



Zero Emission Vehicle Adoption: Massachusetts Policy and Program Approaches

Zachary Jenkins Massachusetts Clean Cities Program Director November 22, 2024

Statewide Targets for Electrification

- Massachusetts has committed to achieving a Net Zero Emissions economy by 2050, and adopted a statewide GHG emissions limit and sector-specific sub-limits
- The 2050 Clean Energy & Climate Plan (CECP) highlights a broad suite of specific goals, strategies, policies, and actions by sector
- Two of the CECP's key benchmarks:



 MA is orienting applicable policy and programmatic decisions around the CECP sub-limit for transportation

Electric Vehicles

1

Battery Electric Vehicle (BEV)

 Draws propulsion energy <u>solely</u> from on-board electrical energy storage, charged from an external source of electricity

Fuel Cell Electric Vehicle (FCEV)

 Energy stored as hydrogen is converted to electricity by a fuel cell 2

Plug-in Hybrid EV (PHEV)

- Internal combustion engine
- + On-board electrical energy storage that can be recharged from an external source of electricity

3

Hybrid Electric Vehicle (HEV)

- Internal combustion engine
- + Small electric motor that uses energy stored in a battery to support a small portion of vehicle operations

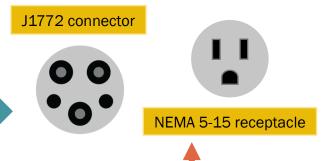
Some of the BEVs available on VEH110



EV Charging

Level 1 Charging

- 110-volt outlet (household plug)
- Approximately 3-5 miles of range per hour of charging

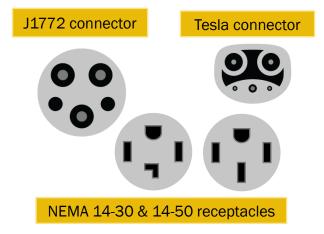




Most new EVs come with a mobile NEMA charging cord you can keep in the vehicle

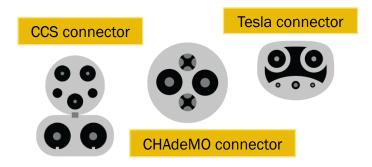
Level 2 Charging

- 240-volt outlet or charging station
- Approximately 20-25 miles of range per hour of charging



DC Fast Charging (DCFC)

- 208/480 three-phase input at station
- Approximately 100-200+ miles of range per 30 minutes of charging*



*Charging power varies by vehicle and battery state of charge; batteries should not be charged predominantly by DCFC





- The Massachusetts Clean Cities Coalition (MACCC) is part of a nationwide partnership with the U.S Department of Energy Clean Cities Program and is housed in the MA Department of Energy Resources.
- The coalitions mission is to advance the Commonwealth's environment, energy security, and economic prosperity through collaboration with communities by building partnerships with public and private stakeholders.
- The coalition assists public and private stakeholders in their efforts to adopt alternative fuel vehicles through incentive/rebate assistance, disseminating educational information, and event facilitation/participation.

State EV Programs

Pickup Truck and Class 2b-8 MOR-EV Rebates

MOR-EV Trucks (link) and Medium/Heavy-Duty Rebates (link)

- Post-purchase rebate for BEVs and FCEVs for individuals, corporations, and public entities
- Rebate amounts vary by vehicle weight:
 - Pickup trucks and Class 2b = \$7,500
 - Class 3 = \$15,000
 - Class 4-6 = \$30,000-\$60,000
 - Class 7-8 = \$75,000-\$90,000
- 10% rebate adder for vehicles operating in Environmental Justice Communities
- Can reserve a rebate for up to 12 months for heavier-duty vehicles upon placing a purchase order and apply for funding upon taking delivery

Light-Duty MassEVIP Fleets Rebates

MassEVIP Fleets (link)

- Rolling grant for municipalities, state agencies, and public higher education campuses; up to 25 vehicles per entity
- PHEVs and BEVs with a purchase price \$60,000 or less and gross vehicle weight of 10,000 pounds or less
- Maximum incentives for public fleet vehicle purchases and leases:
 - BEVs = \$5,000-\$7,500 PHEVs = \$3,000-\$5,000
- Funding approval letter must be received prior to vehicle order
- If the applicant uses VEH110, MassDEP will pay the vendor on statewide contract directly after receiving the documentation
- MassEVIP Fleets grants cannot be combined with funds obtained through the MOR-EV or Green Communities programs for a single vehicle
- Applicant must commit to providing internal or external funds to cover remaining vehicle costs and upkeep for 3
 years, and agree to help promote EVs





