



# Municipal Fleet Electrification

2021 NJLM Conference

November 18th, 2021





# Speakers

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**Mayor Andre Sayegh**

City of Patterson

**Brian McDermott**

Chief of Fire Department  
City of Patterson

**Maria Connolly**

Principal Planner  
New Jersey Department of Community Affairs

**Victoria Carey**

Senior Project Officer  
New Jersey Economic Development Authority

**Cathleen Lewis**

E Mobility Program Manager  
New Jersey Board of Public Utilities



# What is Sustainable Jersey?

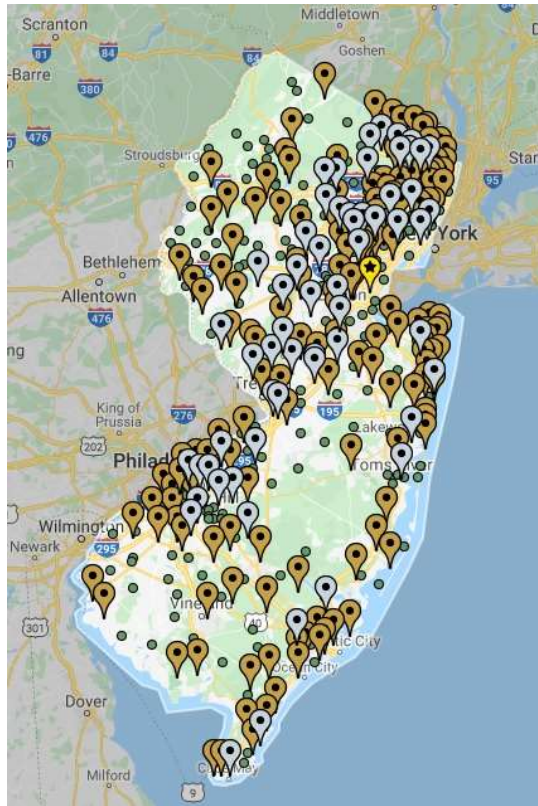
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- **Certification program** for municipalities and schools
- **Tools, resources, and guidance** to help municipalities and schools become more sustainable
- **Grants and funding** for municipalities and schools
- **Regional Hubs**

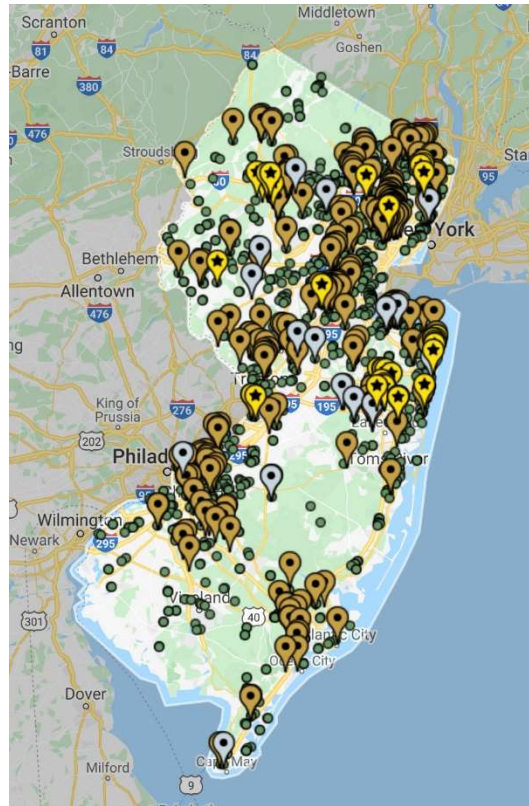




# Program Participants



Municipal Program



Schools Program

## Municipal Program

- 460 (81%) participating
- 219 Certified
  - 155 Bronze
  - 64 Silver

## Schools Program

- 374 (54%) of school districts
- 1025 schools participating
- 335 schools certified
  - 292 Bronze
  - 43 Silver





