

WEBVTT

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00:00:23.309 --> 00:00:27.390

Hello, everyone welcoming you to today's webinar.

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00:00:28.704 --> 00:00:30.175

My name is Robin marquee.

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00:00:30.445 --> 00:00:45.265

I'm the program lead for the New York clean transportation prizes and 85Million dollar initiative that was announced on April 20th where we launched a series of 3 prize competitions that we'll get into a bit

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00:00:45.265 --> 00:00:45.625

more today,

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00:00:45.625 --> 00:00:49.164

but just wanted to welcome you all and cover a few housekeeping items,

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00:00:49.164 --> 00:00:49.435

1st,

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00:00:49.435 --> 00:00:50.935

as everyone's joining.

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00:00:50.935 --> 00:01:04.885

So you may have noticed that we have a pull off right now just curious why you're attending. Today's webinar please respond and then we'll display the results after a few more minutes.

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00:01:07.379 --> 00:01:11.189

Also want to note that this webinar is being recorded.

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00:01:11.189 --> 00:01:15.420

We will be posting it on the websites.

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00:01:15.420 --> 00:01:20.640

So each of the individual challenges has a resources page.

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So, as you can see on our meeting procedures, slide here.

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Um, you can go to 1 of the specific challenges, it's respective resource page to get both the recording of today's and additional resources available for those that are participating in the prizes.

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00:01:39.209 --> 00:01:43.650

I also want to mention that we have the chat function up.

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00:01:43.974 --> 00:01:44.215

So,

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00:01:44.215 --> 00:01:46.734

if you are looking to make a connection,

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00:01:46.734 --> 00:01:48.984

if you're interested looking for partners,

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00:01:50.215 --> 00:01:59.305

you can put in your name and organization into the chat to kind of raise your hand for others to raise awareness that you're looking for a partner.

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00:02:00.120 --> 00:02:06.299

Also noting that we will be doing Q and a, at the end after the 3rd speaker.

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00:02:06.299 --> 00:02:18.360

So, if you have any questions during the remarks, we'll have the Q, and a feature will be fielding those questions. And then if there are some questions that we're unable to get to.

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00:02:18.360 --> 00:02:31.289

Uh, during the there are contact, there is contact information on each of the prize websites to address additional inquiries as you're preparing to propose to the to the prizes.

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00:02:31.289 --> 00:02:34.560

So are.

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00:02:35.814 --> 00:02:41.724

The website for the prizes is N, Y, clean transportation prizes dot org.

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So that's where you'll find all the information on the proposal the rubric, these resources that we mentioned, and where we can get more information on the 3 specific challenges. And from there, you can go to a website for each individual challenge.

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00:02:56.280 --> 00:03:02.069

So, the 3 of the 3 prizes are the clean neighborhoods challenge.

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00:03:02.069 --> 00:03:07.405

The electric mobility challenge, and the electric truck and bus challenge.

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00:03:07.854 --> 00:03:17.155

So, for each of those on their respective websites, we have the full details of what the prizes objectives are and how you can apply.

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00:03:17.844 --> 00:03:18.115

So,

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00:03:18.115 --> 00:03:18.835

for today,

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00:03:19.134 --> 00:03:33.625

we're offering the 1st of our 3 educational to help provide additional background information for those of you who are looking to participate in the prizes and for more resources on electrification and some trends in the

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00:03:33.625 --> 00:03:34.254

industry.

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00:03:34.590 --> 00:03:38.069

So, for today's 3 speakers.

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00:03:38.069 --> 00:03:47.580

We have an Brett I know you're going to need to correct this, but I'm going to try Brit rice born shutter rude.

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00:03:47.580 --> 00:03:51.659

Section manager of electric vehicles at Con Edison.

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00:03:51.659 --> 00:03:57.360

We have Ben prohaska executive director of the electrification coalition.

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00:03:57.360 --> 00:04:11.099

And Mandy Bishop, deputy director of public service, and a smart Columbus program manager in Columbus, Ohio. So Brit leads the design and operations for connet's, electric vehicle incentives program.

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00:04:11.099 --> 00:04:11.909

Previously,

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00:04:11.905 --> 00:04:12.745

in her work at con,

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00:04:12.745 --> 00:04:13.314

Edison,

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00:04:13.375 --> 00:04:26.514

she focused on deploying energy storage and other distributed energy resources to meet grid needs and develop novel business models for leveraging storage to support utility operations and customers.

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00:04:26.788 --> 00:04:35.579

Prior to joining con, Edison and 2014 Brit completed her PhD and a research fellowship in physics at Columbia University.

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00:04:35.579 --> 00:04:44.548

And our 2nd, speaker Ben joined the electrification coalition in October 2012 as the director of strategic initiatives.

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00:04:44.548 --> 00:04:55.738

To help lead the outside the Beltway initiatives, and now serves as their executive director. Ben has spent more than a decade working in environmental human rights and voter engagement efforts.

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00:04:55.738 --> 00:05:04.259

His experience includes leadership roles at saved our 4 correlation coalition. The Colorado environmental coalition.

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00:05:04.259 --> 00:05:09.269

The new voters project project and the U. S. public interest research group.

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00:05:09.269 --> 00:05:21.838

And our 3rd speaker today is Mandy, who joined the city of Columbus in July 2017 she uses her 22 years of industry experience with an emphasis on complex project management.

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00:05:21.838 --> 00:05:34.199

To lead the delivery of the Vulcan and American climate change, challenge, grant, funded programs. She oversees finance human resources and vision 0 for the department.

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00:05:34.199 --> 00:05:40.048

Prior to joining Columbus, Mandy was a senior project manager with group.

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00:05:40.048 --> 00:05:49.019

Managing public improvements for the city of Dublin she holds a bachelors degree in civil engineering from the Ohio State University.

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00:05:49.019 --> 00:05:53.249

And as a registered Ohio, professional engineer and surveyor in term.

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00:05:55.199 --> 00:06:00.178

So, with that going to transition to our 1st speaker, right?

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00:06:07.644 --> 00:06:21.744

Good afternoon, thank you so much for inviting me to join this event. Very excited to be helping to kick off this really innovative and interesting program.

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00:06:22.494 --> 00:06:23.213

I am,

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00:06:24.444 --> 00:06:30.713

you did a pretty good job the last name I am section manager of electric vehicle,

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00:06:31.223 --> 00:06:32.574

execution operations,

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00:06:32.574 --> 00:06:41.963

so I focus on designing and implementing our easy infrastructure incentive programs at konedison for those of you,

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00:06:41.963 --> 00:06:43.884

that aren't familiar with counted.

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00:06:43.913 --> 00:06:53.814

We are territory encompasses New York City and Westchester County, which is a much more suburban area north of the city.

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00:06:54.204 --> 00:07:06.533

So, our territory really ranges from very dense urban to very typical suburban at the most dense spots. There's 70,000 people per square miles.

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00:07:06.533 --> 00:07:07.913

So think midtown,

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00:07:08.394 --> 00:07:21.834

Manhattan and 2 gigawatts of electric load density in those densest areas so definitely presents some unique challenges.

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00:07:21.863 --> 00:07:31.764

But also some unique opportunities. I'll talk about a bit later across our customer base. We serve about 10Million customers, electricity. We deliver electricity.

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00:07:31.764 --> 00:07:42.113

We don't in most cases generate it and we also deliver gas and producing deliver steam to some of the customers in our territory.

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00:07:44.363 --> 00:07:58.283

And we're really extremely excited about all. That is happening in transportation electrification across New York state. Right now we've had demonstration projects and other pilots going.