- Grant amounts vary by technology and whether a vehicle is purchased or leased
- Higher maximum grant funding for communities that meet special eligibility requirements

Prescriptive Measure*	Maximum Grant Amount	Maximum Grant Amount for Specially Eligible Communities
Light-duty fleet HEVs and PHEVs	\$3,000 - \$5,000	\$6,000 - \$10,000
Light-duty fleet BEVs	\$5,000 - \$7,5000	\$10,000 - \$15,000
Medium-/Heavy-duty fleet BEVs**	\$10,000 - \$15,000	\$20,000 - \$30,000

^{*}Prescriptive grants are subject to change; sign up for the Green Communities newsletter for the latest updates

^{**}MD/HD rebates are only available for communities in certain Environmental Justice Communities

State EVSE Infrastructure Programs

MassEVIP Charging Incentives

Public Access (link)

- Up to 100% of eligible costs at government-owned locations
- Site must allow practical public access at least 12 hours a day, 7 days per week
- Hardwired Level 1 or Level 2 charging
- ADA accessible design requirements

Workplace / Fleet (<u>link</u>)

- Up to 60% of eligible costs
- At least 15 employees on site (workplace) or where fleet vehicles are garaged
- Hardwired Level 1 or Level 2 charging
- ADA accessible design requirements for workplace charging
- Must get a fleet vehicle within 6 months (extensions may be requested)

Multi-Unit Dwellings (link)

- Up to 60% of eligible costs
- MUDs with 5+ units or campuses with at least 15 students onsite; site must have equal access
- Hardwired Level 1 or Level 2 charging
- ADA accessible design requirements





Prescriptive Measure*	Maximum Grant Amount
Public access or fleet EV charging	\$7,500 per charging station

IRS Federal EV/EVSE Tax Credits

Commercial MD/HD Vehicles

- Instituted by the Inflation Reduction Act.
- Capped at \$7,500 for vehicles weighing less than 14k lbs.
- Capped at \$40,000 for vehicles weighing more than 14k lbs.
- Available to tax exempt entities via Direct Pay (municipalities and nonprofits).
- Full information on the commercial credit can be found here.

Federal Tax Credit for EV Charging

- For Individual consumers: 30% of cost, not to exceed \$1,000
- For Commercial Entities (including Municipalities and tax-exempt organizations):
 - 30% of the cost or 6% in the case of property subject to depreciation.
 - Cannot exceed \$100,000
 - Projects that meet the prevailing wage and apprenticeship requirements may be eligible to receive the full 30% tax credit, regardless of depreciation status.
- In all cases, the charger location must be in rural or low-income areas to qualify.
 - Link to check: Refueling Infrastructure Tax Credit

Program Websites & Contact Information

- Massachusetts Clean Cities
- Green Communities
- MOR-EV
- MOR-EV Pickup Trucks/Class 2b
- MOR-EV Class 3-8
- MassEVIP Fleets
- MassEVIP Charging: Public Access
- MassEVIP Charging: Workplace and Fleet
- MassEVIP Charging: MUDs and Educational Campuses
- MassCEC ACT School Bus Programs
- IRS Federal Tax Credits

DOER Staff Contacts

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Electrifying Municipal Fleets in Municipal Light Plant (MLP) Communities

Prepared for:
Green Communities Summit
Devens, MA

22 November 2024



Who We Are

Energy New England is a light plant cooperative & the largest energy trading organization serving municipal utilities in the Northeast.

Our Ownership

Braintree Electric Light Department

Concord Municipal Light Plant Hingham Municipal Lighting Plant

Reading Municipal Light Department

Taunton Municipal Light Plant

Wellesley Municipal Light Plant



Our Services





Services





Advocacy



ENE Supports EV Programs

Utility Services

- Utility Program Management
- Incentive Design
- Event Management
- Education & Support
- EV Help Desk
- EV Ambassadors
- Marketing

Advisory Services

- Dealer Engagement
- Workplace EV Education
- Fleet Electrification
- Charging Infrastructure







