ELECTRIFY THE SOUTH COLLABORATIVE
11.13.24

Southern Alliance for Clean Energy

SSDN SOUTHEAST SUSTAINABILITY DIRECTORS NETWORK

ETS Collaborative

The Electrify the South Collaborative creates a community of learning for Southeastern local governments to identify resources, tools, and partnerships to implement transportation electrification goals. The Collaborative helps build local government capacity, enhance peer-to-peer networks, and ensure equitable access to electric transportation benefits across urban and rural communities.

The Collaborative is facilitated by Southern Alliance for Clean Energy (SACE) and Southeast Sustainability Directors Network (SSDN).

Agenda

10:00-10:05 Welcome, Introductions
10:05-10:10 Resource and website review
10:10-10:30 Volterra Fire Truck-Cary, NC
10:30-11:20 Topical Conversations

- Permitting Discussion
- Decision Tree Resource for Fleets

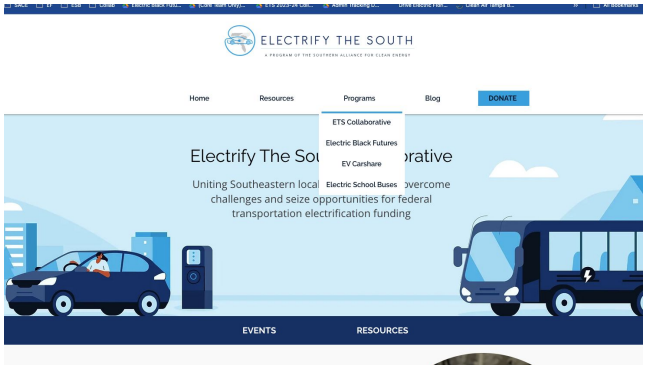
11:20-11:25 Updates
11:25-11:30 Save the date and wrap-up

Upcoming Meetings

Virtual Meetings:

January 29, 2026
March 12, 2026

Resource Review: Website, Directory, Adding New Members



https://www.electrifythesouth.org/ets-collaborative

Resource Guide

Utility Programs

Volterra Fire Truck-Cary, NC

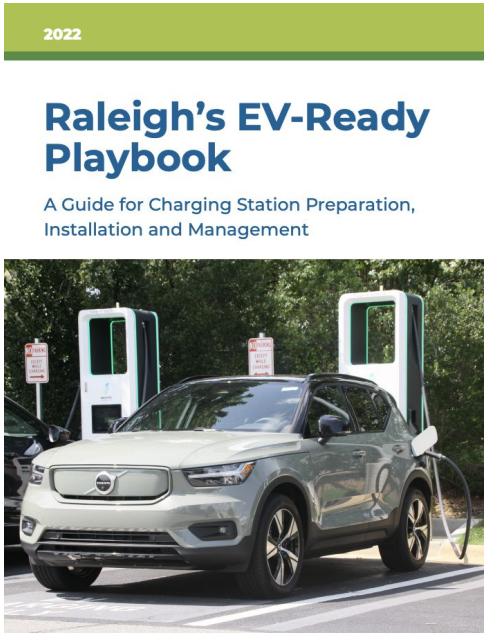
Sara Caliendo
Energy Manager
Town of Cary, NC

Permitting Conversation

Greg Sponseller
Holly Springs, NC

Jacob Bolin
Electric Transportation Specialist
Advanced Energy

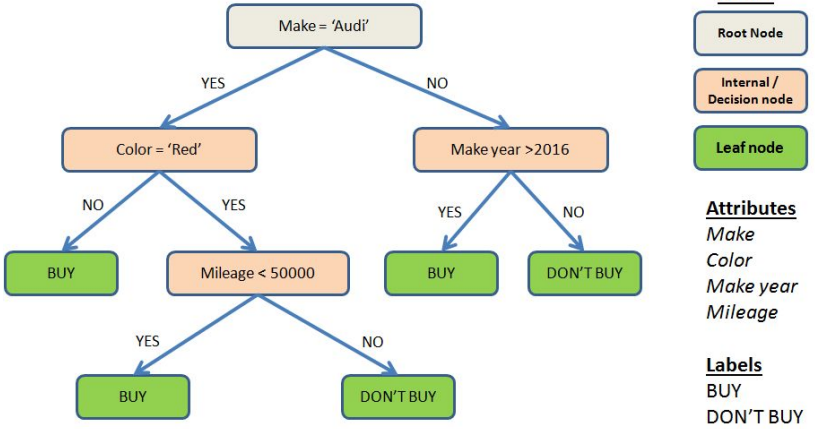
Permitting Conversation



Raleigh Playbook:
https://www.advancedenergy.org/wp-content/uploads/imported-files/City-of-Raleigh-Playbook-Final-Version.pdf

Electric Fleet Decision Tree

A strategic framework for municipal fleet electrification.



Electric Fleet Decision Tree

1. Foundations: Policy, Planning, and Governance

Strategic Alignment

1. Does your municipality have planning efforts e.g. Comprehensive plan, Unified Development Ordinance, Strategic Plan, Energy Plan, or Sustainability Plan that can be leveraged as rational for transportation electrification?
2. Is there a formal policy or resolution supporting fleet electrification?
3. Do you have a sustainable, resilient, or financially prudent fleet policy?
4. Do you have a fleet utilization policy?
5. Do you have a fleet standardization policy?
6. Do you have a vehicle take home policy?

Governance and Decision Making

7. Is the fleet centralized with a single decision maker for procurement?
8. Have legal or regulatory barriers to EV adoption been identified?