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00:07:58.283 --> 00:08:07.014

But it seems like in the last couple years. Really? Momentum has picked up quite a bit across a number of initiatives.

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00:08:08.423 --> 00:08:14.454

And really what's driving all of this is the climate leadership and community Protection Act.

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00:08:14.483 --> 00:08:28.913

That is the state law that encodes our climate targets and the ones driving activities, and transportation are the greenhouse gas reduction goals, 40%, but 20, 30 and 85% reduction by 2050.

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00:08:28.913 --> 00:08:32.964
and it's very clear with transportation contributing over a 3rd,

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00:08:32.964 --> 00:08:35.844
2 emissions in the state,

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00:08:35.844 --> 00:08:39.653
and the only growing sector in greenhouse gas emissions,

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00:08:39.653 --> 00:08:43.913
and use that we really need ambitious,

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00:08:43.913 --> 00:08:53.724
bold programs across all vehicle classes if we're going to be able to
achieve these greenhouse gas reduction goals.

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00:08:56.908 --> 00:09:02.879
And what that means in terms of vehicles on the road across New York's.

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00:09:02.879 --> 00:09:06.808
6 years old.

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00:09:09.923 --> 00:09:22.764
25, that's focusing on cars and vans, light duty vehicles, just to give
you a sense. That's a, we need a 12 fold increase in comments territory
alone from 20,000 to 238,000 cars.

76
00:09:22.764 --> 00:09:35.903
So really aggressive goals on the light duty side and then in the medium
and heavy duty sector, recently, New York signed on to a multi state
agreement with a goal of 30% of sales.

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00:09:39.208 --> 00:09:49.974
Be electric by 2030 and 100% by 2050. so a lot needs to be done to hit
those targets. And, of course, under the CPA 1 of the key.

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00:09:55.019 --> 00:10:07.313
Aspects is bringing these climate benefits to what's referred to as
disadvantage communities. These are low and moderate income customer
areas and environmental justice areas.

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00:10:07.614 --> 00:10:21.624

And so this prize competition is really important because it's going to be bringing a focus on to the medium and heavy duty sector. And delivering those benefits to disadvantage communities.

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00:10:22.734 --> 00:10:32.423

There's been a lot of activity in the last couple years 1st of all there have been some operating incentive programs.

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So we started in New York state with all the utilities implementing a DC, fast charging incentive program. A ConEdison has a smart charge, New York. Um.

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00:10:45.089 --> 00:10:59.214

Off peak incentive program and other New York state utilities have also proposed managed charging programs so a lot happening on the operating cost side and then on the infrastructure side

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00:10:59.933 --> 00:11:05.813

in 2020 and July an order was issued by the PSC for all the New York state.

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00:11:06.839 --> 00:11:07.168

Uh,

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00:11:07.193 --> 00:11:10.014

utilities to launch light duty,

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00:11:10.043 --> 00:11:17.063

make ready programs so this is incentives to bring the service from the grid to the charger,

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00:11:17.063 --> 00:11:20.693

although not the charger itself for those light duty vehicles,

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00:11:20.693 --> 00:11:22.344

like cars and small vans,

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00:11:22.403 --> 00:11:27.474

small STDs and so those programs have been launched.

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00:11:27.474 --> 00:11:38.993

They're underway in the States. The goal is 55,000 charging plugs being installed by 2025. so when I spoke about bold and ambitious programs, that's exactly what I'm talking about.

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00:11:41.698 --> 00:11:49.043

And all the New York state, utilities also launched a pilot program for make ready for medium and heavy duty.

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00:11:50.124 --> 00:12:03.683

But in that order, came also this authorization of this prize competition, and this is going to help sort of address sectors that aren't addressed at scale in, in that July 2020 order.

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00:12:04.828 --> 00:12:11.578

Now, in terms of the electric vehicle market, especially in New York state.

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00:12:11.578 --> 00:12:16.163

I would say a lot of progress has been made in the last years on the light duty side.

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00:12:16.884 --> 00:12:21.984

We now have large scale funding for the light duty infrastructure,

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00:12:22.854 --> 00:12:33.293

the vehicles availability and maturity are very well established and even the economics on the light duty side are very positive.

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00:12:34.134 --> 00:12:35.994

We're sort of around the corner,

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00:12:35.994 --> 00:12:37.524

or maybe a few years out,

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00:12:37.553 --> 00:12:45.323

depending on which projections you look at for costs parity on light duty vehicle cost and of course,

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00:12:45.323 --> 00:12:57.984

the total cost of ownership taking into account the lower sort of electric fueling costs and maintenance costs is already positive on the medium and heavy duty side.

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00:12:58.014 --> 00:13:08.063

There's a little bit more work ahead and you can see that even just in the much lower vehicle adoption rates we see in territory.

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00:13:09.323 --> 00:13:14.903

The number of vehicle options is expanding and certainly for some vehicle types,

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00:13:14.903 --> 00:13:18.144

like school and transit buses,

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00:13:18.384 --> 00:13:19.134

medium,

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00:13:19.163 --> 00:13:19.673

size,

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00:13:19.673 --> 00:13:20.724

delivery trucks,

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00:13:20.724 --> 00:13:22.134

or large delivery vans,

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00:13:22.583 --> 00:13:36.504

there are more and more options and the number of options are growing but there still are not necessarily road tested road proven vehicles at all vehicle classes and additionally

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00:13:36.923 --> 00:13:41.874

there are quite the same financial incentives at full scale.

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00:13:41.874 --> 00:13:46.974

Like we have in the light duty, make ready program and those operating cost incentives.

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00:13:48.024 --> 00:13:59.333

But there's also additional challenges, I would call out and medium and heavy duty where the fleets really need to come to a total sort of paradigm shift.

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00:13:59.333 --> 00:14:08.303

In the way they're thinking about procurement and running their operations. They need help selecting vehicles.

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00:14:08.573 --> 00:14:18.203

They need to understand the charging infrastructure costs and the timelines and all the factors to weigh in designing and implementing that charging infrastructure.

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00:14:18.624 --> 00:14:25.073

And what does it really mean to think about their operating costs when they're fueling with electricity rather than gas?

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00:14:26.394 --> 00:14:37.224

So, there's definitely also a need for education and supporting the fleets as they sort of face this transition to electrify.

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00:14:38.844 --> 00:14:39.053

And,

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00:14:39.053 --> 00:14:39.683

of course,

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00:14:40.134 --> 00:14:44.783

with the focus on bringing the benefits to disadvantage communities,

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00:14:45.803 --> 00:14:48.533

we do see some challenges in the early days with,

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00:14:48.533 --> 00:14:59.663

especially under the light to the program having fewer of our customers actually are customers owning and driving those duty vehicles.

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00:15:00.984 --> 00:15:02.394

But we, we've been.

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00:15:02.964 --> 00:15:06.293

Working to be creative in these early days thinking,

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00:15:06.653 --> 00:15:21.504

as I imagine a lot of the folks on the phone will be thinking about as they they consider what they might propose how we can reach these customer segments in other ways whether it's targeting targeting specific locations that

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00:15:21.504 --> 00:15:22.734
have that sort of E.

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00:15:22.734 --> 00:15:28.163
J history or thinking about customer segments they might not own the vehicles but,

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00:15:28.163 --> 00:15:28.644
for example,

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00:15:28.644 --> 00:15:38.153
transit or ride share where you really can try to find meaningful ways to bring the benefits to those disadvantage communities.

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00:15:38.818 --> 00:15:42.989
I'll transition now to talk a bit about.

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00:15:42.989 --> 00:15:55.229
How applicants can think about working with utility what it means to plan a project and what the impacts might be on the grid.

