DRIVE Electric USA Program Success Stories from Priority Area 7:

Facilitate EV Deployments in Fleets

Six stories included (in order):
1. Drive Electric Florida – “JEA Fleet Electrification”
2. Plug-In NC – “Fleet Engagement and Electric Vehicle Adoption in North Carolina”
3. Drive Electric Ohio – “Drive Electric Ohio supports EV Fleet Deployments”
4. Drive Electric Pennsylvania – “Drive Electric Pennsylvania Helps Fleets Procure EVs”
5. Drive Electric Utah – “Beyond Zero Green Fleets”
6. Drive Electric Wisconsin – “Driving Fleet EV Conversations and Adoption in Wisconsin”
Priority Area #7 - Facilitate EV Deployment in Fleets
When – June, 2023 - Present
Where – City of Jacksonville, Florida

JE A Fleet Electrification Program


Purpose: Develop a city-wide Fleet Electrification Program for Commercial and Industrial Customers.

Introduction: JEA was created by the City of Jacksonville to meet the electricity and water needs of those who live in Jacksonville and surrounding communities. Nearly half of JEA’s electric revenue comes from its commercial and industrial customer base. Last July, JEA announced its Fleet Electrification Program to support its commercial customers transitioning to electric vehicles. This “white glove” service eliminates all the hurdles of transitioning a fleet from conventional internal combustion engine vehicles to electric ones. The new program provides the necessary tools and engineering advice to help develop a comprehensive fleet conversion plan. Program service offerings include a free total cost of ownership calculator (TCO) tool with direct access to a fleet electrification expert. JEA aims to help customers create an actionable fleet conversion plan that may be implemented over time. JEA’s fleet is leading by example and will be the first to finalize its fleet conversion plan.

Narrative: As EV demand grows, there is an increased need for intelligent electrification solutions and collaboration between businesses and their utilities. JEA’s Fleet Electrification Program serves multiple purposes: JEA will assist businesses and fleets in developing comprehensive fleet conversion plans for adopting electric vehicles while driving responsible kWh load growth and ensuring the utility's proactive involvement in the process. By engaging with JEA, fleets with on-road vehicles such as transit vans, school buses, pick-ups, passenger vehicles, and more gain access to invaluable expertise.
and resources, ensuring efficient infrastructure deployment. This collaborative approach facilitates timely implementation, enabling fleets to realize the benefits of EV adoption swiftly.

JEA understands that all businesses require assistance at each step of the vehicle electrification process, from inception to completion. By providing this service, JEA can adjust the fleet’s expectations and give them an understanding of the time frame involved, including a realistic start date. JEA provides businesses with the consultative engineering advice they need and the utility infrastructure guidance necessary to determine project costs and timelines. JEA will capture future load growth and logistics information that is essential for the utility to plan and build necessary electric grid improvements accurately.

JEA customers can select from two service levels to evaluate their electric vehicle needs. Level one of for smaller fleets and for customers requiring minimal assistance. The online JEA TCO calculator tool offers a simple way to learn about available EV models and obtain a fleet conversion estimate. Level 2 services larger customers with a fleet of five or more vehicles and results in a comprehensive fleet conversion plan for the customer. Regardless of service level, JEA is available to assist with plan implementation.

JEA’s vehicle electrification program extends beyond its commercial and industrial customer base. The utility also provides the JEA Drive Electric Residential Program, which assists residential customers in making informed decisions about purchasing an electric vehicle. JEA Drive Electric helps consumers learn about, buy, and drive an EV. It is a no-cost service that allows consumers to consult with an EV expert, explore EV deals, find electricians to assist with EV charger installations, and save money with the EV Charging Rebate Program. The Drive Electric JEA website provides information about the types of electric vehicles, home charging options, financial incentives, and an EV inventory tool that helps consumers find EVs by zip code. JEA regularly initiates and participates in local ride-and-drive events to raise awareness of the benefits of EVs. Together with North Florida Clean Fuels, North Florida TPO, and local EV dealers, they established the North Florida chapter of Drive Electric Florida.

