



*Electrify America & Town of Vienna
Council Work Session*

February 8, 2021





Agenda

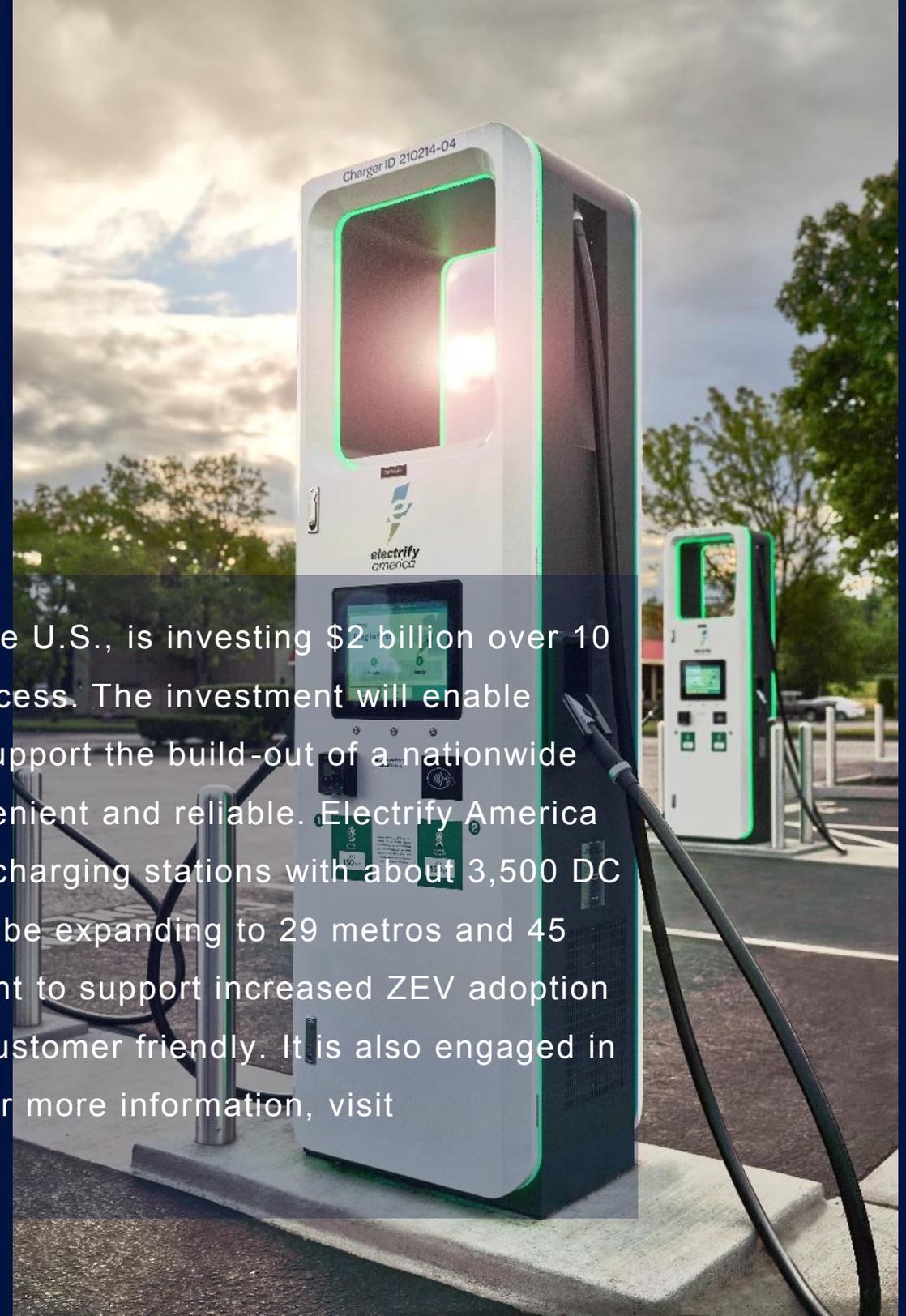
- Electrify America Background
- Previous work in the Town of Vienna
- Ultra-Fast DCFC Opportunity in the Town of Vienna
- Next Steps + Q&A