Background: Electric Utilities in MA

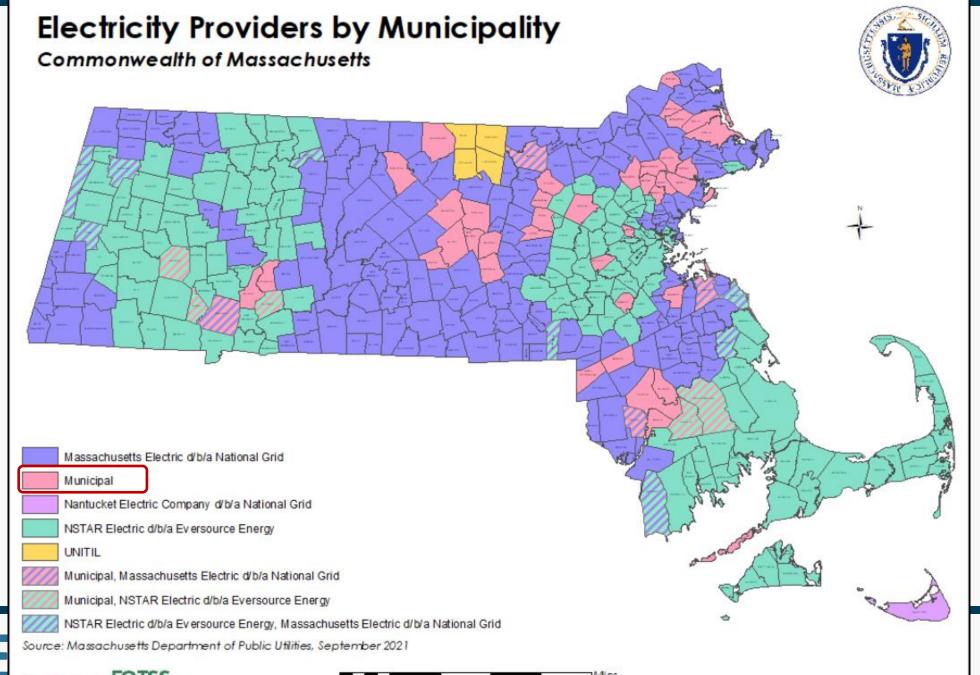
Investor-Owned Utilities (IOUs)

- Eversource Energy
- National Grid
- Unitil
- Collectively serve ~300 communities

Municipal Light Plants (MLPs)

- 41 Municipal Light Plants
- Serves all or part of 53 communities
- Benefits:
 - Local Control
 - Elected Board
 - Reliable Service
 - Low Rates
 - ~\$0.14/kWh to ~\$0.28/kWh









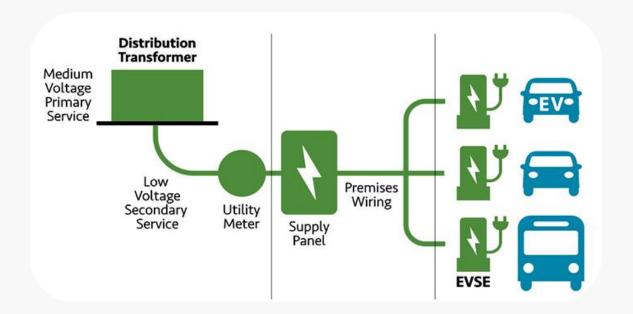
Similarities in Fleet Strategies

- Some components are similar for communities in IOU or MLP territories
 - Selecting vehicles
 - Selecting charging equipment and providers
 - Partnerships with contractors
 - Applying for MassEVIP funding
 - Applying for MOR-EV funding



MLP Infrastructure Funding

- In keeping with their goals for Low Costs, many MLPs do not collect funds for EE and EV programs
- There may be less funding or none available for EV infrastructure





Cost Considerations

Infrastructure Design

- To help minimize the potential cost burden, collaboration should be sought after early in project stages
- MLPs can help advise on charging solutions that minimize infrastructure costs

Long Term Cost Savings

- EV Charging in MLP territories benefit from long term operational and maintenance savings
 - Use <u>DOE 'eGallon" calculation</u> methodology to estimate savings
 - Use <u>Choose EV Tool</u>



Long Term Savings







Challenges & Areas of Opportunity

- Medium- and Heavy-Duty
 Vehicles provide challenges
 for both today and the future
 - The load profiles for these vehicles can greatly impact smaller utilities
 - MLPs want to grow load, but this type of load has low utilization and high peaks which needs to be managed more carefully

 Off Peak Charging helps reduce strain on the grid and helps reduce need for greater infrastructure costs

 Battery Storage with Electric School Buses can be used collaboratively between municipality and MLP in V2G and resiliency applications



Where MLPs Shine

Smaller Teams and Local

- MLPs are substantially smaller entities
- Offices are in town & you can talk in-person to staff...they might be people you know!
- Understand the community