**Major Partners Roles:** Resource Innovations, AECOM, JD Powers/ZappyRide
Through a competitive bidding process, JEA selected Resource Innovations as JEA’s implementation contractor for the Fleet Electrification Program (FEP). Resource Innovations has subcontracted with AECOM to produce customer Fleet Conversion Plans (FCPs). ZappyRide was also hired to construct the online Total Cost of Ownership (TCO) tool. Resource Innovations has expertise in implementing custom programs for utility companies. In this case, they took the JEA design and program goals and assembled the team. AECOM is a large engineering and construction firm that has completed many successful large fleet electrification projects. ZappyRide is the best online EV evaluation tool available. This state-of-the-art web tool is very powerful and provides the type of educational resource necessary to reach fleets in our area. The overall design is comprehensive and provides options for all fleet managers in JEA’s service area.

Zappy Ride will incorporate small and disadvantaged companies to perform site work, which will determine what infrastructure is already available at the site. This initial analysis will determine what power is available at the circuit level and provide accurate feedback to the customer early in the project. It will also allow the customer to determine if the existing grid will service their current and future needs. The partners also have a strong online presence in terms of offering interactive tools and consultation on behalf of JEA.

**JECA Clean Energy Goals for 2030**
- Reach 35% clean energy
- Retire less efficient generation
- Reduce CO2 emissions by 80% from 2005 levels
- Lead the way by serving all JEA facilities with 100% clean energy
- Offset electrification demand with energy efficiency programs

**Outputs & Outcomes:** JEA introduced the first EV into its fleet in 2013. In the subsequent decade, the utility has built its fleet to include light, medium, and heavy-duty EVs and equipment. That first Nissan Leaf has now been joined by 12 Chevy Bolts (three more are coming this year), 5-10 F150 Lightning pickup trucks on order, 40 hybrid bucket trucks with batteries that run the ancillary equipment while on-site, as well as electric cable pullers and small backhoes. This is an example of actions intended to achieve JEA’s clean energy goals for the year 2030. These goals will result in an 80 percent reduction in JEA’s overall carbon emissions since 2005.

**Best Practices & Lessons Learned:** JEA has worked with its commercial and industrial customers for many years to support their fleet electrification efforts. As an active stakeholder and member of the North Florida Clean Fuels Coalition and Drive Electric Florida, JEA has hosted workshops, webinars, and vehicle demonstrations to answer the commonly asked questions about EVs and infrastructure. However, from JEA’s perspective, vehicle electrification exceeds the choice of EVs and charging stations. The impact of an influx of EVs on the grid is a paramount consideration in utility infrastructure planning. JEA expects the number of battery-only EVs to increase by almost 500 percent by the end of this decade. In order to meet the additional demand while achieving its clean energy goals, JEA has to understand where and how electricity will be used in its service territory. Engaging with fleets proactively is one way to do this.
Benefits to Customers and JEA

- Position JEA as the trusted energy advisor for fleet electrification
- Provide a viable solution for all C&I customers regardless of fleet size
- The program must be cost-effective
- Gain visibility into the pace of fleet electrification in JEA’s territory
- Future proofing – drive smart technologies during customer adoption to enable future JEA benefits
- Ensure JEA business units are integral to the program
- Encourage customer adoption of vehicle electrification by removing barriers, streamlining utility interactions, and providing resources
- Engage customers during planning to manage expectations
- Incorporate Social Equity components to the maximum extent possible

“The fleet electrification program incorporating the total cost of ownership calculator is the best practice we recommend and is the result of years of learning how to support our customers’ interests in electric vehicles,” according to Dave McKee, JEA Electrification Program Manager. “So is guaranteeing that the right partners are involved in the initiative to assure its success.”