# Sustainable Jersey Energy Actions

	Energy Efficiency	Renewable Energy	Alternative Fuel Vehicles
<b>Municipal Operations</b>	<ul style="list-style-type: none"> <li>• Energy Efficiency for Municipal Facilities</li> <li>• Energy Tracking and Management</li> </ul>	<ul style="list-style-type: none"> <li>• On-Site Geothermal System</li> <li>• On-Site Solar System +10 pt storage/resilience + 5 pt solar thermal</li> <li>• On-Site Wind System</li> <li>• Buy Renewable Energy</li> </ul>	<ul style="list-style-type: none"> <li>• Fleet Inventory</li> <li>• Purchase Alternative Fuel Vehicles</li> <li>• Meet Green Fleet Targets</li> </ul>
<b>Community Energy Use</b>	<ul style="list-style-type: none"> <li>• Energy Assistance Outreach</li> <li>• Commercial Energy Efficiency Outreach</li> <li>• Residential Energy Efficiency Outreach</li> </ul>	<ul style="list-style-type: none"> <li>• Make Your Town Solar Friendly</li> <li>• Municipally Supported Community Solar</li> <li>• Community-Led Solar Initiatives</li> <li>• Renewable Government Energy Aggregation R-GEA</li> </ul>	<ul style="list-style-type: none"> <li>• Make Your Town Electric Vehicle (EV) Friendly</li> <li>• Public EV Chargers</li> <li>• Electric Vehicle Outreach</li> </ul>



# Sustainable Jersey EV Actions

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## Fleet Inventory

- Assists municipalities in completing municipal fleet inventory
- Includes spreadsheet that automatically calculates carbon emissions of municipal fleet

## Public EV Charging Infrastructure

- Awards points for installation of municipally-supported public EV charging stations

## Purchase Alternative Fuel Vehicles

- Awards points for purchase of electric and other alternative fuel fleet vehicles



The Borough of Runnemede added a Chevy Bolt to its fleet.



# Electric Vehicle Outreach Action

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- **Select two audience types to target**

- Residential
- Commercial
- Multifamily
- Commercial fleets
- Workplaces
- Auto dealerships



- **For each selected audience, complete 2 outreach activities such as**

- Webpage on green team or municipal website
- Create & distribute a brochure, flyer, and/or newsletter
- Table and/or present at local events
- Social media and/or email campaign
- Award recognizing individuals/businesses for EV/EVSE accomplishments
- “Ride and drive” or other EV-centric event