Introducing



Electrify America LLC, the largest open DC fast charging network in the U.S., is investing \$2 billion over 10 years in Zero Emission Vehicle (ZEV) infrastructure, education and access. The investment will enable millions of Americans to discover the benefits of electric driving and support the build-out of a nationwide network of workplace, community and highway chargers that are convenient and reliable. Electrify America expects to install or have under development approximately 800 total charging stations with about 3,500 DC fast chargers by December 2021. During this period, the company will be expanding to 29 metros and 45 states, including two cross-country routes, delivering on its commitment to support increased ZEV adoption with a network that is comprehensive, technologically advanced and customer friendly. It is also engaged in marketing efforts to raise consumer awareness of electric vehicles. For more information, visit

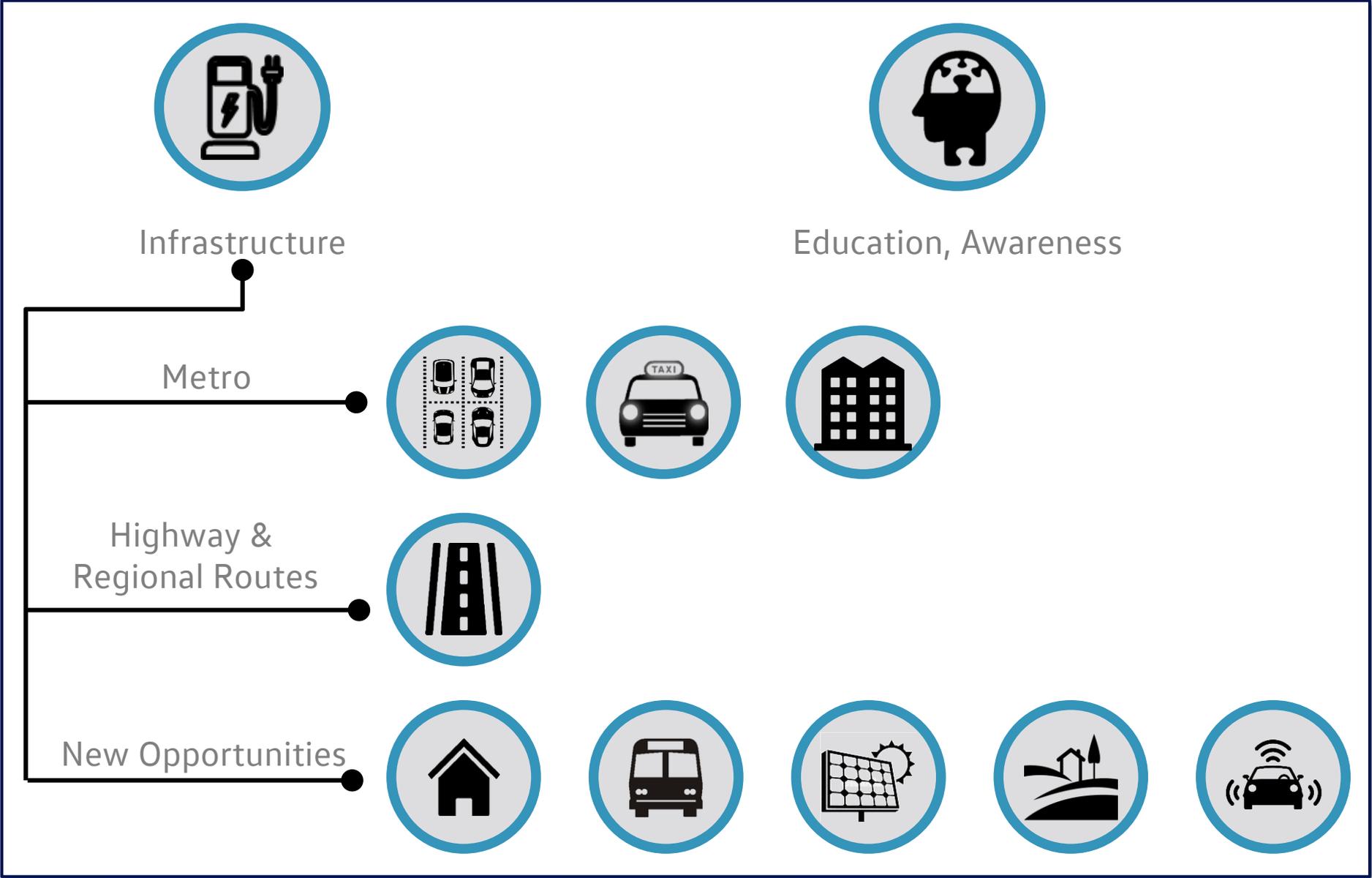
www.electrifyamerica.com.