Acknowledgments: Many thanks to Dave McKee of JEA for sharing this story and his service to the North Florida Clean Fuels Coalition and Drive Electric Florida.
Priority Area #7 – Fleet Engagement and EV Adoption

When – At the 2022 and 2023 North Carolina Sustainable Fleets Conference and Expo and in Charlotte on October 19, 2023

Where – North Carolina – (statewide)

Fleet Engagement and Electric Vehicle Adoption in North Carolina

Major Partners: Advanced Energy, Land of Sky Clean Vehicles Coalition, Centralina Clean Fuels Coalition, Triangle Clean Cities, North Carolina Clean Technology Center, City of Charlotte

Purpose: To provide education and outreach opportunities for fleets across North Carolina to increase EV adoption rates

Narrative:

The three Clean Cities Coalitions in North Carolina have been engaging with fleet in their region for decades on a variety of alternative fuels and technologies. Through the Drive USA project, the coalitions were able to expand that reach to a more statewide effort through a partnership with the North Carolina Clean Technology Center to provide EV specific outreach at both the 2022 and 2023 Sustainable Fleets Conference and Expo. In addition to this effort, Centralina Clean Fuels Coalition was also able to partner with the City of Charlotte in October 2022 to provide local government staff in the greater Charlotte region the opportunity to learn more about EVs and the infrastructure as well as drive a variety of light- and medium-duty EVs on a closed test track.
In August of 2022 and 2023, Advanced Energy, Land of Sky Clean Vehicles Coalition, Centralina Clean Fuels Coalition, and Triangle Clean Cities tabled at the Sustainable Fleets Conference and Expo, which is organized by the NC Clean Technology Center annually. Staff were able to meet with fleet staff from across the state and discuss their EV needs and how best we might be able to assist them when transitioning their current fleet vehicles to electric.

In October of 2022, the CCFC partnered with the City of Charlotte to host an EV ride and drive event for local government staff at the City’s Vehicle Operations Center. A wide range of EVs were available for driving, including: Ford F-150 Lightning, Tesla Model Y, Ford Mustang Mach-e, Hyundai IONIQ and Chevy Bolt. Participants saw first-hand the many ways which EVs can be used in a local government fleet, including a presentation from the Town of Marshville Police Department on its Tesla police car. In total, over 100 people attended the event.

Outcomes:

- 2022 and 2023 North Carolina Sustainable Fleets Conference: The opportunity allowed staff to not only reach more staff but have one-on-one conversations with communities that do not currently have access to the Clean Cities network.
- City of Charlotte/Centralina Clean Fuels Coalition Ride and Drive: Through interacting directly with EVs and peer local governments, participants were able to learn about the benefits and capabilities of EVs and how they might acquire them for their own fleets.
**Best Practices:**
- Leverage relationships with stakeholder any time you can – they want their products seen and tested especially when you can bring multiple optional buyer to the table
- Build in networking time for all events

**Lessons Learned:**
- Events at the regional and state scale take more time to pull together than one might anticipate the first time around – build buffers to meet timelines
- Regular meeting with all organizations involved with any event
Drive Electric Ohio Supports EV Fleet Deployment

**Major Partners:** PITT OHIO; City of Columbus, OH; Others

**Purpose:** DEO has worked with multiple fleet operators throughout Ohio to conduct fleet analysis, educate on EV options for fleet requirements, and help with transition to segments of their fleets to EV.

**Narrative:** Drive Electric Ohio’s (DEO) top priority is to support the deployment of electric vehicles and the reduction of vehicle emissions throughout the state of Ohio. In pursuit of this goal, DEO has engaged with all different kinds of stakeholders including public and private fleet operators to identify places where EVs could replace other vehicles and help take their first steps along a path to vehicle electrification. These connections primarily happened through conversation or workshops, especially aided by Ohio’s regional planning organizations.