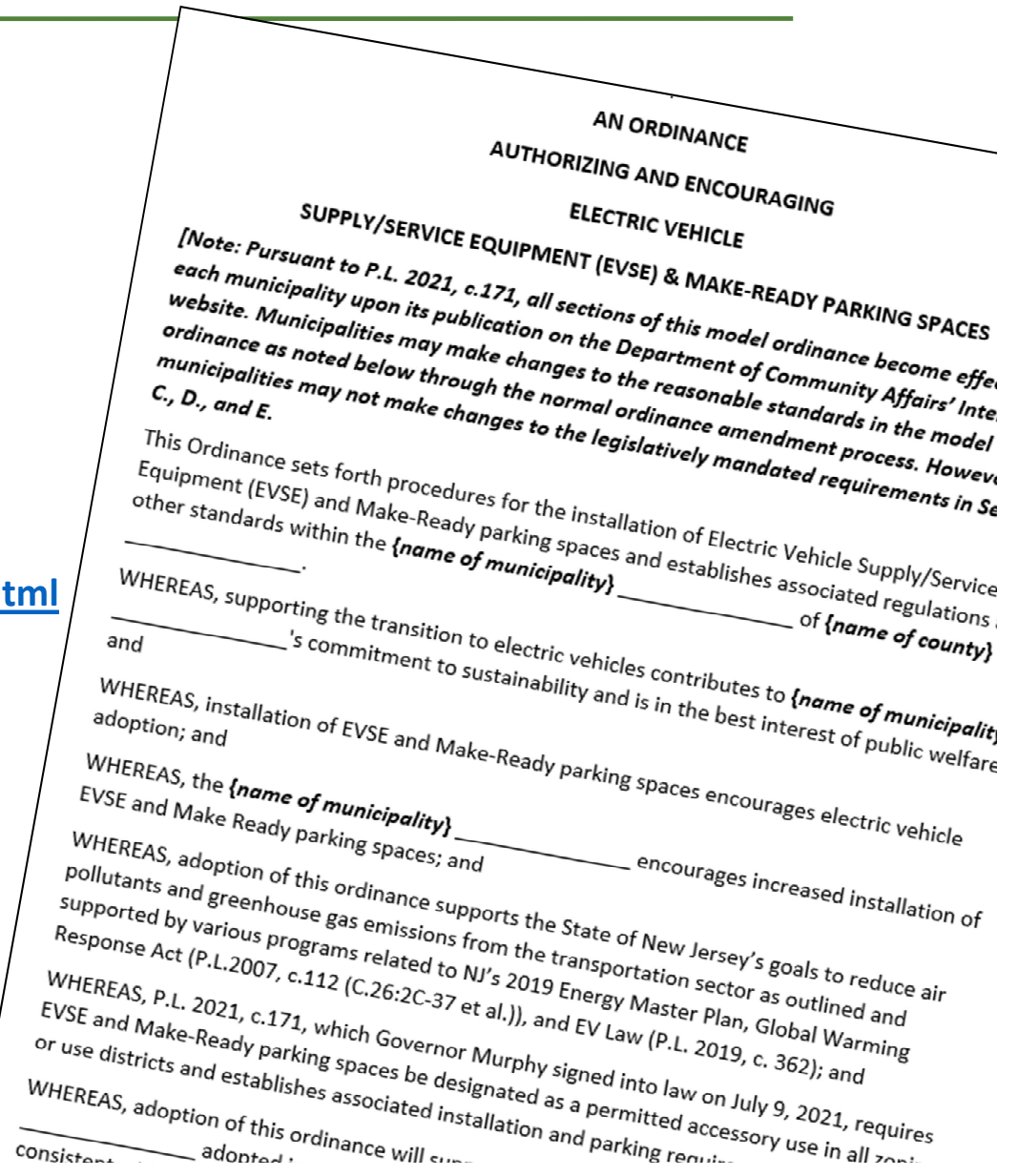


# Make Your Town EV Friendly

- Adopt Model Statewide EVSE Ordinance
- Update land use code
- First responder training

## DCA Model Statewide EVSE Ordinance

[nj.gov/dca/dlps/home/modelEVordnance.shtml](https://nj.gov/dca/dlps/home/modelEVordnance.shtml)







# EV Considerations – Total Cost

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**Purchase price of vehicle**  
(with incentives)

**+ Fuel cost**

lightweight EV fuel cost  
in NJ is 51.4% less\*

**+ Maintenance**

average between 20 – 25% less\*\*

**= Total Cost of Ownership**

When comparing the cost  
of an EV with a traditional  
vehicle consider  
**Total Cost of Ownership.**

\*University of Michigan. *Relative Costs of Driving Electric and Gasoline Vehicles in the Individual U.S. States.* 2018. <http://umich.edu/~umtristwt/PDF/SWT-2018-1.pdf>

\*\* New York City. *Reducing Maintenance Costs With Electric Vehicles.* 2019. <https://www1.nyc.gov/assets/dcas/downloads/pdf/fleet/ NYC-Fleet-Newsletter-255-March-8-2019-Reducing-Maintenance-Costs-With-Electric-Vehicles.pdf>



# EV Considerations

## Vehicle Miles Travelled

Select vehicles that:

- Are driven enough to allow lower fueling and maintenance costs to offset higher vehicle price
- Have enough downtime to be charged between duty cycles

## Parking and Charging

- Where will vehicle be parked?
- Will charging infrastructure be available?

Sustainable Jersey Webinar

[Join the EVolution!](#) - EV Charging information

## What do the fleet users think about adding EVs to the fleet?

Will fleet users embrace the new technologies?