Operational Flexibility

9. Have you considered pooling or shared-use models?
10. Have you explored leasing EVs versus purchasing for the fleet?

Electric Fleet Decision Tree

2. Planning and Feasibility

Leadership and Stakeholder Engagement

1. Is there support from leadership for integrating EVs into the fleet or does it need to be developed?
2. Is there support from a department or departments for integrating EVs into the fleet or does it need to be developed?
3. Has an internal team been formed with clear roles?
4. Have external partners and stakeholders been identified?

Utility Coordination

5. Have you engaged your electrical utility to understand costs and available programs?
6. Have you engaged your electrical utility to assess facility/grid capacity?
7. Have you engaged your utility to plan for upgrades if needed?

Fleet Assessment

8. Has a baseline analysis of the fleet been conducted to identify which vehicles are replaceable with electric vehicles including: vehicle type and driving/duty requirements including daily driving requirements?
9. Does your municipality collect telematic data of the fleet?
10. Does your municipality collect telematic data of the motor pool?
11. Does your municipality collect telematic data from the transit agency?
12. Do you know your fleets' replacement cycle including what vehicles are due for replacement per year for the next 10 years?

Electric Fleet Decision Tree

3. Vehicle Selection and Charging Alignment

Vehicle Use Case Analysis

1. Have you categorized vehicles by duty cycle (light-, medium-heavy-duty)?
2. Have you identified primary use cases (e.g. admin, public works, police, mission essential after an emergency)?
3. Have you assessed daily mileage requirements and seasonal variations?
4. Have you identified: payload, towing, cargo and space needs?

Domicile Location Assessment

5. Do you know where your vehicles domicile overnight (depot, satellite facility, or take-home)?
6. Has your city assessed charging feasibility at each location (electrical capacity, space, security, and access?

Dwell Time Considerations

7. Have you calculated average dwell time (overnight and mid-day)?
8. Can dwell time support Level 1, Level 2, or DC fast charging)?

Range and Battery Sizing

9. Have you matched vehicle range to duty cycles that buffer for: weather, detours, auxiliary loads?
10. Have you accounted for battery degradation over time?

Electric Fleet Decision Tree

Vehicle Model Selection

11. Have you identified EV models based on warranty, service and availability?
12. Have you reviewed total cost of ownership (TCO)?
13. Have you considered manufacturer support and fleet discounts?

Charger Assessment

14. Have you done an EVSE needs assessment to establish your fleet's charging needs?
15. Do you have a fund balance for the purchase of EVSE equipment?
16. Have you identified suitable EVSE?
17. Have you considered cost estimates for purchasing, installing, and maintaining charging equipment?

Municipal Capacity for Charging

18. Does your city have the capacity to install its own charging infrastructure?
19. Does the city have the capacity to operate and maintain the charging equipment?
20. Does the municipality plan to use networked charging stations?
21. Do you have a Fuel/EV Management system, (Charging Management Software System)?
22. Does the municipality plan to have systems in place to manage charging?

Electric Fleet Decision Tree

4. Design and Procurement

1. Have you coordinated with leadership, finance and procurement teams?
2. Is there a funding plan for EVSE?
3. Have you prioritized charging station locations based on fleet needs and facility capacity?
4. Do you have a finalized charger procurement and installation plan?
5. Has the utility finalized the site plan?
6. Do you have a vehicle procurement strategy aligned with your replacement schedule?
7. Do you have a contingency plan for emergencies or equipment failures?
8. Have cybersecurity risks for networked EVSE been assessed?
9. Is there integration with fleet management or municipal IT systems?

Electric Fleet Decision Tree

5. Operations and Management

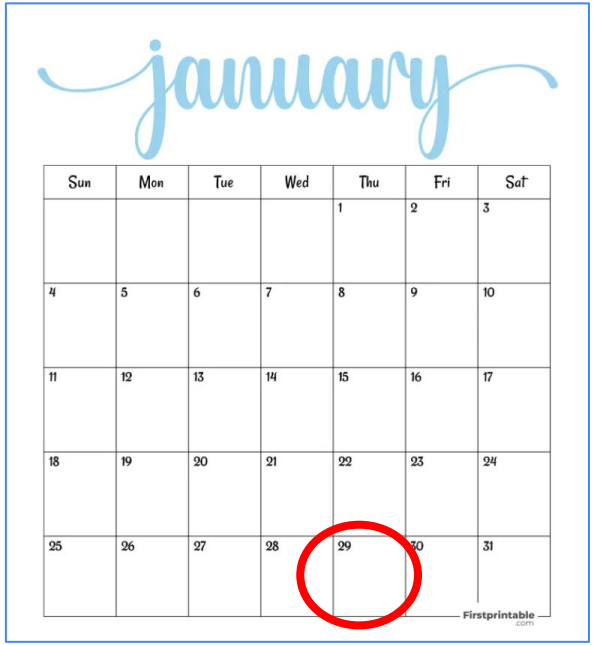
1. Is there a daily charging plan in place?
2. Is there a contingency plan for operational disruptions?
3. Do you have a training plan for drivers (charging expectations, SOPs)?
4. Do you have a training plan for technicians (vehicle and EVSE maintenance)?
5. Do you have a training plan for service technicians (EV fire safety)?
6. Do you have a training plan for first responders (EV fire safety)?
7. Will the municipality maintain the EVSE?
8. Is there a data system to monitor EV and EVSE usage?

Electric Fleet Decision Tree

6. Evaluation and Growth

1. Are there key performance indicators (KPIs) in place to track energy savings?
2. Are there key performance indicators (KPIs) in place to track cost savings?
3. Are there key performance indicators (KPIs) in place to track emissions reductions?
4. Is there a plan to evaluate the effectiveness of the electrification strategy?
5. Is there a plan to scale the program based on performance?
6. Is there a plan for battery recycling or second-use life?
7. Is there a plan for decommissioning or resale of EVs?

See You January 29th
10-11:30 AM Virtually!



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