Faster Queues

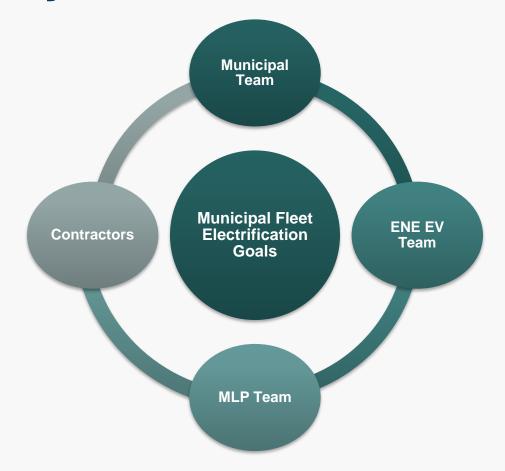
- MLPs have a much smaller queue of projects
- Can get to new opportunities sooner

Coordination & Collaboration

- Access to support from Joint
 Action Agencies, like ENE
- Helps close gaps in technical expertise



Early & Often Communication



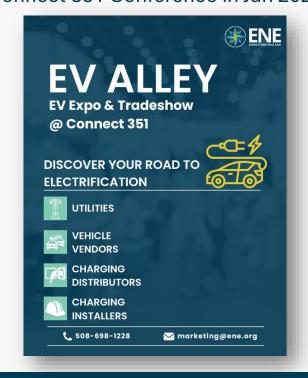
Collaboration & Success



Key Takeaways

- Collaboration Early & Often
- Look to long term savings over short term costs
- MLPs have the flexibility to implement creative solutions and pilot opportunities
- Talk to ENE, we can get the right people on board to get projects done

Continue learning at **EV Alley**Massachusetts Municipal Association (MMA)
Connect 351 Conference in Jan 2025





Contact



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Website: www.ene.org





Vision for Clean Transportation Programs

A future in MA where clean transportation is universal and the environmental and public health benefits are shared by all our customers and communities.

Our Guiding Principles

- Our programs support a cleaner environment and reduce GHG emissions
- Our customers and communities have equitable and affordable access to clean transportation choices
- Smart integration allows for grid optimization, customer savings, and enables a clean energy future

Alignment

- Align our work with state policies and commitments, ensuring we provide the necessary support to reach the state's ZEV goals, CECP targets, and a net-zero future by 2050.
- Expand our stakeholder partnerships to leverage existing and future efforts

Transportation is the single biggest source of GHG emissions in MA and a leading cause of air pollution.

Fleet Offerings

Fleet EV Charging Program:





- Supports fleet electrification by providing utility and customer-side EV infrastructure rebates for private and publicly owned fleets
- Tiered charger rebates for eligible public fleets

EV Off-Peak Charging Program:

\$0.03-\$0.05 per kWh rebate



- Allows up to 1,000 fleet vehicles to earn rebates when they charge EV during off-peak times
- \$0.03/kWh in the winter / \$0.05/kWh in the summer

Fleet Advisory Services:



275 studies

 No-cost, expert analysis to help 275 publicly-owned fleet customers in electrifying their fleet vehicles

Demand Charge Alternative:

\$0demand charge
in 1st year

Load Factor Threshold	Enrollment Years	Demand Charge Discount
None	1	100%
LF <= 5%	2 to 9	100%
5% < LF <= 10%	2 to 9	75%
10% < LF <= 15%	2 to 9	50%
LF > 15%	2 to 9	0%

 $Load\ Factor = \frac{Bitted\ Energy\ in\ kWn}{Billed\ Demand\ in\ kW\ *\ Hours\ in\ Billing\ Period}$

- 100% discount on demand charges in 1st year of operation
- Up to 100% discount for years 2-9, for load factors (i.e. EVSE utilization) below 15%

National Grid

Working With Your Utility – Best Practices

Utility Best Practices - Engage with utility partners early and often

- Utility Programs and Incentives understand what <u>programs</u> you can leverage and the corresponding timelines, eligibility criteria, and application processes
- Project Planning review site capacity via the <u>System Data Portal</u> and use the "Step 0" capacity assessment
- New Service Request become familiar with the utility <u>service request</u> process