- Arrange a test drive/demo
- Outreach to fleet users

Users may have information about vehicle usage that can inform vehicle purchases



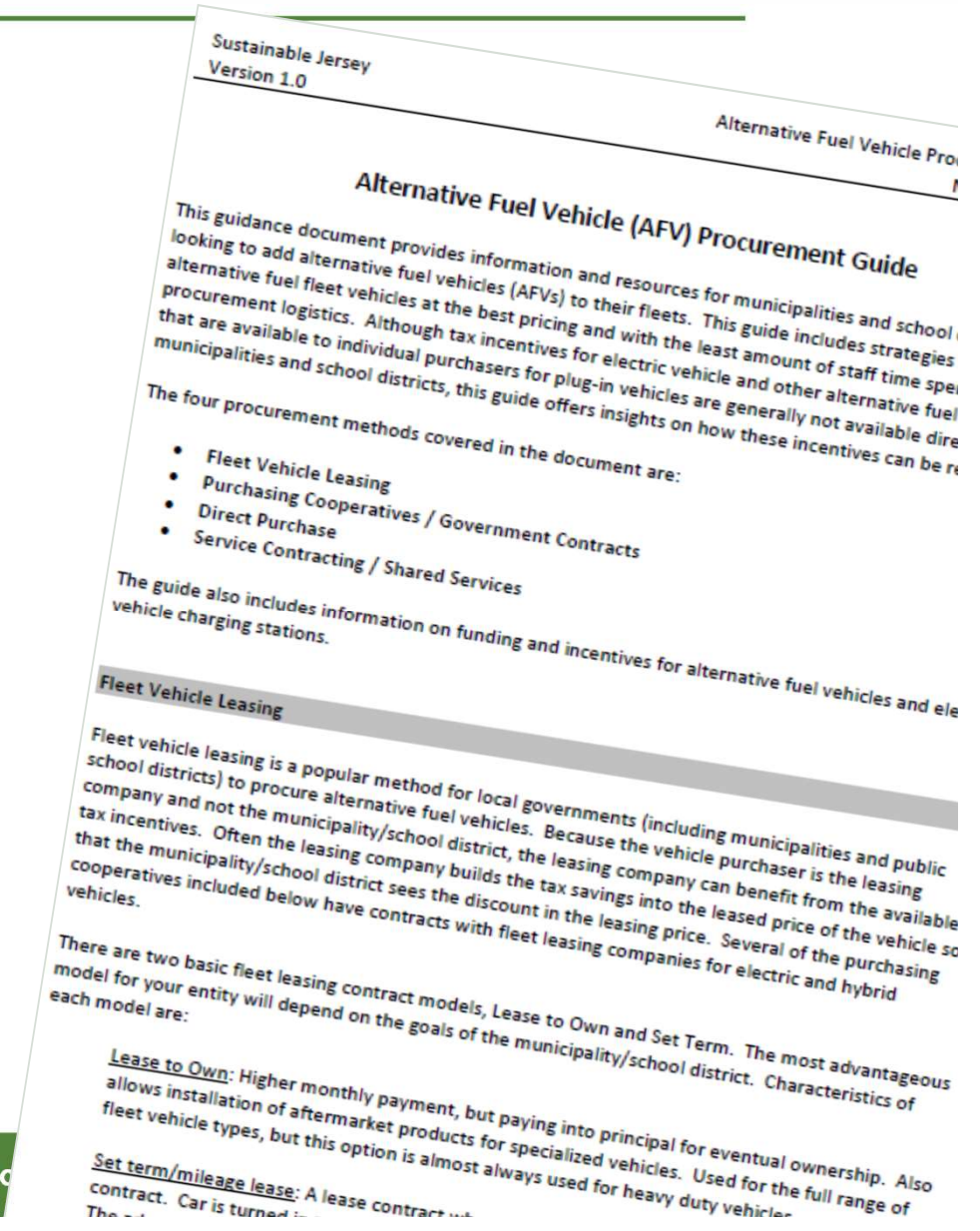
# Procurement Guidance

## Sustainable Jersey Alternative Fuel Vehicle Procurement Guide

- Fleet Leasing
- Purchasing Cooperatives/Government Contracts
- Direct Purchase Options
- Service Contracts/Shared Service

[sustainablejersey.com/  
resources/publications/  
energy-guidebooks/](https://sustainablejersey.com/resources/publications/energy-guidebooks/)

Facebook: SustainableJersey | Twitter: @SJ\_Program, @SJ\_Schools





# Upcoming Energy Events

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## Sustainable Jersey Webinars

- **Community Energy Plan Grants: A Primer**
  - **December 1, 2021, 1:00pm – 2:30pm**
- **Make Your Town EV Friendly: New Statewide Model EV Ordinance, New Sustainable Jersey Actions, New Funding**
  - **December 7, 2021, 1:00pm – 2:30pm**
- **Creating a Community Energy Plan: Resources and Technical Assistance**
  - **January 12, 2022, 1:00pm – 2:30pm**
- **Funding for Transitioning Fleets to EVs**
  - **January 26, 2022, 1:00pm – 2:30pm**



# Sustainable Jersey Supporters & Sponsors

## Program Underwriters



## Grants Program

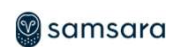


## Corporate Sponsors

### PLATINUM



### GOLD



# City of Paterson EV Project

BRIAN J. MCDERMOTT  
PATERSON FIRE CHIEF

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# Personal Statement....if I can do it, so can you

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The Fire Chief manages EV? Why?