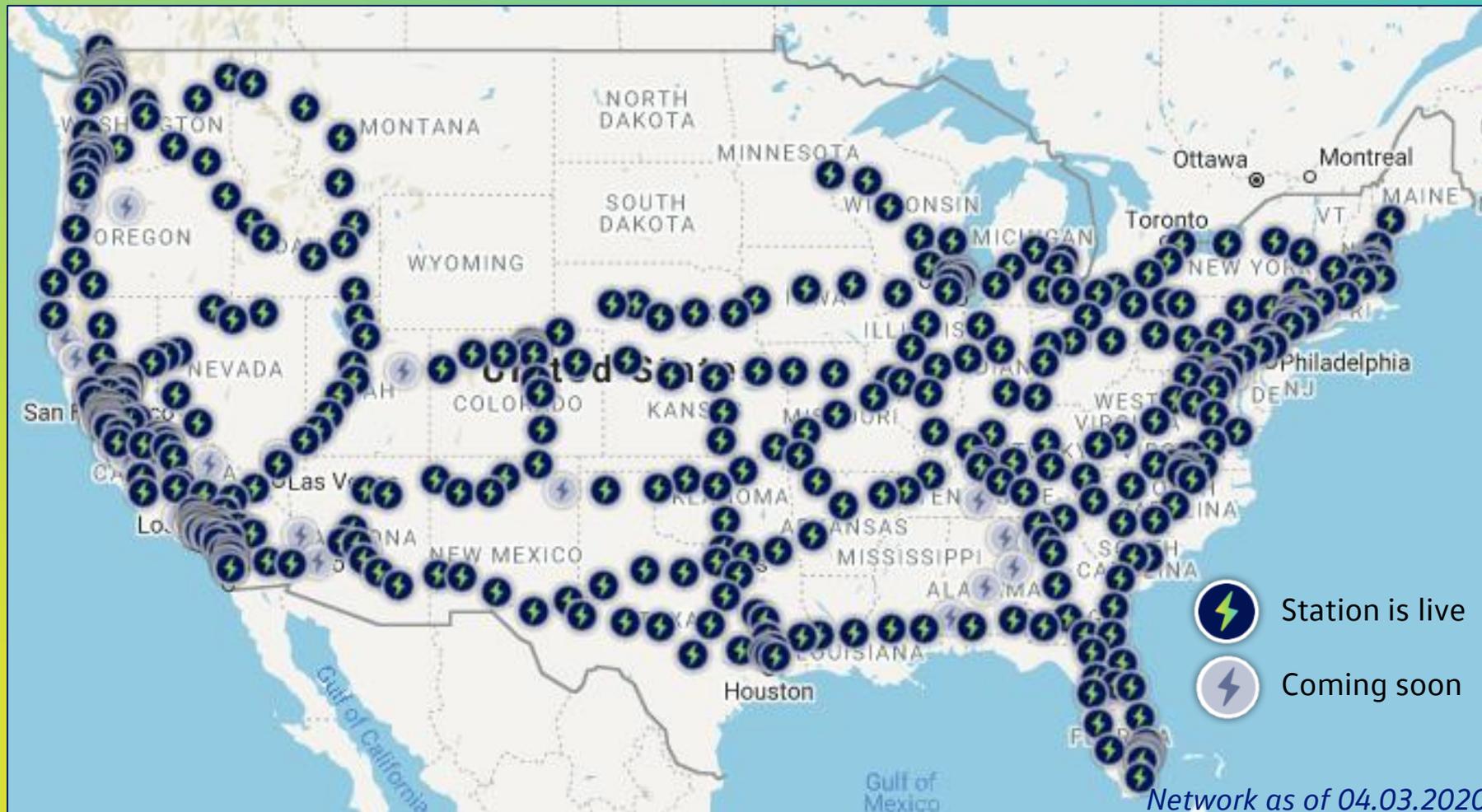
Electrify America will invest \$2B in EV infrastructure over a ten year period (2017-2026); the largest EV infrastructure investment in history

Four 30-Month Cycles

- Cycle 1**
Jan 2017 – Jun 2019
- Cycle 2**
Jul 2019 – Dec 2021
- Cycle 3**
Jan 2022 – Jun 2024
- Cycle 4**
Jun 2024 – Dec 2026



The Electrify America Network is premium, vast, and powerful, providing ubiquitous charging



The majority of "Coming Soon" stations are under construction or construction complete and awaiting utility connection.

Electrify America has over 2,000 chargers at 550+ stations as of January, 2021, with plans to complete ~800 stations by the end of 2021.