National Grid 35

CAMBRIDGE CLEAN FLEET

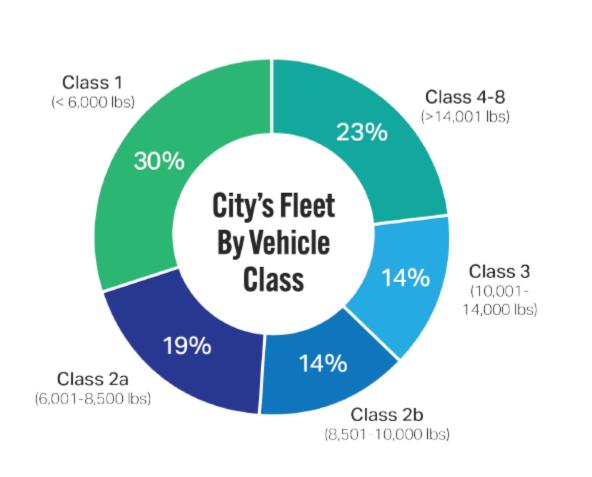


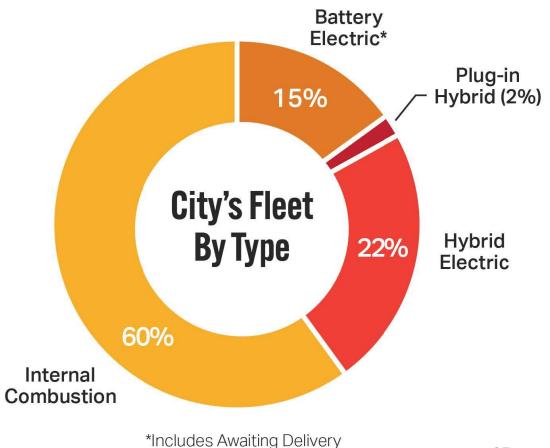




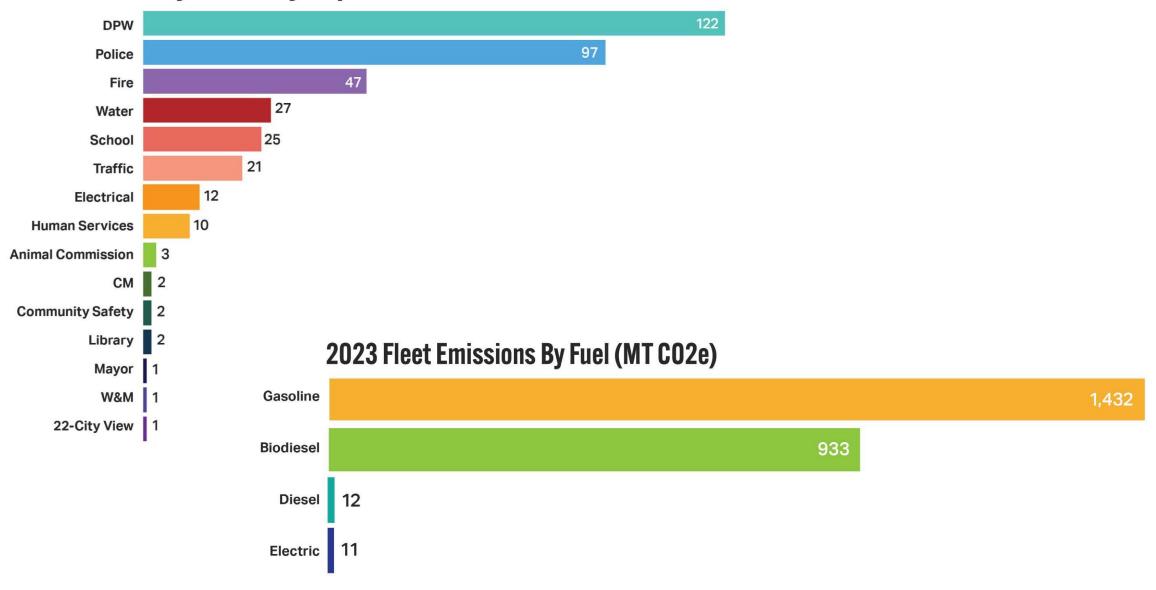
Irina Sidorenko, Project Manager for Energy & Sustainability
Cambridge DPW

City's Fleet Composition: 373 Vehicles





City's Fleet By Departments



CITY OF CAMBRIDGE — HISTORY OF GREEN FLEET POLICY

- **2006** City Manager convenes Green Fleet Committee to increase fuel efficiency of municipal vehicles; starts Green Fleet acquisition procedure
- **2010** Green Fleet Policy adopted as part of an application for Green Community designation by DOER
- **2023** Issued a New Clean Fleet Policy on February 21, 2023