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00:15:55.229 --> 00:15:57.923
For konedison point of view,

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00:15:57.953 --> 00:16:12.744
we're very committed to supporting transportation electrification transition and we're excited about what we might see developed under these price competitions and really our role

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00:16:12.744 --> 00:16:15.264
here is not gonna be as a project partner.

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00:16:15.774 --> 00:16:29.364
We wouldn't be on a project team, but rather we would play a more support role. Part of that is gonna be helping applicants understand, sort of how their project might impact the grid and how to plan accordingly.

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00:16:29.364 --> 00:16:40.703
I'll talk a bit more about that and really what we bring is that the key platform, which is the electric grid that's going to enable any of these electrification initiatives.

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00:16:41.339 --> 00:16:51.269

And I think some, some sort of key things I want to point out, as you're thinking about planning a project and.

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00:16:51.269 --> 00:17:05.753

You know, considering various partnership and business models, and who's sort of going to install and own and operate their sort of 2 cost buckets to consider. 1 is the upfront costs.

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00:17:06.114 --> 00:17:14.423

And, of course, there's gonna be costs at the charge charger site, the customer property as it were.

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00:17:15.144 --> 00:17:30.084

And there also may potentially be some grid upgrades that the customer or the site developer would be responsible for. And again, our role here is to do the analysis for the impact and help.

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00:17:31.253 --> 00:17:37.253

Applicants understand what the implications are in terms of cost as well as timeline.

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00:17:38.304 --> 00:17:47.874

And then the 2nd factor is the operating costs and there again, we can advise on the different rate types.

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00:17:48.148 --> 00:18:02.848

That are available and across our commercial rates, we have 3 different types so which rate types might be a best fit and some estimates of what the operating costs really may look like for.

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00:18:02.848 --> 00:18:13.499

This particular project, this is to keep in mind you want to start working with utility.

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00:18:17.338 --> 00:18:21.148

So, and the potential.

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00:18:23.453 --> 00:18:24.773

To plan your project,

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00:18:25.614 --> 00:18:28.344

and then once you're ready to actually initiate,

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00:18:28.344 --> 00:18:29.003
you know,

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00:18:29.213 --> 00:18:40.403
exactly what what the utilities going to need to do any analysis and then we can provide estimated costs and also timeline for the project install.

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00:18:40.644 --> 00:18:47.364
So so working with utility early will really help you with planning your schedule as well as your budget,

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00:18:47.604 --> 00:18:56.634
and provide that reality check on which sites might be best for implementing your particular model.

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00:18:58.314 --> 00:19:12.473
Now, moving on to some challenges, not to be too much of a downer, but especially has a fairly dense urban environment, but some of these challenges apply across the board.

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00:19:13.919 --> 00:19:27.864
Anywhere you bring a large amount of load increases. There's always a potential for grid upgrades and those Tan, although don't always result in customer cost.

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00:19:28.193 --> 00:19:41.663
And those also can take up to a year or more. Additionally, there's just the cost of real estate in New York limitations on space.

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00:19:41.993 --> 00:19:45.594
So, even if you have a.

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00:19:45.898 --> 00:19:58.013
Adequate grid capability, what's what's capable of the site and when you work in New York City, if you have plans to work on the curbside, or in the street, you're always gonna be working with the public design commission.

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00:19:59.334 --> 00:20:06.894
So leaving you with some of those, hopefully helpful pieces of advice, I am going to pass it on to the next speaker.

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00:20:14.489 --> 00:20:28.019

Thanks, Bret. So this is Robin again before we transition to Ben. Our 2nd speaker just want to note that at the beginning of this, we had called that we could use the chat function. If you want to put out there that.

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00:20:28.019 --> 00:20:38.429

Um, you're looking or interested in partnering with someone, and we are seeing some of those coming into either the hosts. So the panelists so, in the.

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00:20:38.429 --> 00:20:52.223

In the chat box, just make sure that where you're sending the message, there's a drop down and if you pick everyone, then everyone will be able to see it. So we have been trying to relay the messages that we're getting here on the back end.

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00:20:52.253 --> 00:20:58.403

But just want to make sure that you're aware of where the message is going so that other people see it as well.

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00:20:58.739 --> 00:21:04.409

So, with that going to transition now to Ben, from the electrification coalition.

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00:21:04.409 --> 00:21:10.828

Great well, thanks, Robin and it's just to echo a little bit of what.

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00:21:10.828 --> 00:21:20.663

Uh, Brett, and I will not attempt to say the last name, but it's really great to be a part of this. It's really great to see the leadership from the state of New York on this.

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00:21:20.693 --> 00:21:29.693

And I think is a, I have my 1st slide, which is just up and it's talking about the future of electric is electric. And I think as a premise.

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00:21:30.233 --> 00:21:32.753

I want to just put in people's head.

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00:21:33.503 --> 00:21:48.354

1 of the things that I really feel is happening, which is, it's not a question of if it's a question of when and so programs, like the New York clean transportation prizes are an example of a ways that we're going to accelerate the, when.

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00:21:48.443 --> 00:22:03.263

And I think the opportunity to partner with communities with and manufacturers and with is a really great opportunity to kind of do a pull the world together to create a response

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00:22:03.263 --> 00:22:06.233

to a really big challenge and a really big opportunity.

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00:22:06.294 --> 00:22:07.104

So, next slide.

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00:22:08.608 --> 00:22:14.459

So, if you are familiar with the electrification coalition.

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00:22:14.459 --> 00:22:24.804

Um, we are a national organization that works to accelerate the adoption of plugging electric vehicles across the country. We have sort of a DNA of working on pilots to scale.

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00:22:25.314 --> 00:22:34.733

So we ran and it's applied to the bottom there, but we ran at the accelerator community. A bunch of years ago in northern Colorado, which is a great opportunity, and it still exists.

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00:22:35.213 --> 00:22:44.153

We also replicated that in New York as a project, and funded by nice soda, which basically helped to accelerate the adoption in Rochester, New York.

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00:22:45.203 --> 00:22:56.183

We also work on freight and we have a freight and delivery goods pilot program, working with Nestle and several other partners on that. Arounds afraid electrification.

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00:22:56.213 --> 00:23:02.604

We support the American cities climate challenge as a technical adviser for, which is funded by Bloomberg.

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00:23:03.324 --> 00:23:11.273

And then we also work at the intersection of policy and implementation at the local state and federal level next slide.

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00:23:14.814 --> 00:23:17.723

So, why electric why is this the thing now?

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00:23:17.723 --> 00:23:18.653

I think in some ways,

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00:23:18.653 --> 00:23:19.223

if you're on this,

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00:23:19.223 --> 00:23:20.064

you probably know,

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00:23:20.124 --> 00:23:22.163

but I will offer a few pieces,

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00:23:22.163 --> 00:23:36.804

which is ultimately there's this intersection around equity in transportation and 1 of the biggest costs for the average person out there and has the biggest impact on their ability to to lift themselves out of poverty is actually

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00:23:36.804 --> 00:23:44.034

transportation costs and so electrification and long term is going to help drive down transportation costs and that's going to be really important.

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00:23:44.663 --> 00:23:56.183

Has huge environmental benefits. We all talk about the idea of and we need to meet climate targets, but it also has a lot of other benefits also connected to equity.

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00:23:56.183 --> 00:24:03.653

But the idea of localized air pollution, obviously a 0 admission, tell pipe creates a huge solution to a lot of air quality problems.

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00:24:04.523 --> 00:24:17.933

But there's also down system solutions with the idea that, as we reduce our dependency on oil as a transportation fuel, which currently monopolize it's transportation then it's going to solve some of those other down system or down cycle issues.