2021
45 states + DC
29 large metros
800 Stations
3,500+ DC Fast Chargers

Station spacing:

- Average: 70 miles
- Maximum: 120 miles

Chargers per site:

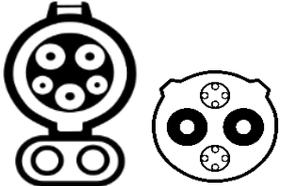
- Average: 5
- Minimum: 3-4
- Maximum: 10

Charging speed

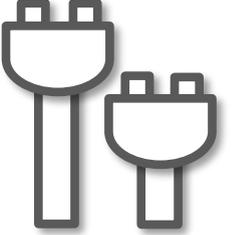
- 3 to 20 miles per minute

Electrify America's Ultrafast charging is unique, providing customers the fastest consistent and convenient experience.




CCS CHAdeMO

Non-proprietary chargers at all stations



First US EV Charging Company to use liquid-cooled cables



*Assumes 3.5Miles per kWh

Electrify America will offer the most advanced charging technology available, while continuing to upgrade sites as technology improves

	L2	Current DC	Tesla Supercharger	Electrify America DC	Future DC
					
Connectors	J1772	CCS, CHAdeMO	Tesla	CCS, CHAdeMO	CCS
kW	3.3-9.6 kW	50 kW	120 kW ²	150 – 350 kW	500kW
Est. charge time ¹	~8-10 hours	~1 hour	~25-40 minutes	~15-30 minutes	<10 minutes ³
Availability	Current			Future	

1. For 200 mile BEV 2. Higher charging only available on Tesla Model 3 3. For high voltage battery systems

The Electrify America app provides easy access to the Electrify America Network with dedicated plans for EV charging & a uniform experience across mobile and charger HMI

The collage displays six mobile app screens:

- Subscribe:** A welcome screen for user 'Pooja' with a 'Continue' button.
- Locate:** A map interface showing the location of a charging station, 'Center of Excellence Even'.
- Check Availability:** A screen showing details for the 'Center of Excellence Even' station, including address, charger types (CCS, CHAdeMO-CCS), and a list of available chargers.
- Initiate/End Charging:** A screen for 'Charger ID 700002-04' showing charging status (Ready), last session details, and a 'Swipe to start charging' button.
- Monitor Progress:** A screen for 'Charger # 123456-78' showing '13 mins left' until 80% state of charge and a progress bar.
- View Receipts/History:** A screen showing 'STATE OF CHARGE' at 100%, 'CHARGING COST' of \$9.95, and 'ENERGY DELIVERED' of 120 kWh.

Below the screens are three feature callouts:

- View charging and billing history** (with a document icon)
- Authorize charging via NFC or Swipe-to-Start** (with a hand icon)
- Promotional content planned** (with an 'Ad' icon)

Customers can locate sites, start/stop charging sessions, and subscribe for preferred pricing.