Innovative Leadership; Let people think

I owe it to my kids....and yours

Build on frustration; I've had enough

"We are a distressed City. This should be the last thing you push for.".....umm, no



This is Why

# Process...Nothing New, Just for us it is

Recognize the need and get motivated to move

Fully assess your fleet, with photos, to show the deplorable condition and focus on safety, cost savings and liability reduction.

Prepare a cost analysis and work closely with your leaders to gain buy-in so they allow you to take charge and affect change

Find great people like sustainable Jersey who motivate you. Listen to their thoughts and receive guidance.

Pay attention and speak up at meetings

Seek expert help. Remember, I'm a Fire Chief? Charging echo system, vehicles and vision.

Don't give in any area.....see photo

## BUSIEST AMBULANCE

DEPARTMENT	BUSIEST AMBULANCE	RUNS
1. Chicago, IL.....	A10.....	7,772
2. St. Louis, MO.....	M10.....	7,569
3. Baltimore City, MD.....	M16.....	7,263
4. San Diego, CA.....	M1.....	7,216
5. Paterson, NJ.....	AMB91.....	6,838

Can you imagine the Carbon Footprint of this diesel vehicle?  
6,838 hours of operation plus 200 daily idle inspection hours  
Roughly 7,000 hours versus 8,765 hours in a year



# More Process

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Review cooperatives and State Contracts for availability and what fits price and functionality

Rebates, rebates, rebates....maximize your benefit. NJBPU Clean Fleet Electric Vehicle INCENTIVE Program

Assess property for infrastructure upgrades. Level 1, 2 or 3 and will you sell the power.

Where to start to keep people happy and centralize infrastructure. My focus is DOH, because where else could you send a better message. They will be the launch pad. Then Community Improvement, because the name speaks for itself.

Figure where to start with your first ask. In my case the cost benefit was approved due to recognition, trust and buy-in from a supportive BA, Mayor and Council.

Begin the purchase and continue to look for grants everywhere. It is extremely dynamic.



# Start Small

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O.R.T.



City Vehicles



Infrastructure



# Think Big

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# Thank you...you can do this!

I'd love partners in this, just sayin' \$\$\$



Make Change



Represent Positively



Give Back



Command the Fight



Perform for those that Protect



For Our Youth to Thrive







# **DCA Statewide Model Municipal EV Ordinance**

**(Effective Sept. 1, 2021)**

**11/18/21**



# Model Municipal EV Ordinance

- Written with support from the DEP and BPU to comply with [P.L. 2021, c. 171](#), which Governor Phil Murphy signed into law on July 9, 2021.
  - Law requires that Electric Vehicle Supply/Service Equipment (EVSE) and Make-Ready parking spaces be designated as a permitted accessory use in all zoning or use districts and establishes associated installation and parking requirements related to EVSE in New Jersey's 565 municipalities. Requires DCA publish a model land use ordinance to implement the law.
- DCA published **Model EV Ordinance on September 1, 2021**, that includes mandatory provisions from the law. Municipalities cannot change these provisions.
- Model EV Ordinance also addresses **sightline, installation and setback requirements** and other **health- and safety-related specs** for EVSE & Make-Ready parking spaces ("Reasonable Standards"). Municipalities can change this part of the ordinance.
- **Effective immediately** in each municipality. Supersedes any existing ordinances.
- Provisions must be incorporated into **RSIS and UCC**.
- Intent of the Model EV Ordinance is to ensure that municipalities are requiring installation in a **consistent manner** and to provide an ordinance that can be **easily used** by every municipality with no or minimal amendments.

# Mandatory Provisions: Approvals & Parking



- All Applications for installation of EVSE (charging station) or Make-Ready parking spaces **shall be** considered **permitted accessory use and permitted accessory structure in all zoning or use districts** and **shall not** require a variance.
- Applies to existing buildings and new buildings. If existing, it **shall not require site plan approval** and **shall be approved through issuance of zoning permit**.
- **Parking spaces** with EVSE and Make-Ready equipment **shall** be included in the calculation of **minimum required parking spaces**.
- **Parking spaces** with EVSE or Make-Ready **shall count as at least 2 parking spaces** (no more than 10% reduction of total).

