles Program Manager, Con Edison**

12:30 – 1:15 pm

## **Break for Lunch**

1:15 – 2:45 pm

## **EV Charging Infrastructure Planning, Funding & Deployment**

- Trends in EV infrastructure planning, funding, & installations
- Optimizing site choices for EV charging infrastructure
- Challenges with electric mobility and EV infrastructure development in rural states
- Utility, auto manufacturer & regulatory coordination on infrastructure deployment
- Mechanisms to encourage cost-effective infrastructure buildouts & private investment
- Best practices for modeling & assessing needs for charging infrastructure
- Case study: Tesla supercharger deployment
  - o Technical charging installation
  - o How tesla is working with utilities on infrastructure deployment
- Case study: Baltimore Gas & Electric charging infrastructure deployment
  - o Plans to build, own, and operate a network of 500 public access EV charging stations across their service area by partnering with state, county, and local governments
- Improving and increasing access to charging infrastructure
  - o Multi-unit dwelling (multifamily) charging
  - o Workplace charging
  - o Public fast charging
  - o Medium and heavy-duty fleet charging
  - o Port and airport charging

### **Moderator:**

**Stacy Noblet, Senior Director – Transportation, ICF**

### **Panelists:**

**Francesca Wahl, Manager – Business Development & Policy, Tesla**

**Kristy Fleischmann Gronki, Manager of Strategic Programs, Baltimore Gas & Electric**

# AGENDA

THURSDAY, NOVEMBER 12, 2020 : CENTRAL TIME (CONTINUED)

**2:45 – 3:00 pm**

**Afternoon Break**

**3:00 – 3:45 pm**

**Designing EV Programs – What the Data Shows are the Most Effective Elements of an EV, EV Infrastructure and Auto Dealer Program**

- The three pillars of effective program design
- EV program data and resources
- Program design considerations
  - o Design & planning elements
  - o Rebate effectiveness
  - o Equity: income and MSRP caps

***Karen Glitman, Senior Director – Transportation and DER Markets, Center for Sustainable Energy***

**3:45 – 4:30 pm**

**EVs and Electric Cooperatives: Opportunities, Impacts & Challenges**

- EVs and electric cooperatives – the current landscape and future potential
- Electric co-op participation in electrification and EV initiatives
- Weighing the costs vs. benefits of EVs for electric cooperatives
- Impacts of EVs on electric co-ops
- Opportunity for co-ops to be leaders in EV and electrification

***Brian Sloboda, Director – Consumer Solutions, National Rural Electric Cooperative Association (NRECA)***

**4:30 – 5:15 pm**

**Virtual Networking Session**

FRIDAY, NOVEMBER 13, 2020 - CENTRAL TIME

**8:45 – 9:00 am**

**Log In**

**9:00 – 10:15 am**

**Equity, Diversity & Inclusion in the Electric Vehicle Movement**

This session will address the need of ensuring transportation electrification benefits to all utility customers, discussing the following topics:

- Incorporating and prioritizing equity in transportation electrification
- Developing and implementing policies leading to clean transportation and mobility investments that will benefit low income communities
- Utility EV programs to serve underserved or vulnerable communities
- Mechanisms to provide disadvantaged communities with EVs
  - o Ensuring equitable access to EVs and charging infrastructure
  - o Public policy advocacy
  - o Equity mobility models
  - o Education and outreach
  - o Workforce development
- Equity focused electric mobility project examples
- Tips for engaging with DACs/communities of concern and overcoming challenges to adoption

***Dr. Shelley Francis, Co-founder, EVNoire Mobility Intelligence Consulting Group (invited)***

**10:15 – 10:30 am**

**Morning Break**

# AGENDA

FRIDAY, NOVEMBER 13, 2020 - CENTRAL TIME (CONTINUED)

**10:30 am – 12:30 pm Fleet Electrification: Public & Commercial Fleets, Transit, Trucks & Buses**

This session will feature three utility presentations – National Grid, Southern California Edison and Duke Energy – discussing their respective EV and fleet electrification initiatives. The presentations will then be followed with Q&A and a moderated dialogue. Specifically, the session will discuss:

- National Grid:
  - o Fleet electrification initiatives in transit, school bus, and public fleets
  - o Approval process for a \$145 million EV make ready program – what are the next steps?
- Southern California Edison
  - o ‘Charge Ready Transport program’ – \$356M budget to support medium and heavy-duty vehicles, including refrigerated trucks, forklifts and other off-road vehicles
  - o Management & charging infrastructure for electric fleets & transit
- Duke Energy:
  - o opportunities for electrified commercial fleets
  - o initiatives for electric school buses, transit programs and vans
- Evaluating the benefits of fleet electrification from a utility perspective
- Logistical operations, challenges & considerations for managing medium and heavy-duty EVs
  - o transit buses
  - o school buses
  - o trucks
- Utility planning processes to manage public and commercial electric fleets
  - o Charging infrastructure needs assessment & installation
  - o Funding opportunities & mechanisms
- Charging and interoperability for medium and heavy-duty vehicles
  - o Charging logistics – can all buses use the same charger?
  - o Infrastructure logistics – can all vehicles run off the same infrastructure on the software/hardware side?