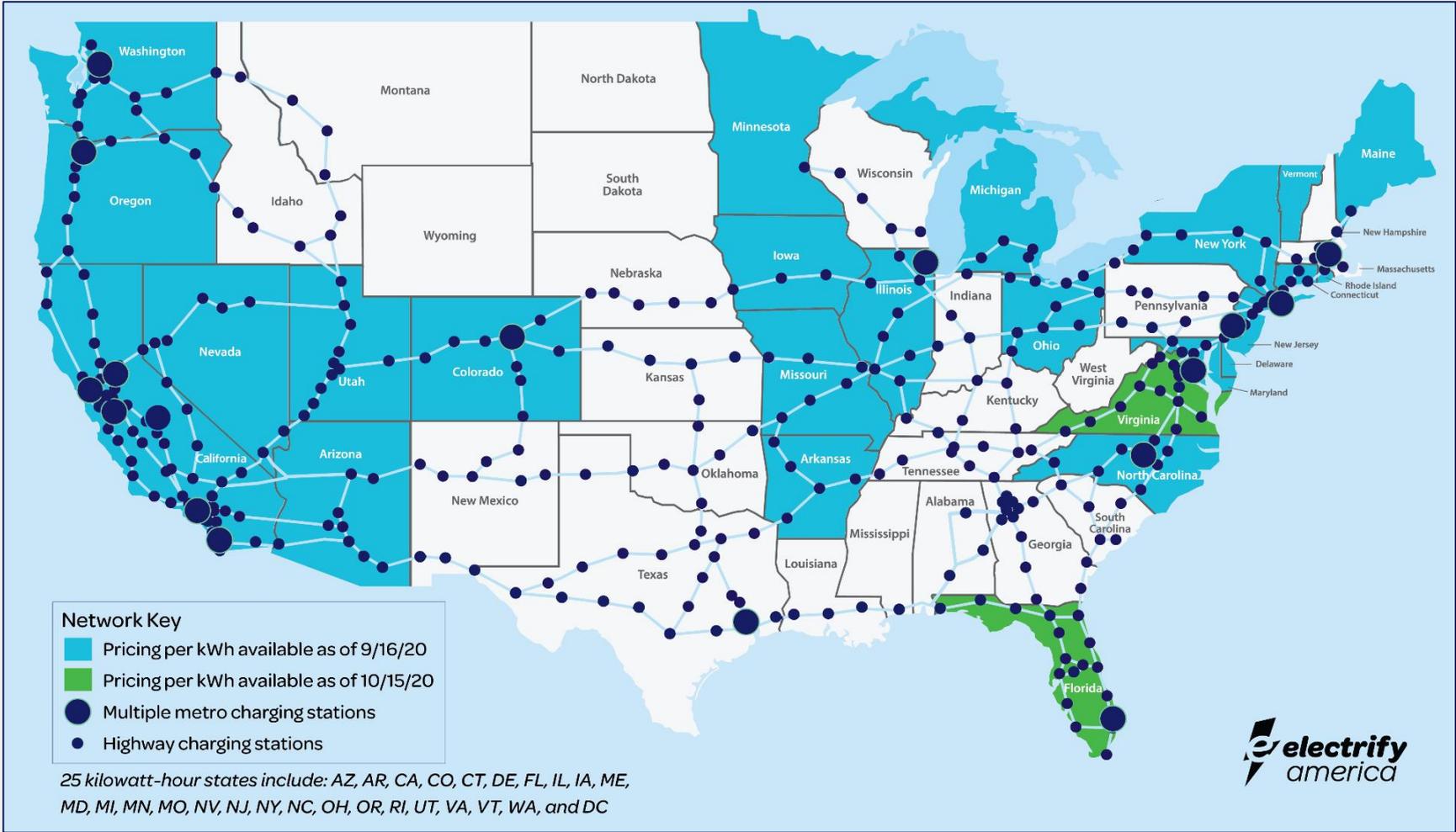
Electrify America has evolved to kWh pricing, where possible, to provide a more transparent and consistent experience

Energy State Pricing (\$/kWh)

Pass No session fee	Pass+ \$4.00 monthly fee
\$0.43 / kWh	\$0.31 / kWh
\$0.40 / min. idle fee applied after a 10 minute grace period.	

Time State Pricing (\$/min)

Pass No session fee	Pass+ \$4.00 monthly fee
1-90 kW \$0.16 / min	1-90 kW \$0.12 / min
1-350 kW \$0.32 / min	1-350 kW \$0.24 / min
\$0.40 / min. idle fee applied after a 10 minute grace period.	



Almost 80% of energy dispensed on the Electrify America network is done in states with kWh pricing

Electrify America's chargers & agreements with vehicle manufacturers encourage drivers to purchase electric



The fastest charging available, free with select new Electric Vehicles



Additional vehicles coming, with announcements planned across markets in 2020.



Electrify America Site Hosts: A broad range of strong partners



Retail

Includes outdoor malls, outlets, regional malls, destination malls, outparcels and new retail developments

Big Box

Includes large-format store retailers as well as big box anchors in regional malls

Grocery

Includes grocery stores, as well as grocery store anchors in regional malls and mixed-used developments

Other

Includes restaurants, fueling stations, parking lots, hotels, mixed-use, airports, museums and other attractions

*Previous work in
the Town of Vienna*





Bank of America – 235 Maple Ave

The Town of Vienna determined that EV charging stations are “automobile service stations” - an acceptable use in the C2 “General Commercial” zoning category, but not the C1A “Special Commercial” zoning category where the bank is located.



Maple Avenue Shopping Center

Electrify America worked with property owner, First Washington Realty, for several months but were unable to agree to deal terms. Electrify America is looking to work with other property owners with a C2 zoning category but have hit an impasse so far.