# Mandatory Requirements for chargers and Make-Ready parking spaces for new construction

- As a condition of preliminary site plan approval, applications involving **new** multiple dwelling with  $\geq 5$  units:
  - Immediately: 15% of parking spaces shall be make-ready and 1/3 of those shall have EVSE installed;
  - Within 3 years: install EVSE in an additional 1/3 of the original 15%
  - Within 6 years: install EVSE in the final 1/3 of the original 15%.
  - Overall, at least 5% of EVSE must be accessible for people with disabilities
  - Can install EVSE at a faster pace

- Applications involving **new garage or parking lot not covered above:**

# of Parking Spaces	# of Make-Ready Required (can be EVSE)
$\leq 50$	1
51-75	2
76-100	3
101-150	4
> 150	4%

← 1 accessible

← 5% accessible

- Exempt: a retailer that provides 25 or fewer off-street parking spaces
- Municipality may encourage (but not require) additional EVSE or Make-Ready parking spaces.





# Reasonable Standards

- Municipalities may deviate from the Reasonable Standards (Section F) of the model ordinance by changing this section of the ordinance through the normal ordinance approval/amendment process. However, this does not authorize a municipality to require site plan review for the installation of EVSE or Make-Ready parking spaces.
- This Section of the ordinance covers the following:
  - Accessible EVSE and Make-Ready parking spaces (size, location)
  - EV only parking, violations, use of time limits (public vs. private)
  - Safety Issues (ID of EV spaces, lighting, setbacks, EVSE protection, mounting of EVSE, cord management system, maintenance)
  - Signage (regulatory and wayfinding/directional)
  - Usage Fees
- Location and layout of EVSE and Make-Ready parking spaces is expected to vary based on the design and use of the primary parking area. It is expected **flexibility** in this Section will be required to provide the most convenient and functional service to users.

# What's Next?

- Model Ordinance on DCA and LPS website:  
<https://www.nj.gov/dca/dlps/home/modelEVordinance.shtml>
- Changes can be made to the ordinance in the future. Changes to the EVSE and Make-Ready requirements must go through rule making. Changes to other parts of the ordinance do not.
- DEP & DCA working on BMP as companion to model ordinance.







# Additional laws

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1. P.L. 2019, c. 362 sets aggressive goals for New Jersey EV sales and public charging stations, requiring the establishment of rebates for EV purchases, and directing the state to electrify its fleet.  
<https://www.njleg.state.nj.us/2018/Bills/PL19/362 .PDF>
2. P.L. 2021, c. 168 [1653\\_R1a.PDF \(state.nj.us\)](#) encourages municipalities to identify appropriate locations for the development of publicly-available infrastructure for fueling or charging zero-emission vehicles when adopting redevelopment plans.
3. P.L. 2020, c. 108 prohibits common interest communities from adopting rules that prohibit or unreasonably restrict the installation or use of EVSE in the designated parking space of a unit owner.  
(<https://www.njleg.state.nj.us/2020/Bills/PL20/108 .PDF>).
4. P.L. 2020, c. 80 [80 .PDF \(state.nj.us\)](#) requires a developer to offer to install, or to provide for the installation of, an electric vehicle charging station into a dwelling unit when a prospective owner enters into negotiations with the developer to purchase a dwelling unit.
5. P.L. 2019, c. 267 [267 .PDF \(state.nj.us\)](#) encourages local units to plan for EVSE.

# FLYER: EV resources for local government



**Includes:**  
Incentives  
Procurement Tools  
Policy & Planning Support  
Sustainable Jersey Resources  
Resources for Residents

**Download from**  
[www.drivegreen.nj.gov/localresources.pdf](http://www.drivegreen.nj.gov/localresources.pdf)

# Contact Information

- Maria Connolly, Principal Planner

Local Planning Services, NJDCA: [maria.connolly@dca.nj.gov](mailto:maria.connolly@dca.nj.gov)





# **Ecosystem development and incentives for zero-emission medium- & heavy-duty vehicles**

November 18, 2021

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Victoria Carey – Senior Project Officer, New Jersey Economic Development Authority  
vcarey@njeda.com

## Transitioning our MHDVs to zero-emission alternatives is critical to becoming a stronger and fairer New Jersey



**Transportation accounts for 42% of NJ's emissions**, with a quarter coming from medium- and heavy-duty vehicles (MHDV) that impact overburdened communities disproportionately



In meeting our zero-emission vehicle and grid targets, **we can reduce net emissions especially in environmental justice communities**