**Rachel Flynn-Kasuba, EV Innovation POD Lead – Customer Innovation and Development, National Grid**

**Stephen Collins, Strategic Projects Advisor – eMobility, Southern California Edison (SCE)**

**Jim Poch, Electric Transportation Manager, Duke Energy**

**12:30 pm**

**Program Adjourns**



*“There were many speakers who share the great things they are doing for their fleets and to better the environment.”*

Fleet Design Specialist,  
Salt River Project



*“The Electric Vehicle-Utility Industry Nexus is a unique forum that brings both EV charging experts and newcomers to shape best practices necessary to accelerate the transportation electrification market.”*

Air Pollution Specialist, California Energy Commission

## INSTRUCTIONAL METHODS

---

PowerPoint presentations and case studies will be used in program.

## IACET CREDITS

---



EUCI has been accredited as an Authorized Provider by the International Association for Continuing Education and Training (IACET). In obtaining this accreditation, EUCI has demonstrated that it complies with the ANSI/IACET Standard which is recognized internationally as a standard of good practice. As a result of their Authorized Provider status, EUCI is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standard.

**EUCI is authorized by IACET to offer 1.0 CEUs for the conference.**

## ONLINE COURSE DELIVERY & PARTICIPATION DETAILS

---

We will be using Microsoft Teams to facilitate your participation in the upcoming event. You do not need to have an existing Teams account in order to participate in the broadcast – the course will play in your browser and you will have the option of using a microphone to speak with the room and ask questions, or type any questions in via the chat window and our on-line administrator will relay your question to the instructor.

## REQUIREMENTS FOR SUCCESSFUL COMPLETION

---

Participants must login for the entirety of conference to be eligible for continuing education credit.

## SPONSORSHIP OPPORTUNITIES

---

Do you want to drive new business through this event's powerful audience? Becoming a sponsor or exhibitor is an excellent opportunity to raise your profile before a manageably sized group of executives who make the key purchasing decisions for their businesses.

**Please contact Maggie Field at [mfield@euci.com](mailto:mfield@euci.com) or 720-988-1250 for more information.**

To Register Click Here, or

**Mail Directly To:**

PMA Conference Management  
405 Highview Rd  
Englewood NJ 07631  
201 871 0474  
Fax 253 663 7224  
register@pmaconference.com

# ENERGIZE WEEKLY

Energize Weekly is EUCI's free weekly newsletter, delivered to your inbox every Wednesday. We provide you with the latest industry news as well as in-depth analysis from our own team of experts. Subscribers also receive free downloadable presentations from our past events.

Sign me up for Energize Weekly

## PLEASE SELECT

- THE ELECTRIC VEHICLE-UTILITY INDUSTRY NEXUS: CHARGING FORWARD ONLINE CONFERENCE**  
NOVEMBER 12-13, 2020: US \$1295 (Single Connection)
- PACK OF 5 CONNECTIONS:** US \$ 5,180 (20% Discount)
- PACK OF 10 CONNECTIONS:** US \$9,065 (30% Discount)
- PACK OF 20 CONNECTIONS:** US \$15,540 (40% Discount)

### Online Course Delivery & Participation Details

See page 7 for information

**Recording:** Each event is recorded, and will be available for three business days. For registrants only.

How did you hear about this event? (direct e-mail, colleague, speaker(s), etc.)

Print Name

Job Title

Company

Address

City

State/Province

Zip/Postal Code

Country

Phone

Email

### CREDIT CARD INFORMATION

Name on Card

Billing Address

Account Number

Billing City

Billing State

Exp. Date

Security Code (last 3 digits on the back of Visa and MC or 4 digits on front of AmEx)

Billing Zip Code/Postal Code

**OR** Enclosed is a check for \$ \_\_\_\_\_ to cover \_\_\_\_\_ registrations.

#### Substitutions & Cancellations

Your registration may be transferred to a member of your organization up to 24 hours in advance of the event. Cancellations must be received on or before August 20, 2020 in order to be refunded and will be subject to a US \$195.00 processing fee per registrant. No refunds will be made after this date. Cancellations received after this date will create a credit of the tuition (less processing fee) good toward any other EUCI event. This credit will be good for six months from the cancellation date. In the event of non-attendance, all registration fees will be forfeited. In case of course cancellation, EUCI's liability is limited to refund of the event registration fee only. For more information regarding administrative policies, such as complaints and refunds, please contact our offices at 303-770-8800. EUCI reserves the right to alter this program without prior notice.