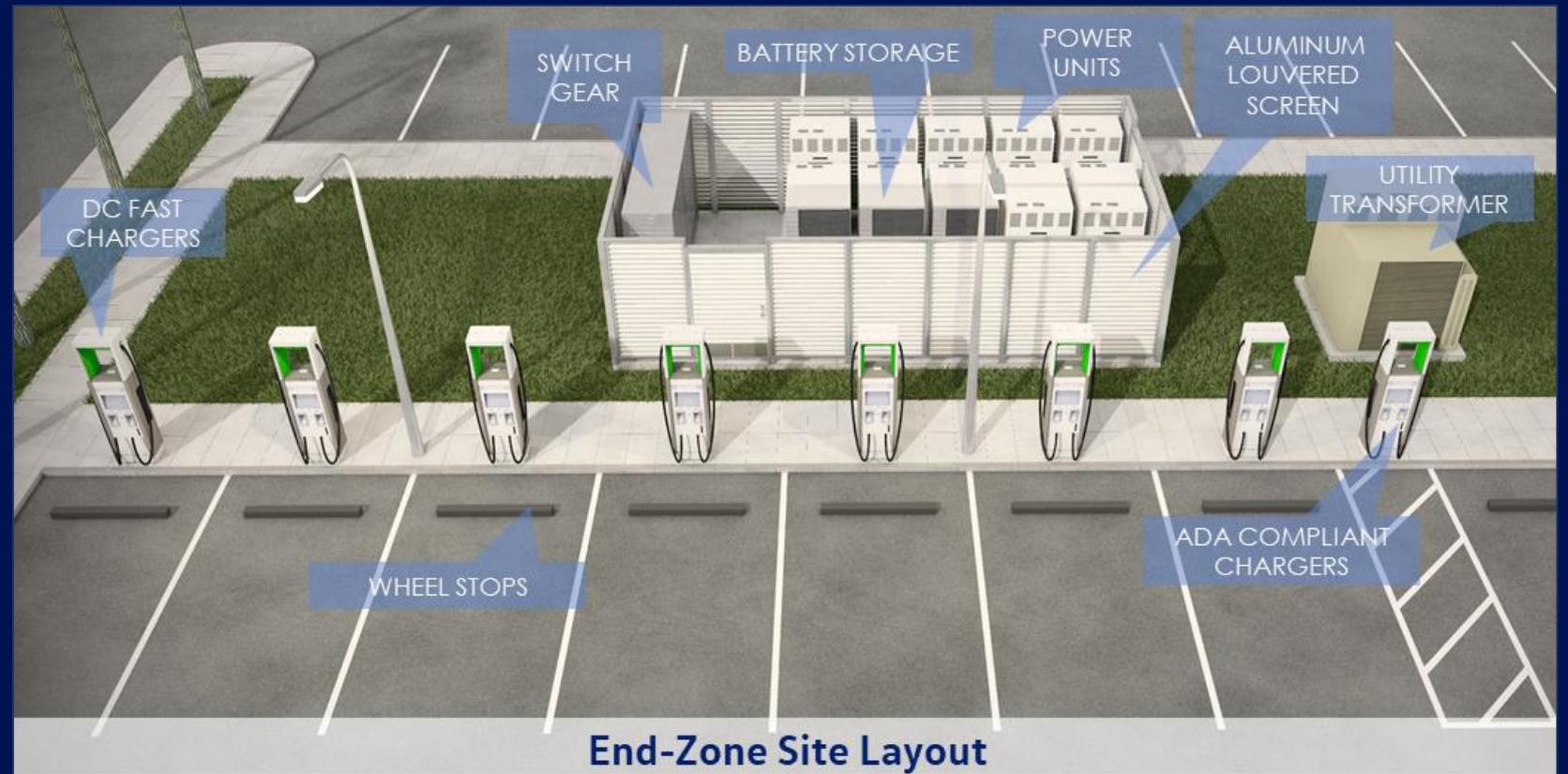
*Ultra-Fast DCFC
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Station Layouts and Configurations

All chargers offer:

- CCS at every charger
- Dual connectors
- Cable redundancy for ease of reach
- Full power at each charger



Highway Stations	
350 kW Chargers 2+	
150 kW Chargers 2+	

Metro Stations	
150 kW Chargers ¹ 3 or 4+	
7.2 kW L2 Chargers ² 1	

On September 4, 2020, Electrify America and the Town of Vienna met to discuss potential properties owned by the Town.

The lot along Maple Ave next to the Sunoco gas station was discussed at length but no action has been taken since.

Electrify America would like to pursue this location or other locations with the Town if both parties can come to deal terms.





Next Steps

+

Q&A

Electrify America will be responsible for almost all aspects of building, operating, and maintaining EV infrastructure