PITT Ohio, a family owned business headquartered in Pittsburgh, PA, operating throughout PA and Ohio, is one example of the interest and direction of fleet electrification. Building on a long internal policy of sustainability, PITT Ohio has worked with Drive Electric Ohio to begin transitioning their fleet to electric vehicles. After Clean Fuels Ohio and Drive Electric Ohio were able to help them access resources to offset some of the associated costs for chargers, PITT Ohio now has two VNR Electric MD Box Trucks, a couple of Ford E-Transits, and are currently in the process of receiving Freightliner eM2 Box Trucks. These medium- and heavy-duty electric trucks are primarily used for local delivery.

Another example of successful EV deployment in Ohio is the City of Columbus’s work towards more sustainable alternative fuels. The City of Columbus first began their efforts towards electrification by reaching out to Clean Fuels Ohio and Drive Electric Ohio with an interest in having a fleet electrification analysis done on their existing fleet. That analysis helped the City of Columbus identify the first 100 vehicles that were the best candidates to be converted to EVs or PHEVs. After that first fleet analysis and the reception of their first EVs and PHEVs, CFO then did a second fleet electrification analysis for the city and determined they could convert about 40% of their current fleet. Following this identification of best
candidates, the City of Columbus Climate Action Plan was released and identified a goal of converting 100% of their light-duty vehicles to electric vehicles (EVs) by 2030.

The majority of the City of Columbus’s new vehicles include Nissan Leafs, Ford E-Transits, Chevy Bolts, Toyota Prius Primes, Ford Fusion Energis, and Kia Niros. To meet their Smart City obligation, they now have a total of 201 vehicles consisting of both EVs and plug-in hybrid electric vehicles (PHEVs). These EVs and PHEVs are spread out all through Columbus across numerous departments and are used for different department needs.

Outputs & Outcomes:

The outputs of our work on facilitating EV deployment in fleets has been expanded working relationships with fleet operators throughout Ohio. We have hosted a number of workshops on federal funding availability, technical conversations about fleet conversation and infrastructure planning, and sharing news on the availability of new EVs on the market and possible usage.

The outcomes of this work has been additional EVs on Ohio roads, and greater EV and PHEV inclusion in fleet future planning.

Best Practices & Lessons Learned:

- Prepare standardized materials with clear explanations for incentive programs. Financing is a vital component of fleet planning and every bit of clarity you’re able to offer is a significant benefit for potential fleet partners.
- Combine fleet analysis, project planning, and concept development into the same process. If you are working with a partner and there’s a segment of the fleet they have an interest in electrifying but not the capacity to, there may be grant opportunities down the line that could fit. There are also decisions they can be making now to support future EV and PHEV deployment, like making facilities charger ready or building relationships with potential vendors.
- Many communities and companies have created sustainability plans or set emissions targets already. If they have, you can prepare your conversation around the idea that you’re able to offer them the tools to pursue goals they’ve already set for themselves.
Priority Area #7 – Facilitate EV Deployment in Fleets

When On-going
Where -Throughout Pennsylvania

Drive Electric Pennsylvania Helps Fleets Procure EVs

Major Partners: Delaware County, City of Pittsburgh, University of Pennsylvania

Purpose: DEPA has worked with multiple fleets across The Commonwealth to help with their transition to electric vehicles. DEPA provides the pathways and fleet analysis to help educate fleets to the advantages of EV’s

Narrative: The primary goal of the Drive Electric Pennsylvania Coalition is to help fleets from every area of business including municipal, private, public, utility, and higher education to begin the conversion to using electricity as a fueling source for their fleet of vehicles. Since the inception of this project and prior to beginning this project, our coalition has been working with fleets to attain this objective. Our workshops provide fleets with the necessary information to make informed decisions about the conversion to electricity. Collectively both Clean Cities Coalitions in Pennsylvania have helped over 30 fleets begin their foray into electric vehicles, from Class 1 to Class 8 and are working with fleets of various sizes and duty-cycles to find the proper electric vehicle for the job.

