



Electrify America 3Q 2017 Report to California Air Resources Board

Cycle 1

November 21, 2017

Introduction

Electrify America is excited to provide its first update on implementation of the Cycle 1 California ZEV Investment Plan, which began soon after the plan was approved by the California Air Resources Board (CARB) on July 27, 2017. Although this 3rd Quarter (Q3) report regards just two months of implementation (August and September), it reflects tremendous progress towards making impactful ZEV Infrastructure, Brand-neutral Education, and Green City Initiative Investments.

Infrastructure Investment -- Growing an Industry

Electrify America's 1st Cycle investment aims to establish a network of approximately 2000-3000 non-proprietary chargers across 400+ individual stations in California. Approximately 50 high powered charging stations will be built along highway corridors to facilitate intercity travel across the state, and approximately 350 stations will be built at the community level over the next seven quarters. In order to site, construct, and commission ZEV infrastructure at this unprecedented scale and pace, Electrify America will leverage California's existing electric vehicle infrastructure supplier base. Utilizing a rigorous and competitive Request for Information (RFI) and Request for Proposal (RFP) process, in Q3 Electrify America made significant progress in obtaining DC fast charging hardware, DC fast charging station site acquisition services, station design and construction contractors, software network and maintenance services, and turnkey workplace and multi-unit dwelling station development services.

In Q3, Electrify America announced that JLL will serve as its real estate vendor for DC fast charging site acquisition. Electrify America also brought multiple vendors under contract to support investments laid out in the ZEV Investment Plan, and Electrify America will continue final negotiations with many other vendors in the fourth quarter in order to enable the construction of charging stations in California to begin in 2018.

To construct 400+ community and highway corridor charging stations planned in California during Cycle 1, thousands of station sites must be considered. With the assistance of JLL and in cooperation with real estate partners and utilities, hundreds of station locations entered the Electrify America's field and real estate review process, which is focused on finding station sites that are accessible, safe, and visible, with proximity to retail and appropriate power capacity. Hundreds of stations proposed to Electrify America through submissions made during implementation of the National Outreach Plan are under review.



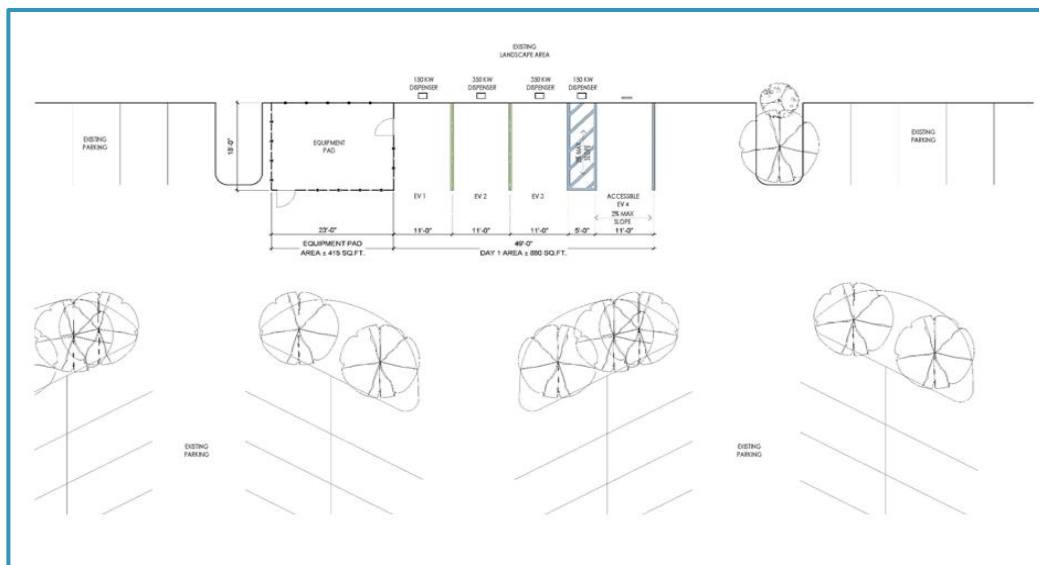
Example Charger Rendering

Electrify America also made considerable progress towards selecting turnkey workplace and multi-unit dwelling station development services providers. Under these contracts, turnkey vendors will deploy hundreds of stations across six metro areas in California from Q1 2018 through Q2 2019.