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00:24:18.233 --> 00:24:20.604

And then we connect to the grid. And we get.

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00:24:20.878 --> 00:24:32.939

Vehicles plugging in, it's only going to help improve the speed by which we can get renewables and other things online and the, in the, in the power system and that. My simplest way in term of offering that is.

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00:24:33.173 --> 00:24:47.634

Every an AV is the only car or only vehicle that's going to get cleaner over time. There's actually a recent study by Denver where they did a leaf over 3 years and it's actually gotten cleaner since they plugged that vehicle in, I think is a great example.

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00:24:48.114 --> 00:24:54.894

There's also a lot of opportunity around just expanding offerings and 1 of the benefits of of electrification is.

190

00:24:55.078 --> 00:25:04.884

The idea that the battery is the same battery, whether it's on the light duty car and that lead for that, you know, whatever it is, all the way up through medium duty, heavy duty vehicles.

191

00:25:05.394 --> 00:25:19.163

So, as we build out the manufacturing system, you know, we're going to be able to hit scale really fast, but we have a long ways to go and projects like this are going to make a big difference. And then I already mentioned the reduce the opportunity to reduce oil dependency next slide.

192

00:25:22.644 --> 00:25:23.213

So,

193

00:25:23.814 --> 00:25:25.463

we're at this position right now,

194

00:25:25.463 --> 00:25:29.483

and if you look at the trends were moving faster than most thought,

195

00:25:29.844 --> 00:25:34.314

we would even move and you can look at a lot of different things out there,

196

00:25:34.344 --> 00:25:35.784

whether it's be any Bloomberg,

197

00:25:35.784 --> 00:25:36.203

new energy,

198

00:25:36.203 --> 00:25:36.804
finance,

199

00:25:36.804 --> 00:25:46.943
or other projections that talk about the idea that we might hit 50% of
all vehicle sold by 2040 or thereabouts but we have 250Million vehicles
on the road in the US.

200

00:25:46.943 --> 00:25:53.723
And so it's going to take a big effort to move forward and and really
work to transition that.

201

00:25:53.723 --> 00:25:54.743
And fortunately,

202

00:25:55.374 --> 00:25:57.503
we haven't once in a generational opportunity,

203

00:25:57.713 --> 00:26:03.413
I think right now with the priority that the administration there's
efforts at the state level,

204

00:26:03.413 --> 00:26:03.503
like,

205

00:26:03.503 --> 00:26:06.804
what neisseria is proposing on the New York thing,

206

00:26:06.804 --> 00:26:11.544
transportation prizes there's also incredible amount of state and local
leadership and then,

207

00:26:11.544 --> 00:26:11.814
we're right.

208

00:26:11.814 --> 00:26:25.943
At that cost curve or technology costs are ready and now we just need the
programs to hit that implementation faster but we're hitting all vehicle
format. So we used to think of it as just cars. But now it's all of the
above next line.

209

00:26:33.568 --> 00:26:39.358

So, I talked about all the above, but I think this is also a great example of the idea that.

210

00:26:39.358 --> 00:26:48.324

There are big things happening, big investments from the big commitments being made from the folks in the fleet side.

211

00:26:48.534 --> 00:27:01.824

And these, these, these next 3 slides just kind of offer an example of those headline after headline after headline. But it does mean that we need to take, you know, we need to harness this opportunity because every day.

212

00:27:02.874 --> 00:27:16.074

You know, that a car that we don't move faster, it means that a car is going to be on the road for 12 to 20 years and they're contributing to the challenges that exist with our dependency on oil or the, the climate or air quality issues.

213

00:27:16.614 --> 00:27:28.344

But there's also lots of other issues that exist there. And so I think the idea that these big investments are happening and that we have this opportunity is the perfect time for something like the New York trip, clean transportation prizes to be happening.

214

00:27:30.534 --> 00:27:43.794

And I mentioned air quality, but I think this is, you know, this is kind of 1 of those issues where it just helps identify why we have this challenge. Obviously, this is a pretty graphic example of that.

215

00:27:44.034 --> 00:27:54.624

But but right now we're seeing that the opportunity to move faster on transportation electrification so that we don't have to look at this site moving down the road next slide.

216

00:27:57.358 --> 00:28:11.729

That being said there are a lot of things to consider when you're thinking about the project. So, you know, large scale expectation projects are going to require thinking through a full system approach. Right? So you have the idea of considering.

217

00:28:11.729 --> 00:28:19.792

The the infrastructure, and how do you align the infrastructure with any vehicle transition project that's going to take place? Where do you put the infrastructure?

218

00:28:19.792 --> 00:28:31.584

And how do you think about that relative to equity and other considerations that that that need to be thought through you also? Have to think through the costs and now, even though we know costs are coming down.

219

00:28:32.334 --> 00:28:46.943

Part of the reason that programs like this need to exist is we're not at manufacturing scale. We're not at the point where we've hit that sort of cost curve reduction, it's coming and we're almost at cost parity, but there's still our higher upfront costs associated with transportation.

220

00:28:46.943 --> 00:29:01.614

Electrification and so it's important to think about how do we create projects that are going to address those upfront cost issues and help demonstrate the cost savings over time, which is really going to have a big impact on the success of transportation.

221

00:29:01.644 --> 00:29:08.784

Electrification. It's also going to be important to think about how do we engage in the consumer experience right?

222

00:29:08.784 --> 00:29:17.364

So, even though huge number of people say their next car is going to be electric, we have to work faster.

223

00:29:17.638 --> 00:29:28.193

Uh, to engage the average public, most have not been behind the wheel of an AV most haven't realized they are faster. They are quieter.

224

00:29:28.703 --> 00:29:33.864

Most have not necessarily had the chance to even plug in a car and that requires education.

225

00:29:33.893 --> 00:29:44.213

We have a 100 years of internal combustion engines, and the system devoted to supporting an internal combustion engine system that we're flipping.

226

00:29:44.304 --> 00:29:51.203

And that means it's going to take a lot for consumers to understand the value proposition and benefits of transportation. Electrification.

227

00:29:51.628 --> 00:29:59.788

Um, and sometimes we talk about them all as system benefits air, quality emissions costs.

228

00:29:59.788 --> 00:30:02.273

But they're also tangible for the average individual,

229

00:30:02.273 --> 00:30:05.213

because when you plug in your vehicle overnight,

230

00:30:05.213 --> 00:30:05.513

it means,

231

00:30:05.513 --> 00:30:07.942

every day you're skipping the gas station,

232

00:30:07.973 --> 00:30:13.163

you're reducing the amount of time that you have to spend on those kinds of experiences I think,

233

00:30:13.314 --> 00:30:14.903

and I'm going to wrap up here in a 2nd,

234

00:30:15.173 --> 00:30:19.644

I would just say that the other thing is that we have a really great opportunity right now,

235

00:30:19.644 --> 00:30:21.203

and really a critical opportunity.

236

00:30:21.233 --> 00:30:24.624

There's a global shift taking place to transportation electrification.

237

00:30:25.223 --> 00:30:40.193

And part of what we need to do is make sure that the US is a part of that global shift and we are lagging behind and so efforts like this in New York and projects that you all and we all create on the ground in New York. Are going to have a huge impact.

238

00:30:40.288 --> 00:30:44.729

On the ability for us to make sure we're building the transportation of the future.

239

00:30:44.729 --> 00:30:51.838

And I just put up the last slide, just for my contact info if people want to reach out and then passing it back to Robin.

240

00:30:53.848 --> 00:31:05.483

Great thanks, Ben. And before we transition to Mandy, just want to, I guess, revisit my comment from the last transition. That looks like maybe you all don't have an everyone option for the chat.