Early success has been achieved and on-going with many of our partners. The City of Pittsburgh began piloting the use of EV’s in 2018. Since that time the city now has over 80 EV’s in service and continues to purchase additional EV’s every year.

In 2019 we helped the County of Delaware begin the transition to EV’s within their fleet. Working with both County executives and the fleet manager for “DELCO” we provided the necessary support from site assessments to fleet utilization assessments. We also were an integral part of getting them some funding to help kick-start their EV program. Currently they have over 75 EV’s and 30 EVSE’s within their fleet and we are working toward 100 percent electrification of their 300 vehicles.

In 2020 from direct outreach of the Driving PA Forward program, we assisted the University of Pennsylvania with their conversion of the student transportation system, having over 45 vans shutsles and transit buses, we worked on helping them get their first 6 Electric transit vans. We are continually working to help convert the others in their own fleet. This partnership has opened other doors into EVSE charging on campus and helping us connect with other higher education learning schools throughout the Delaware Valley Region.

Outputs & Outcomes: The outputs to help us achieve our goals were to have direct contact and working relationships with the fleets themselves. Hosting workshops on the various types of EV’s available has assisted our work with these fleets. Notifying the fleets of funding streams to help offset initial investment is critical to begin conversion.
The Outcomes of this project were to have the fleets begin and continue to convert their vehicles to electric. These fleets always help with demonstrations and site visits or showcasing their vehicles for ride and drives, or any events hosted by EP-ACT, PRCC and DEPA.

**Best Practices & Lessons Learned:**

a) Reach out to the correct people in the business or organization, sometimes the fleet managers need to be directed towards EV’s in their fleets.

b) Utilize successful implementation project to your advantage. Have fleets present and showcase their success in EV’s. This can help other similar business types or institutions make the decision to try and convert some of their fleet of vehicles.

c) Working at the county level will offer additional opportunities to meet potential fleets that can convert to EV’s, especially municipalities.
Priority Area #7 - Facilitate EV Deployment in Fleets
When - 2021-present
Where - Utah, statewide

Beyond Zero Green Fleets

Major Partners: DOE VTO Clean Cities Program, AFDC, Utah fleet stakeholders including municipal & county governments, school districts, transit, and private commercial fleets.

Purpose: To support Utah fleets in implementing successful EV transitions and celebrate their successes

Narrative:
The Utah Clean Cities (UCC) Beyond Zero Green Fleets (BZGF) Program was established in 2020 to provide key stakeholders, public and private fleets, leading utilities, and school districts with the resources and encouragement needed to convert to zero-emission vehicle technologies, including electrification. By adopting alternative fuels and advanced vehicle technologies, partner fleets support reducing emissions and improving air quality in Utah, as well as bettering the health and wellness of communities. By focusing on heavy and medium-duty fleets (large trucks, transit buses, refuse haulers, shuttle buses, delivery trucks, school buses, and other large vehicles), BZGF supports the businesses, governments, municipalities, and private industries that can leverage the most substantial impacts by adopting alternative fuels and technologies. In the past 3 years, UCC has seen a significant uptick in EV adoption among Beyond Zero Green Fleets members, in line with substantial investments being made by the Federal government in support of electrified transportation, as promoted by UCC’s Drive Electric Utah initiative.

Beyond Zero Green Fleets is a part of Utah Clean Cities’ overarching stakeholder engagement with complimentary fleet consulting and collaboration opportunities for Green Fleet members participating at a Gold Membership level ($1,000/year) or above. In exchange for this commitment, members gain access to resources and support from Utah Clean Cities, including but not limited to:

- Coordination with public and private businesses and organizations to develop a supportive network of alternative fuels expertise.
- Support with establishing objectives to develop emission reduction goals.
- Connection to consulting opportunities for purchasing or modification of green fleet vehicles
- Access to a database of up-to-date resources including cost and benefit analysis tools, fuel calculators, relevant news and information, and fleet management support.
- Access to training seminars, workshops, outreach and education events, and campaigns.
- Access to meetings & data gathering efforts to support tracking and reporting emissions data.
• Up-to-date information on local, state, and federal incentives, legislation and regulation, electrification technologies, and infrastructure improvements.
• Recognition through UCC media branding and annual Green Fleet awards.
• Annual fleet case study and fleet impact analysis