GREEN FLEET (2010)



CLEAN FLEET (2023)

Guiding Principles of Clean Fleet Policy

Support transition to fossil-fuel-free and net zero emissions in municipal operations:

- Contribute to reducing climate change
- Reduce air pollutants that contribute to asthma, respiratory disease and other negative health impacts, particularly in children, the elderly and other vulnerable populations.
- Pathway with specific targets to get to Net Zero emissions from City Fleet

KEY CLEAN FLEET POLICY ELEMENTS

I. POLICY



ACQUISITION GUIDELINES



TARGETS



CLEAN FLEET COMMITTEE



MANAGEMENT & BEHAVIORAL STRATEGIES

II. IMPLEMENTATION PLAN



INFRASTRUCTURE PLANS



DEPARTMENTAL IMPLEMENTATION PLANS



TARGETS

GHG Reduction Targets

2008: Baseline

2025: 25% reduction

2030: 55%

2040: 75%

2050: 100%

Vehicle Category Ownership Targets

- 75% zero emission Light Duty vehicles by June 30, 2030, with a Stretch target of 100%
- 100% zero emission Marked Police Cruisers by June 30, 2035
- 100% zero emission Solid Waste Collection vehicles by June 30, 2035

Electric Vehicle Charging Infrastructure Targets:

30 in 2025

90 in 2030

150 in 2040

180 in 2050



GVWR 66,000 lbs



GVWR 33,000 lbs



GVWR 19,500 lbs



GVWR 19,500 lbs

EV FIRST FOR ALL VEHICLE CLASSES

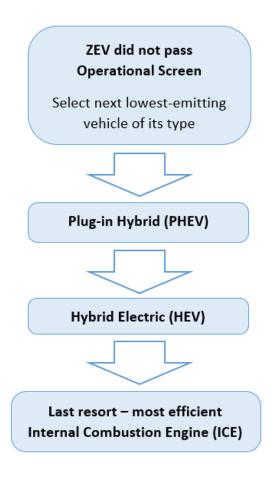
- Clean Fleet Policy
 accounts for
 technological
 advances in all vehicle
 classes,
- And explicitly lays out operational requirements



ACQUISITION GUIDELINES: ZERO EMISSIONS VEHICLE FIRST

OPERATIONAL SCREEN (ALL VEHICLES)

- Does it meet operational and functional needs?
- Commercially available?
- Regional maintenance and repair?
- Charging/fueling requirement allow to function effectively?
- Charging infrastructure?



DECISION FRAMEWORK

If the costs are more than 50%
higher** than the next lowest
emitting model, the department
shall not be required to select
the ZEV model (EVSE not part of
the cost).

**Adapted from NYC policy

The City may choose to acquire ZEV regardless of incremental price

View Clean Fleet Policy <u>here</u>

View
Clean Fleet
Annual Report
here





FLEET CHARGING

- Current: 56 fleet ports
- 15 additional ports are in construction or planned during FY25 to support fleet EV expansion at various City Departments









Types of EVSE



Autel, EnelX, Chargepoint



ABB, Chargepoint, Freewire

EVSE Maintenance

Maintenance Contract

Since 2016 using VEH102

FY25 contract value - \$85K

- Network fees
- Quarterly PMs
- Labor \$ allowance (\$4,000)
- Material \$ allowance (\$40,000)

Est annual cost per dual port						
\$	730	Network fees (\$365/port)				
\$	115	10% processing fee				
\$	900	PM contract per station				
\$	1,745	Total				

Electricity costs are within operating energy budget. Existing EVSE fee/pricing structure partially covers utility costs

GRANTS AND FUNDING SOURCES

Over \$2.7 M in funding since 2017

	2017	2018	2020	2021	2022	2023	2024
Green Communities Grant	\$ 71,560	\$ 218,950					
Diesel Emissions Reduction Act (DERA)					\$ 305,625		
VW Open Solicitation			\$ 500,000				\$ 416,991
MassEVIP			\$ 25,000		\$ 10,000	\$ 5,000	\$ 22,500
MorEV Trucks						\$ 222,500	\$ 49,500
Earmark Hazmat Grant					\$ 205,000		\$ 725,678