241

00:31:05.483 --> 00:31:18.084

So, if you put things to all panelists, we'll make sure those get relayed to the other attendees. So, again, if you're interested in partnering, just drop us your name contact information and we'll make sure everyone sees that.

242

00:31:18.384 --> 00:31:27.324

And also, during this transition, just put up another poll. So just wondering your main role and the transportation electrification industry.

243

00:31:27.659 --> 00:31:31.348

So have that up for a couple minutes, then we'll close it and see results.

244

00:31:31.348 --> 00:31:38.009

So, with that going to transition to our 3rd and final speaker today Mandy Bishop, from the city of Columbus.

245

00:31:42.114 --> 00:31:42.864

Thank you Robin.

246

00:31:43.973 --> 00:31:57.114

Well, I just want to thank the nicer to team for inviting the city, Columbus, and start Columbus to speak today and share our experience and I want to thank all of you and welcome all of you to what's going to be probably the right.

247

00:31:57.449 --> 00:32:08.278

Of your career, and so it's going to be a lot of fun and I hope that you can learn a little bit from me and really choose to invest in this challenge.

248

00:32:09.479 --> 00:32:22.348

Next slide so the city Columbus, 1 to award we won 40Million dollars from your department Department of transportation.

249

00:32:22.614 --> 00:32:32.243

And we won 10Million dollars from apology Allen, family foundation and we were a little bit different. We heard a lot of conversation about electrification of the transportation sector.

250

00:32:32.243 --> 00:32:38.544

Today we won grants that we're focused on both mobility and electrifying the transportation sector.

251

00:32:44.398 --> 00:32:50.519

Our entire program, and our application was really founded on.

252

00:32:50.519 --> 00:33:04.763

Our mayors from believe that mobility is a great equalizer. And I really had to think back to my single mom. So always struggle to have a reliable car to get to work. She often had 1 or more jobs. And that was a constant struggle for our family.

253

00:33:05.064 --> 00:33:16.943

And so having transportation being enabler and not a barrier, it's something that's critical to our low income and minority communities in order just to live their lives and do all the things that they're looking to do every day.

254

00:33:21.324 --> 00:33:30.203

I'm going to give you a little bit of a snapshot. I'm going to talk a little bit about the portfolio. 1st, as you can see ours is really anchored by our smart Columbus operating system.

255

00:33:30.203 --> 00:33:40.973

And then we have 3 D, enabling technologies, enhanced human services and emerging technologies in, in all of this program. We really have the opportunity to focus on mobility.

256

00:33:41.308 --> 00:33:54.118

Equity in climate action, so it's a very, very robust program diverse and I'm only going to hit on a few of the projects so we can talk a little bit about the electrification side of the House today as well. Next.

257

00:33:57.923 --> 00:34:12.414

1 of our primary applications, we are multi modal trip planning application. Our application is called pivot. You can actually download it from the Google player app store and so in central Ohio prepaid mimic about 85% of our residents drove to to and from work every day.

258

00:34:12.414 --> 00:34:23.813

And we really wanted to get more people using transit, is, do we want to create a way to plan reserve and pay for your trip?

259

00:34:23.813 --> 00:34:33.864

And that can include the bus and the scooter, the Boston a taxi last year right? How do we really focused on getting all of those transportation opportunities into 1 place?

260

00:34:34.949 --> 00:34:46.228

So, it was really an opportunity for us and decrease our single occupancy use and therefore decrease our climate climate impact and ultimately admission.

261

00:34:51.059 --> 00:34:55.648

Another theory that we had is a lot of people aren't using transmit because.

262

00:34:55.648 --> 00:35:04.884

They really need to solve that 1st mile or last mile trip and gap. So we built smart mobility hubs. We built them along our bus rapid transit line.

263

00:35:04.884 --> 00:35:13.673

It was an investment that was already made through to our central Ohio transit authority, and we built smart mobility hub that included an interactive kiosk.

264

00:35:13.978 --> 00:35:25.349

Which also hosted our pivot application, so people could plan and books plan their trip on the smart mobility hub kiosk. It also.

265

00:35:25.349 --> 00:35:35.699

A bike share ride, hail taxi, we did have opportunity for car share, but we don't have harsher in Columbus that.

266

00:35:35.699 --> 00:35:43.798

Widespread, but we really want to bring transportation solutions and also scooters to those hubs that people could.

267

00:35:43.798 --> 00:35:47.159

Get off the bus and grab and grab on.

268

00:35:47.159 --> 00:35:50.489
And and get to the final destination.

269
00:35:52.228 --> 00:35:58.739
That we thought would help more people shift to public transportation and therefore, again, reducing our climate impact.

270
00:35:59.514 --> 00:36:01.074
Our parking management app,

271
00:36:01.733 --> 00:36:10.284
we talk about it in a way that speaks about events because we were really when we conceptualize this program really looking at our missions in our downtown in short North area,

272
00:36:10.284 --> 00:36:12.443
which is a very mixed use development,

273
00:36:12.443 --> 00:36:13.164
vibrate,

274
00:36:13.554 --> 00:36:14.184
shopping,

275
00:36:14.603 --> 00:36:15.653
entertainment district.

276
00:36:15.989 --> 00:36:24.233
And we really wanted to get more people to come downtown efficiently, find parking, not be circling around waiting in line.

277
00:36:24.653 --> 00:36:32.184
So we create an application that where you could plan reserve and pay for your parking space in a garage.

278
00:36:32.213 --> 00:36:40.403
You had a space in the space, and ultimately this application it can also help you find on street.

279
00:36:40.768 --> 00:36:54.449
Parking, we created a feature in our part Columbus, which is our white label app from park mobile that allow people to see red yellow, green and their probability of finding a space.

280

00:36:54.449 --> 00:36:59.608

In particular brought block on street, therefore, reducing their travel time and emission.

281

00:37:00.204 --> 00:37:10.164

And so, the point of me sharing these 3, these 3 different projects in a lot of ways, tackle climate change. Electrification is a great way, especially in a region that drives a lot.

282

00:37:10.554 --> 00:37:19.253

It has to be part of your climate action strategy, but you can also do a lot of things to solve challenges in your community around mobility and transportation.

283

00:37:19.559 --> 00:37:23.009

What.

284

00:37:25.313 --> 00:37:31.043

Talk a little bit about the apology Allen family to repeat priorities.

285

00:37:31.043 --> 00:37:31.614

We had 5,

286

00:37:32.844 --> 00:37:34.253

then left is also slide,

287

00:37:34.253 --> 00:37:38.963

but the electrification coalition did support this program with actually,

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00:37:38.994 --> 00:37:40.253

with some onsite staff,

289

00:37:40.253 --> 00:37:45.623

even our strategy was really focused on the grid electrifying,

290

00:37:45.623 --> 00:37:47.184

both the public sector.

291

00:37:47.333 --> 00:37:53.304

So fleet and private sector fleet, and getting more people to buy cars people like you and me.

292

00:37:54.509 --> 00:38:06.298

Transitioning more people to transit autonomous and multiple options, which we largely delivered through the program and then it's only charging infrastructure and charging infrastructure support it.

293

00:38:07.648 --> 00:38:21.264

Next slide, and so for the city a call this 1 of the things that we're really focused on was electric fine, our fleet we purchased over 20,200 cars ourselves.

294

00:38:21.264 --> 00:38:34.704

Most of them being we, we did purchase some Chevy volts and some forward Fusion. We help our US electrify we helped other municipalities, our county electrify. We offered a 3000 dollar incentive. We.