Beyond Zero Green Fleets Awards

The annual Green Fleets Awards event is a vital component of the program and highlights the DOE VTO annual report metrics for use by fleet stakeholders, innovation with industry and academic research and deployment, and clean air advocacy. This program structure takes advantage of UCC’s “Advanced Vehicle and Fuels Awareness Month” campaign to bring statewide visibility and recognition to the efforts and accomplishments that BZGF members have made towards the adoption of electric fleets, infrastructure, and greenhouse gas reductions with zero emission electrification of fleets and workplace charging.
Outputs & Outcomes:
Just a few of UCC’s notable Beyond Zero Green Fleets with successful electric deployments in since 2020 include:

1. Salt Lake City School District: Deployment of eight electric school buses and installation of a solar charging canopy four Level-2 16.8 kW EV charging stations and two Level-3 100 kW EV charging stations, capable of charging a full-size bus within 2.5 hours. The school district realized an estimated reduction of 571 gallons of diesel consumption and 3.6 tons of GHG emissions from the buses alone in 2022. [Read the full story](#).

2. ACE Recycling: Deployment of Utah State’s first Class 8 electric refuse hauler, which realized an estimated reduction of 3,679 gallons of gasoline-equivalent consumption and a decrease of 43.4 tons of greenhouse gas emissions in 2022 alone. [Read ACE’s full success story](#).

3. Salt Lake City Municipal Government: As of 2022, the City’s fleet includes 61 electric vehicles which realized an estimated annual reduction of 8,812 gallons of gasoline and 499.7 tons of GHG emissions. [Read the full story](#).

4. Salt Lake County Environmental Health Department: Deployment of ten all-electric Chevy Bolts eight Level II chargers and two rapid DC chargers available for both public and county fleet use. The health department fleet saw an annual reduction of 2,398 gallons of gasoline and 19.3 tons of CO2 emissions from the eight vehicles. [Read the full story](#).

Best Practices and Lessons Learned: Nurturing Fleets for Success
In the ever-evolving landscape of sustainability and electrification, DEUT aims to guide partners in fostering green fleets with a personal touch. Here are some essential practices for success.
1. **Be Present**: To build strong relationships, program success requires that coalitions must engage early and often with fleet managers and decision-makers. Attend their meetings and invest your time and attention. Our commitment reflects our expectation to earn yours. Remember, trust is the bedrock of our partnership.

2. **Celebrate Accomplishments**: Acknowledgment goes a long way in sustaining motivation and progress. At UCC, we’ve established the annual Beyond Zero Green Fleet Awards to honor and appreciate the tireless efforts fleets put forth in their electrification journey. Recognizing achievements not only boosts morale but also sets a benchmark for excellence.

3. **Dedicated Staff**: Transitioning to green fleets isn’t a simple task. It involves intricate technical and operational challenges. Providing the expertise of an industry technical expert solely devoted to supporting Green Fleets ensures that every hurdle becomes an opportunity for growth.
Driving Fleet EV Conversations and Adoption in Wisconsin

**Major Partners:** Dairyland Power Cooperative, Masters Gallery Foods, Northeast Wisconsin Technical College (NWTC), Shea Electric, Faith Technologies, and Somerset Police Department

**Purpose:** Drive Electric Wisconsin (DEWI) has engaged fleets statewide as part of the DRIVE Electric USA (DEUSA) project and its Priority Area #7 fleet engagement work to provide education on available vehicle options, infrastructure, and funding opportunities, as well as connected fleets to resources. DEWI also highlights fleet operators as they actively deploy vehicles and shares their success stories and best practices across the initiative’s communication channels.