Through contract terms and site selection processes, Electrify America continues to strive to ensure that 35 percent of stations are located in disadvantaged or low income communities.



Example Charging Station Rendering



Example station layout

Green City

In August, Electrify America, the City of Sacramento, Sacramento County, Sacramento AQMD, Congresswoman Doris Matsui, and many other pillars of the Sacramento community celebrated the official launch of the Electrify America Green City Initiative. Electrify America also announced that it plans for carshare services to be the first of its Green City initiatives. An RFP for carshare services was shared with qualified vendors in Q3, and multiple innovative responses were received. Electrify America, the City of Sacramento, and other stakeholders also began evaluating additional programs consistent with the Green City Initiative's access and innovation goals in Q3.



Green City launch event in Sacramento

Education and Awareness

Electrify America intends to begin its California ZEV education and awareness program with experiential education events that allow the public to learn about and experience Zero Emission Vehicles. In Q3, Electrify America conducted an RFP for seven of these events, commonly known as “ride and drives,” to be held in each of the California metro areas targeted for Cycle 1 ZEV infrastructure investment. The events will feature BEVs and FCEVs, and will be offered in appropriate languages in 2018.

Electrify America Organization

In Q3, Electrify America grew to 60 employees. Headquartered in Reston, VA, Electrify America's diverse team brings experience from the auto industry (e.g. BMW, GM, Toyota, Nissan, Audi, Volvo); the charging industry (e.g. Aeroenvironment, EVgo, and Greenlots); government (e.g. U.S. Senate, U.S. Department of Transportation, State of Alaska); and technology companies (e.g. GE, LG Chem, Verizon). All four California field managers who assist in site identification and construction management started work in Q3.

Government Engagement

Electrify America is holding kickoff meetings in all 17 metropolitan area targeted for infrastructure investment in Cycle 1 nationwide. In Q3 and the first week of Q4, Electrify America completed six kickoffs in California, in Oakland, Los Angeles, Orange County, San Diego, Fresno and San Jose. These meetings introduced local government stakeholders and utilities to Electrify America's Cycle 1 ZEV Investment Plans, our commitment to building purpose-placed and highly-utilized ZEV infrastructure, and our efforts to invest in disadvantaged and low income communities. Staff from at least 99 government entities (e.g. cities, counties, state agencies, State Legislators) and utilities were invited to the six kickoff meetings in California, and the dialogue and feedback was extremely helpful in establishing clarity on local permitting and zoning roles, sharing best practices, and identifying potential cooperative opportunities.

During Q3, Electrify America also initiated a second detailed review of the more than 100 proposals from California government entities submitted during the National Outreach Plan process, and staff are following up on these submissions where opportunities are available.

Cycle 2 Planning

Electrify America stated in the Supplement to the Cycle 1 California ZEV Investment Plan that "Electrify America ... believes that each investment cycle offers the opportunity to consider new information, revisit past assumptions, and consider feedback. Electrify America will update its analytical models, engage in a robust National Outreach strategy, monitor new technology and public policy developments, track evolving consumer expectations, and fully explore the merit of the full set of allowable ZEV Investments during the planning and development of each future ZEV Investment Plan."

In Q3, Electrify America developed a plan to initiate Cycle 2 Investment planning in Q4 of 2017. Electrify America will conduct a comprehensive search for new, relevant data and analysis, and it will review all of its Cycle 1 analytical methods with relevant experts (e.g. UC Davis, UCLA, National Renewable Energy Lab) in order to assure that Cycle 2 ZEV Investments "increase use of ZEV technology," the goal established for the ZEV Investment Commitment in Appendix C.