295

00:38:37.590 --> 00:38:46.380

Works with 450, private fleet, and we also had a 40 electrify including 1 of our primary taxicabs yellow cab.

296

00:38:47.489 --> 00:38:56.159

Next we also built the infrastructure to support our program.

297

00:38:56.159 --> 00:38:59.789

You can just 1 of our locations here.

298

00:39:04.440 --> 00:39:08.130

But the real things that I want you to hear is what we learned.

299

00:39:08.130 --> 00:39:13.650

1 of the things that's not on my slide. I want to echo Brits statement.

300

00:39:13.650 --> 00:39:27.809

Get your utilities involved early if your if electrification is part of your strategy, it's imperative that you do. So to understand where you have capacity access and where you don't, that can be the bigger part of your expenditures.

301

00:39:27.809 --> 00:39:35.219

And so that speaks to it's complex. It's hard you're going to have a lot of people helping you and a lot of stakeholders.

302

00:39:35.219 --> 00:39:46.349

And a lot of partners get the right people on the bus and get them in the right seats. I was I was not the 1st program manager for smart Columbus. I was the 2nd. I was recruited to come course correct?

303

00:39:46.349 --> 00:39:59.579

And actually reorganize the program and get everybody moving the right the White way. It's okay to make those changes because you don't know exactly what you're getting into until you deliver, but be prepared to deliver.

304

00:39:59.579 --> 00:40:04.079

Our stakeholders engaged on early and often.

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00:40:04.079 --> 00:40:10.530

Have a regular line of communication there's going to be a lot of people that really want to be involved and really want to help.

306

00:40:10.530 --> 00:40:21.929

Get those people engaged on set up regular cadences, but also learn how to manage that because that can create. It's a lot of excitement for a lot of people. But it's also a lot of.

307

00:40:21.929 --> 00:40:36.539

A lot, it's a lot to manage, but do continue to have a cadence keep people updated, keep people engaged, just touch base. We had a partnership manager for a long time and then I took over that well, after he retired.

308

00:40:36.539 --> 00:40:45.960

Partners versus vendors, you're going to have a whole bunch of people throwing a lot at you what needs to be part of your strategy and part of your program and that's great.

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00:40:45.960 --> 00:40:53.579

But recognize that they're offering a partnership that the value to you, or they're really a vendor offering something.

310

00:40:53.579 --> 00:41:07.405

Or you're going to have to pay probably more than you would have. If you competitively select it. We had a partners, they offered us something at 2.6Million dollars. Ultimately, we were unable to accept that due to federal procurement rules. And when we competitively selected, it only cost us a 1Million. So.

311

00:41:09.059 --> 00:41:13.320

Just take some time and do some and then our analysis around those things.

312

00:41:13.320 --> 00:41:18.420

And you can really help your program, help your program in the long run.

313

00:41:18.420 --> 00:41:31.769

Next to recommendations, 1 of the reasons we were chosen is because we, we're going to leverage the funds to solve real community challenges than we did.

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00:41:32.454 --> 00:41:45.804

Again, as part of our strategy to address climate change, we had to address single occupant vehicles and we did, we sold over 3200 cars. We increased sales from point 3. 7% to over.

315

00:41:48.894 --> 00:41:56.485

Openness we increase it by almost 5100%whocan't do my best anymore 2 month over month and what we increased it to. So, a huge jump for us.

316

00:41:56.514 --> 00:42:06.684

We also looked at some of our, we were vulnerable in our application and we shared what was great about our community that we also shared what was not so great 1 of our applications that was.

317

00:42:08.789 --> 00:42:19.829

That most attention is called our prenatal trip assistance application where we work to get moms to be to medical care so that they could have better birth outcomes by getting to full term birth.

318

00:42:19.829 --> 00:42:23.760

We looked at everything through an equity lens.

319

00:42:25.735 --> 00:42:30.385

And we did really well with launching our program,

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00:42:30.385 --> 00:42:31.704

both community wide,

321

00:42:31.704 --> 00:42:44.425

and our low income and minority opportunity neighborhood Lyndon and we really tried to focus on that as we deploy the complete program and make it a priority.

322

00:42:44.425 --> 00:42:47.574

So that we can level the playing field. And get people the tools they needed.

323

00:42:47.880 --> 00:42:57.900

Shot don't be afraid to try we failed, but we tried to build a common payment system and we weren't able to do it when the pandemic hits.

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00:42:57.900 --> 00:43:12.809

A lot of vendors lost a lot of revenues and couldn't didn't have the technical support, but they did but, you know what we knew it was going to be hard anyway. And the pandemic was the final straw to kind of killed it. If you don't try, you don't know if you can actually get there.

325

00:43:12.809 --> 00:43:20.639

Again, engage stakeholders, early and often and learn how to manage them quickly. And well.

326

00:43:21.324 --> 00:43:34.074

And then 1 of our biggest lessons learned was think about ownership and sustainability and scalability beyond what you're doing. Just now we developed nearly all of our projects with long term sustainability in mind.

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00:43:34.434 --> 00:43:37.585

And we were able to integrate the long term business owner.

328

00:43:37.889 --> 00:43:45.059

During the planning and development, so they were vested and ready to sustain it specifically. Our part Columbus app was 1. good example.

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00:43:45.059 --> 00:43:48.809

Next.

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00:43:50.070 --> 00:43:59.460

I just want to invite everyone to go check out our, our website so you can get Columbus dot Gov slash smart Columbus. We have a playbook. We have our project information.

331

00:43:59.460 --> 00:44:09.204

We can learn a lot more than what I can share in my a little bit over 10 minutes here, but it does give our path to smart. You can reach out to me directly to get more information.

332

00:44:09.775 --> 00:44:17.514

But our PlayBook is where we share, all of our lessons learned about many of the projects are experiences perspective. I'm in a great way to take a look.

333

00:44:18.355 --> 00:44:33.085

Next can be focused on your outcomes, you get entrenched in the work, but we were all doing this to improve the lives of our residents and improve operations in the city.

334

00:44:33.744 --> 00:44:36.925

So, as you work through it, think about what your outcomes are.

335

00:44:37.199 --> 00:44:44.489

Think about the impact you're going to have and don't lose sight of that. It will be hard. It will be difficult, but you will get it done.

336

00:44:44.489 --> 00:44:47.639

Final 5.

337

00:44:51.929 --> 00:44:57.150

Thank you. Great. Thank you. Mandy.

338

00:44:57.835 --> 00:45:12.324

So, I know we've been putting some reminders into the chat, but just a reminder that we have the Q and a function. So, if you have any questions, just pop them in there and we'll address them to the specific panelists or to everyone, depending on the questions.

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00:45:12.324 --> 00:45:19.675

So, just a couple of things to get us started, which I think I'll feel there are a couple of questions kind of, about the.

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00:45:21.059 --> 00:45:24.780

Eligibility of the program, so I will just note that.

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00:45:24.780 --> 00:45:39.655

The full specifics of rules and proposal and rubric, and all of that information is located on the prize websites. So, again, if you, if you start at the end, why clean transportation prizes dot org, that's the portal page for the entire program.

342

00:45:40.465 --> 00:45:41.335

And then you can,

343

00:45:41.335 --> 00:45:41.994
from there,

344

00:45:41.994 --> 00:45:45.954
go into the specifics of the individual 3 challenges,

345

00:45:46.494 --> 00:45:47.605
clean neighborhoods,

346

00:45:47.635 --> 00:45:48.565
electric mobility,

347

00:45:48.565 --> 00:45:56.364
and electric truck and bus and each of them has a specific rules page
with the solutions,

348

00:45:56.364 --> 00:46:01.855
or geographic or principal organization eligibility.