**Narrative:** Over the course of the DEUSA project, DEWI engaged many fleets, and below are some of our success stories from the project. Dairyland Power Cooperative is an upper Midwest generation and transmission cooperative based in La Crosse, WI that serves 700,000 people across 44,500 square miles and four states. Their fleet includes 2011 and 2014 Ford C-Max PHEVs, a 2014 Chevrolet Volt, a 2021 Nissan Leaf, and a 2022 Ford e-Transit Cargo Van. Dairyland encourages active public engagement and sponsors and attends community Ride & Drive events.

Masters Gallery Foods is a family-owned company founded in 1974 and provides a full line of cheese and cheese-related products to grocery chains, wholesalers, restaurants, and distributors. In 2022 they acquired the first electric class 8 truck in Wisconsin, an Orange EV Terminal Truck. Masters also has a Green Team and works on a wide variety of sustainability initiatives (see their website).

NWTC is a two-year public college based in Green Bay. In 2020, the school chartered the Environmental Climate Stewardship Committee, and have made tremendous progress in adopting electric vehicle charging infrastructure. They have a Ford F-150 Lightning for campus security use. The truck is saving the college hundreds of dollars compared to the vehicle that the truck replaced.

Shea Electric has a Ford Lightning and two EV chargers located at the business. They are actively working with municipalities to expand EVSE infrastructure. Shea has also hosted educational events about EV and EVSE in the past.
Faith Technologies is an electrical planning, engineering, design, and installation firm based out of Menasha, WI. They initially deployed ten F-150 Lightning trucks, two E-Transit vans, and one Mustang Mach E in their fleet, and have more recently placed an order for ten additional EVs!

The Somerset Police Department, located in the far northwestern part of the state, has deployed a Tesla Model Y EV, and has calculated that they will save over $80,000 in savings during a 10-year operational period versus the Ford Explorer Hybrids that the Tesla replaced. This vehicle is shared among officers so that all officers have an opportunity to experience.
### Outputs & Outcomes

#### Outputs:

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<th>Company</th>
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| Dairyland Power Cooperative      | - In 2020, Dairyland formed [Charge EV, LLC](#), a national EV charging network powered by numerous electric cooperatives.  
- Member coops combined have 30 EVs (with more on order). | ![Dairyland Power Cooperative](image)                                                                                                                                                                      |
| Masters Gallery Foods            | - In 2022, acquired [Orange EV Terminal Truck](#) (the first class 8 truck in WI).  
- Reducing CO2 emissions by over 750 tons over the life of the vehicle.                                                                                                                                   | ![Masters Gallery Foods](image)                                                                                                                                                                           |
| Northeast Wisconsin Technical College (NWTC) | - Grew charging infrastructure from 1 to over 12 level 2 charging connectors on campus.  
- Acquired Ford F-150 Lightning for campus security use.  
- The new truck saves $700/month over the previous GMC Canyon | ![Northeast Wisconsin Technical College (NWTC)](image)                                                                                                                                                      |

#### Outcomes:

Of the main outcomes is the reduction in criteria pollutant emissions from switching from internal combustion engines to EVs, which is improving local air quality, making it healthier for workers, customers, students, and visitors to these entities and businesses. The greenhouse gas reductions are another big outcome that is helping drive down those transportation-based emissions. Another outcome is exposing the public to EVs which increases knowledge of EVs and may spark interest in learning more about them and acquiring them to further push EV adoption in their communities.
Best Practices & Lessons Learned:

a. People are excited to learn about EVs and experience how they operate; the first people to enjoy the new experience are the company drivers themselves!

b. Operators were pleased with the reduced noise, vibration, and emissions.

c. Fleet analysis is critical in identifying the best applications and deployment locations ensuring early use success.

d. The economics of long-term fuel and maintenance savings are critical to convincing new adopters.

e. Sustainability initiatives are a key driver in fleets taking initial effort to consider EVs.