ENTERPRISE LEASE

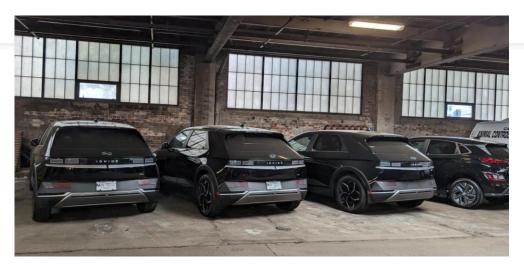


In 2023, the City entered into a 5-year agreement with Enterprise Fleet Management (Sourcewell contract)

Since then, the City leased 43 vehicles:

- 32 BEVs (Hyundai IONIQ 5 & Kona, Ford Mach E, E-Transit & F-150 Lightning, Nissan Leaf, Chevy Blazer)
- 2 PHEVs (Rav 4 Prime, Mazda CX-90)
- 9 HEVs (Ford Maverick)

Leasing allows the City to replace more vehicles in a year and, by shortening the replacement cycle to a 5-year schedule, helps to reduce maintenance and repair costs.





THANK YOU!

Irina Sidorenko, Project Manager for Energy & Sustainability isidorenko@cambridgema.gov

Town of Acton: Towards a More Efficient Fleet

November 22, 2024



Andrea Becerra, Sustainability Director

From leasing → buying



Hybrid vs. Internal Combustion Vehicle

1 Hybrid

13 Hybrids

Gallons saved:

1,252

Total gallons saved:

16,272

Fuel cost saved:*

\$4,318

Total fuel cost saved:

\$56,139

CO2 emissions saved:

11.1 MTCO2e

Total CO2 emissions saved:

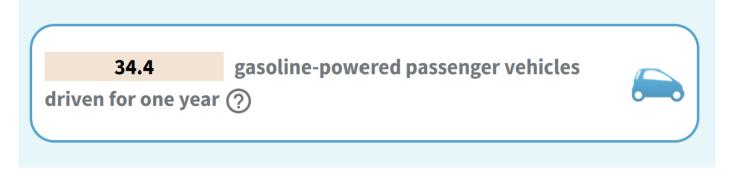
145 MTCO2e



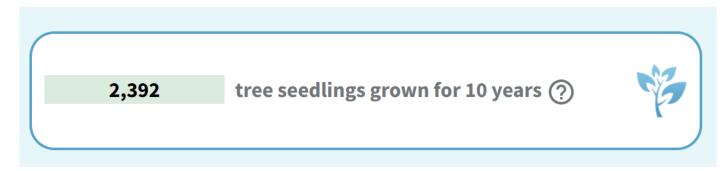
^{*}assumes average gas cost of gasoline from past year in MA (Nov. 2023-Oct. 2024)

16,272 gallons saved is...

Equivalent to greenhouse gas emissions from:



Or, carbon sequestered by:



Source: EPA GHG equivalency calculator

EV Cruisers





Annual Operating Cost

Mustang Mache-E

Efficiency

- 0.401 kWh/mile
- Electricity cost at PSF: \$0.1019/kWh
- "Fuel" cost of 8,000 miles driven annually: \$327 (0.401 kWh/mi x 8,000mi x \$0.1019)

Annual Maintenance

\$420

Total cost per mile driven:

\$0.09 / mile

Total annual operating cost:

\$720.00

Total emissions:

3,208 kWh used for 8,000 miles: 1.1 MTCO2e (assumes current MA Electricity Grid)

Internal Combustion

Fuel Economy

- 17 mpg
- Gasoline cost: \$2.78/gal (3yr average)
- Fuel cost of 8,000 miles driven annually: \$1,308
 (8,000mi / 17mpg x \$2.78/gal)

Annual Maintenance

\$641

Total cost per mile drive:

\$0.24 / mile

Total annual operating cost:

\$1,920.00

Total emissions:

471 gallons used for 8,000 miles: 4.1 MTCO2e

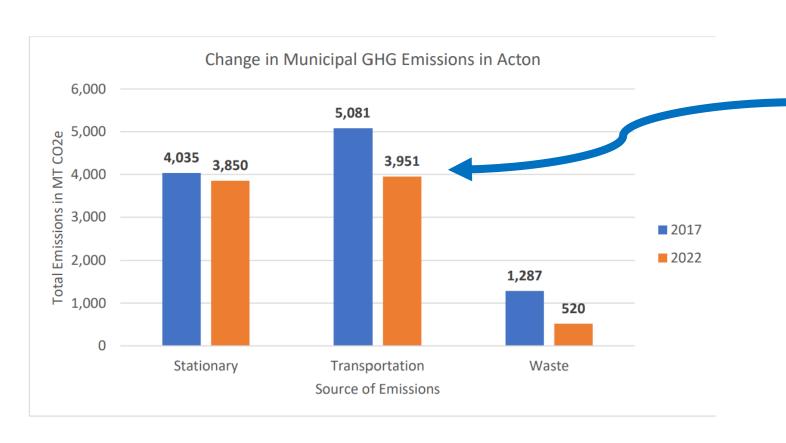


The #MustangMachE just became the first all-electric vehicle to pass the rigorous vehicle evaluation tests by the Michigan State Police. Another real-world application for EVs to help law enforcement agencies reduce their fuel usage and CO2 emissions, plus it's freaking FAST.



7:58 AM · Sep 24, 2021 · Twitter Web App

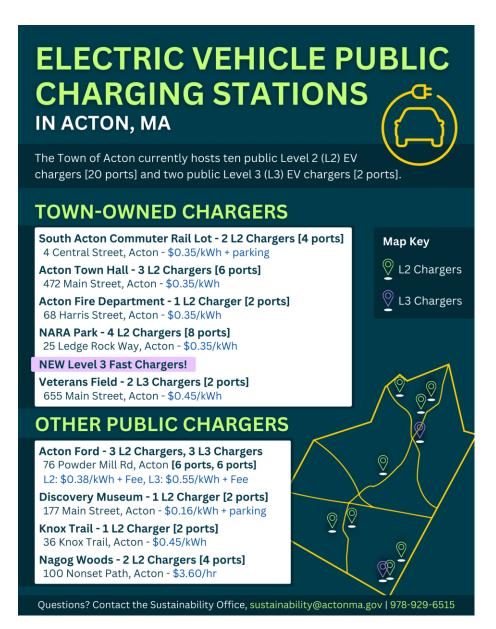
Impact in 5 years

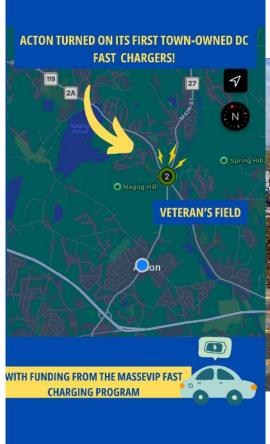


22% DROP IN EMISSIONS IN TRANSPORTATION

Figure 8: Comparison of Municipal GHG Emissions from 2017 to 2022

EV Infrastructure





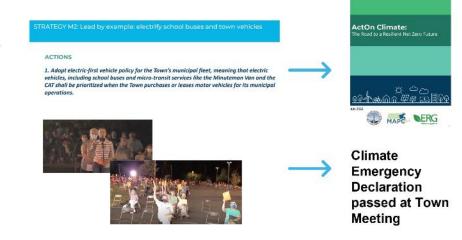


Zero-Emission Vehicle First Policy



Town of Acton Zero-Emission Vehicle First Policy

Town of Acton							
ZERO EMISSION FIRST VEHICLE POLICY							
Effective Date	1/22/2024						
Select Board Approval Date	1/22/2024						



1) DEFINITIONS

- a) Acquisition In the context of this vehicles (whether used or new) by a or to expand a fleet.
- Alternative fuel vehicles (AFVs) Do at least one alternative fuel (such a emissions.
- Battery electric vehicle (BEV) An board electrical energy storage develectricity.
- d) Electric vehicle supply equipmer component assembly or cluster of within electric vehicles by permitti device in an electric vehicle.
- Exempt vehicles Vehicles that are include off-road vehicles, motorcyc weight rating (GVWR) of more than some public works vehicles.
- Fleet vehicles In the context of thi operated by the Town of Acton.

Grants & Incentives

- Green Communities: \$15,000 for purchase; \$10,000 for lease
- MassEVIP: \$7,500 for purchase; \$5,000 for lease
- Inflation Reduction Act: \$7,500 for the purchase of certain EVs



Climate Leader Community Certification

Municipalities seeking Climate Leader Community certification must meet the following criteria:

- Be a Green Community in good standing
- Have a local body that advises the municipality on clean energy/climate initiatives, such as a sustainability committee, energy committee, or similar
- Commit to eliminate on-site fossil fuel use in municipal buildings and operations by 2050 through a resolution, climate action plan, or CMO affirmation
- Create a municipal decarbonization roadmap
- Adopt a zero-emission-vehicle-first policy
- Adopt the specialized opt-in building code