349

00:46:01.855 --> 00:46:02.184
So.

350

00:46:02.724 --> 00:46:07.554
All of the information can be found there, but just a quick 1 in terms
of.

351

00:46:07.554 --> 00:46:19.764
And this is a question that we get often from neisseria, given that we
are in New York state agency, is whether or not, you have to be in New
York or New York state, based in order to apply or be eligible to receive
funding.

352

00:46:20.155 --> 00:46:29.934
So just want to acknowledge that this is a series of global innovation
challenges there is not a requirement that you are based in New York
state.

353

00:46:30.445 --> 00:46:36.565
However, this program is going to the benefit of our underserved
communities here in New York state.

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00:46:36.565 --> 00:46:36.804

So,

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00:46:36.804 --> 00:46:40.045

the locations where the solutions are actually implemented,

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00:46:40.045 --> 00:46:41.695

will naturally have to be in the state,

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00:46:42.144 --> 00:46:47.364

but if your solution provider from New York or elsewhere in the US or anywhere globally,

358

00:46:47.815 --> 00:46:55.735

you are welcome to participate given that you also fall into the eligible categories for principal organization.

359

00:46:56.070 --> 00:47:00.269

So just wanted to address that 1 quickly at the outset.

360

00:47:00.269 --> 00:47:04.650

Just going to double check here, so.

361

00:47:04.650 --> 00:47:10.349

And again, another, just kind of logistics based question.

362

00:47:10.885 --> 00:47:22.675

Of whether or not, you could register multiple users per team so the system, the websites do enable registration from multiple team members.

363

00:47:22.675 --> 00:47:27.775

And then ultimately, whomever will be leading the application will submit the proposal.

364

00:47:27.775 --> 00:47:41.215

But if you're interested in, if you have multiple team members, who are interested in, getting access to the proposal forms, there are some rubrics on the websites or excuse me forums on the websites.

365

00:47:41.815 --> 00:47:42.025

So,

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00:47:42.025 --> 00:47:49.375

that you could be corresponding with other participants doing more of this kind of match making that we've been trying to facilitate in the chat,

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00:47:49.735 --> 00:47:57.175

you can also register to get access to that and to kind of raise your hand there and correspond with other participants.

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00:47:57.175 --> 00:48:07.525

So, yes, you are able to register more than 1 entity. So long as whomever ultimately submits the proposal is an eligible lead organization.

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00:48:08.574 --> 00:48:21.534

All right, so I'm going to take a couple of these questions to the panelists then you're here, they listen to them and not me. 1 specific question we have is how we should think about stakeholder engagement.

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00:48:21.864 --> 00:48:28.255

So I think this is something that that Mandy, especially highlighted in her remarks. So I think maybe I'll start there Mandy.

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00:48:28.255 --> 00:48:29.304

If you have some advice,

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00:48:29.304 --> 00:48:41.605

as as these potential proposals are looking to identify partners or looking to the stakeholders in these specific communities,

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00:48:42.175 --> 00:48:44.905

how can they be thinking about who those stakeholders are?

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00:48:44.905 --> 00:48:52.494

How to make sure that they're properly engaged in particular those that need to be brought on earlier in the process such as a utility as we mentioned.

375

00:48:54.900 --> 00:48:55.409

Sir,

376

00:48:55.434 --> 00:49:10.224

I would really look at your project through a partner and stakeholder lens partners are gonna be those people that help you deliver the project

stakeholders are going to be those that are going to help you contribute and shape the product project in addition to get your

377

00:49:10.224 --> 00:49:11.304
partners on board,

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00:49:11.364 --> 00:49:19.614
early help everyone understand their role we use what's called a racy so roles and responsibilities means Matrix,

379

00:49:19.735 --> 00:49:20.335
responsible,

380

00:49:20.335 --> 00:49:21.025
accountable,

381

00:49:21.324 --> 00:49:21.835
consulted,

382

00:49:21.835 --> 00:49:22.434
informed.

383

00:49:22.554 --> 00:49:31.945
So everybody was clear about their role and responsibility that wasn't put in place until I got there and it was very cumbersome.

384

00:49:32.250 --> 00:49:38.400
And it's challenging when people thought it was their role to do something. And it ultimately was not.

385

00:49:38.400 --> 00:49:43.139
So, that's that is my recommendation is everybody.

386

00:49:43.139 --> 00:49:46.320
Identify what your needs are for your project or program.

387

00:49:46.320 --> 00:49:52.530
Identify your partners and stakeholders and then make sure that you understand who's responsible, accountable consultant and informed.

388

00:49:56.340 --> 00:49:59.880
Thanks Mandy ban I want to also, uh.

389

00:49:59.880 --> 00:50:04.980

Pitch that question to you, especially given all of the work that your organization does.

390

00:50:04.980 --> 00:50:09.869

In the stakeholder engagement world yeah, it.

391

00:50:09.869 --> 00:50:17.099

I think it's good to think about things from an ecosystem perspective and the sort of.

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00:50:17.635 --> 00:50:31.255

Walking sometimes more complicated. I think there are great opportunities to play to, to sort of the benefits of different stakeholders and the strengths and realizing that in many ways.

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00:50:31.735 --> 00:50:40.885

A lot of the setup can be focused around what is the communications role of the project and why does that matter? And how does that help engage a broader community? What's the technical side?

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00:50:41.065 --> 00:50:50.184

And so, do you have a partner within that ecosystem that can focus on supporting some of the technical issues that can arise, or might come out of this? What's the data side?

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00:50:50.184 --> 00:50:50.425

So,

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00:50:50.425 --> 00:51:00.085

are there parts of this where you're tracking and thinking about measurement evaluation and learning those are all sort of different parts of the ecosystem but I think in general,

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00:51:01.885 --> 00:51:06.204

this is a transportation electrification and transportation in general touches everyone.

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00:51:06.204 --> 00:51:06.355

So.

399

00:51:06.869 --> 00:51:18.630

Car and 93% of households. Right and so the idea that there's a big, huge tent to be able to engage, I think is good to think about. And then how it can fit into your project.

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00:51:23.280 --> 00:51:35.489

Thanks, Ben so I am seeing so a couple of questions about what we mean by disadvantage or impacted communities, and I will just note that.

401

00:51:35.489 --> 00:51:38.730

Um, that is something that is, um.

402

00:51:39.085 --> 00:51:53.304

There is an interim definition that the state is using and included in our prize websites and in the resources, there's a map tool. Um, so you can go there there. It will identify for you which areas in the state.

403

00:51:54.474 --> 00:52:04.914

Qualify given the interim definition and what those specific criteria are, and it also has the utility territories. So you can identify.

404

00:52:06.085 --> 00:52:17.215

Are you in content territory are you in national grid territory, et cetera in the state so there for the clean neighborhoods and electric mobility challenge.

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00:52:17.695 --> 00:52:22.585

It is requiring required that you are benefiting 1 or more disadvantage,

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00:52:22.585 --> 00:52:26.425

communities per that definition and then,

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00:52:26.753 --> 00:52:30.565

in order to receive the higher scores for electric truck and bus challenge,

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00:52:31.284 --> 00:52:36.054

your efforts need to be tort guided toward 1 of those communities as well.

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00:52:36.594 --> 00:52:40.764

So that is something that is a state definition that is applicable to this program.

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00:52:41.099 --> 00:52:44.099

Okay.

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00:52:44.099 --> 00:52:53.519

Let's see, there is a question about.

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00:52:53.519 --> 00:52:57.570

Sorry, let's see.

413

00:52:58.494 --> 00:53:09.625

Types of so I'm getting a lot of questions about what solutions are eligible it is. My company eligible is what we do eligible and that's not something that we're going to address here.

414

00:53:10.195 --> 00:53:22.735

I would just again encourage you to go to the specific websites and then on each website for the challenge there's either as we show on the screen for the entire program,

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00:53:22.764 --> 00:53:29.184

there's this inquiry questions tracker or if you're interested in 1 of the specific challenges,

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00:53:29.364 --> 00:53:32.485

there is a contact email for all of those as well.

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00:53:32.485 --> 00:53:41.934

So, for example, questions at clean neighborhoods, challenge dot org. So addressing all of the inquiries to those specific areas.

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00:53:48.449 --> 00:53:48.780

So,

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00:53:48.775 --> 00:53:52.255

looking at some additional trends also,

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00:53:52.255 --> 00:54:06.175

just wanted to 1 of the questions is about sort of personal mobility or personal options versus goods movements and just want to note that in addition to the challenge that is electric truck and bus,

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00:54:06.175 --> 00:54:08.034

which could include delivery fleets.

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00:54:09.264 --> 00:54:17.905

There's the clean neighborhoods challenge, which is looking holistically at some of these community benefits. So think it didn't come out as much in the remarks.

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00:54:17.934 --> 00:54:27.744

So wanted to throw to the panelists if you have any high level thoughts on, on trends, in particular in the goods movement, versus people movement space.

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00:54:28.019 --> 00:54:32.400

I'm happy to jump in briefly.

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00:54:32.400 --> 00:54:36.059

You know, I think there's, there's a couple of things.

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00:54:36.059 --> 00:54:42.719

1 is, you know, even just as recently as, you know, 2 or 3 years ago, it wasn't there weren't realistic.

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00:54:43.014 --> 00:54:56.875

Technology solutions when it comes to the movement of goods and services with electrification and now that's happening. And I think also, so that manufacturers are building the trucks and it's refrigerator trucks all the way up through class.

428

00:54:56.875 --> 00:55:11.244

A, and it, it's really kind of an amazing thing that we've made that kind of big technology jump, but there are still a lot of things to figure out in that process. And so there are things around how do you deal with demand response?

429

00:55:11.244 --> 00:55:23.094

How do you deal with the infrastructure needs to support that or even by way of example, Ikea is working to electrify its entire fleet in the city of New York right now, and they don't own their trucks.

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00:55:23.125 --> 00:55:34.375

So they have to think through the process of how do they support the contracted services to be able to electrify that system. So there's a lot of need for solutions and testing and proof of concept.

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00:55:34.375 --> 00:55:39.775

And I think that's what's really exciting about a focus on delivery of goods.

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00:55:42.480 --> 00:55:46.949

I'll I'd like to it.

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00:55:46.949 --> 00:55:51.300

Did you want to jump in there? Because I liked it.

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00:55:51.300 --> 00:55:54.869

Go ahead, Mandy, I'll follow.

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00:55:54.869 --> 00:56:07.704

I was gonna say, I'm seeing a more trend with freight movement also wanting to be connected to our infrastructure. So regardless of electrification, we're looking to also conserve and tailpipe emission.

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00:56:08.545 --> 00:56:18.295

We did a portion of our connected vehicle project. That was freight signal priority to help continue to keep the trucks moving through the court or so we didn't see the stop starts.

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00:56:18.594 --> 00:56:24.744

We're starting to look at that more broadly through traffic safety, maintenance operations, which is more of a, uh, federal terms too, though.

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00:56:25.465 --> 00:56:33.744

So, we're seeing much more integration and connected vehicle technology with our infrastructure to reduce emissions and demand on battery as well.

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00:56:37.289 --> 00:56:46.619

Great. And I was just going to add that we're already seeing interest across, um, has been set up through class 8. um.

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00:56:47.065 --> 00:56:58.195

Customers interested in electrifying and that goes from small delivery bands up through drinks delivery,

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00:56:58.195 --> 00:56:58.764

which is,

442

00:56:58.795 --> 00:56:59.094
you know,

443
00:56:59.125 --> 00:56:59.485
big,

444
00:56:59.514 --> 00:56:59.755
big,

445
00:56:59.755 --> 00:57:00.594
heavy load,

446
00:57:01.105 --> 00:57:02.275
heavier duty vehicle.

447
00:57:02.815 --> 00:57:04.704
And it seems like.

448
00:57:05.670 --> 00:57:20.340
In a lot of ways, the denser territories can actually be a pretty good fit for electrification because there really aren't all that many vehicle miles traveled in a day. Some delivery companies have said they might travel something like 6 miles.

449
00:57:20.340 --> 00:57:33.570
During an entire day, just in the world that we live in going from block to block to block within a certain region of the city. And so when you think about optimizing costs, you can really.

450
00:57:33.925 --> 00:57:40.644
Get a, a lot out of the charging infrastructure, just from charging, for example, overnight on some L2 charger.

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00:57:40.644 --> 00:57:50.005
So, I think in in a denser territory, there can be some nice opportunities for electrification that may not quite be cost effective.

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00:57:52.255 --> 00:58:05.784
When it comes to the infrastructure and more extended territory, another thing that Ben said that I just wanted to piggyback on is, as you think about the model and sort of how you're partnering with your team.

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00:58:06.175 --> 00:58:20.094

There is always this interesting configuration between who owns the vehicles. Who owns the charging infrastructure? Where's everything parking who's operating the vehicles and it's often not the same entity.

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00:58:20.364 --> 00:58:27.894

And so you want to think carefully about how the project is going to be financed,

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00:58:28.164 --> 00:58:38.875

where the risk sits and how you're really going to put together a viable team to kind of meet all those different components of a project.

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00:58:40.074 --> 00:58:41.454

And lastly.

457

00:58:42.059 --> 00:58:54.175

Just, when you think about especially the people movement, as I mentioned, you, you're not necessarily seeing a lot of my customers buying personal cars right now, but there are a whole host of options.

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00:58:54.175 --> 00:59:02.034

There's excessive ride, elder transit obviously municipal transit there's scooters and.

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00:59:03.179 --> 00:59:17.670

Mopeds and all all sorts of different bikes, bikes and all sorts of different vehicles that can really be tailored to different communities and different writers.

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00:59:21.235 --> 00:59:35.335

Thanks so, with that, I'm going to wrap up the webinar. So thank you all for joining us and a huge thank you again to our 3 speakers. Brit, Ben and Mandy Thank you. All for your questions.

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00:59:35.605 --> 00:59:47.094

As I noted, there were a lot that were kind of more about eligibility, so please do visit the websites. And if you have additional questions, you can direct direct them to the contact emails there.

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00:59:47.364 --> 00:59:47.695

So,

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00:59:47.695 --> 01:00:02.454

just a few reminders that this was recorded and will be posted on the resources pages on the websites reminder that the registration deadline in order to submit a proposal is July 22nd

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01:00:02.454 --> 01:00:04.855
at 3 PM Eastern time.

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01:00:04.855 --> 01:00:09.894
And the proposal deadlines are between August, 24th and 26, depending on the challenge.

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01:00:11.610 --> 01:00:20.664
We will be hosting our 2nd of the 3 series on May 18th at 5 PM Eastern that's focused on successful partnerships and teaming.

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01:00:20.664 --> 01:00:29.994
So I think we'll be digging in a lot more and echoing what you heard from the panelists today and some of mandy's takeaways in particular and again,

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01:00:29.994 --> 01:00:39.894
please visit www.cleantransportationprizes.org for more information on the prizes and to apply and spread the word.

469

01:00:40.469 --> 01:00:43.980
So, thank you all Thank you most of your day.