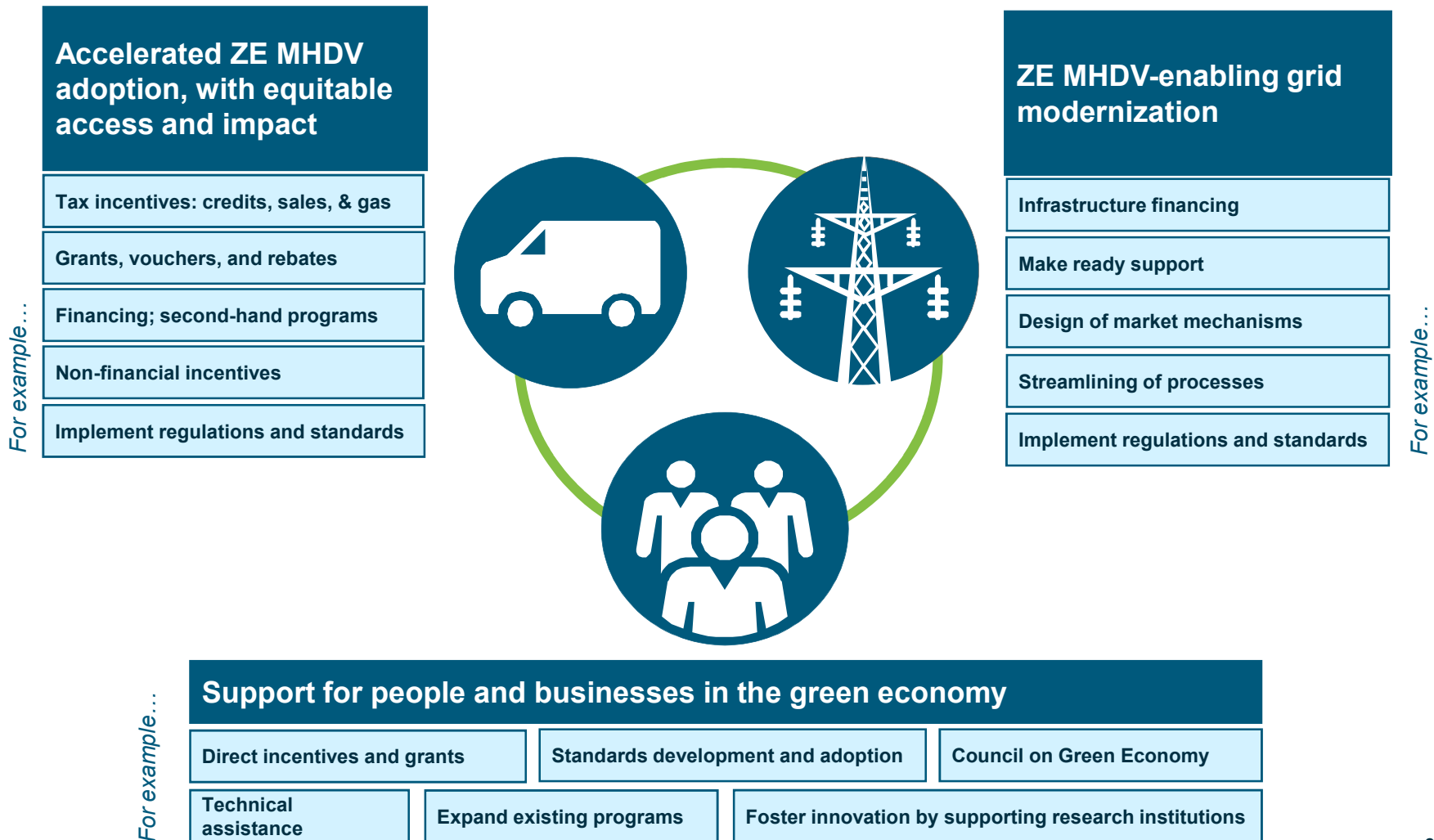


By pursuing the zero-emission MHDV transition, **we can create jobs and reduce costs, increasing economic opportunity**



**A cohesive financial, strategic, and regulatory tool set coordinated across government and industry – and driven by communities' self-identified needs – is key to meaningfully achieving our goals**

# Various tools and incentives are necessary to address the ZE MHDV transition at the intersection of environment, energy, and economy





## Why is the ZE MHDV transition a difficult problem to solve, and why does it require incentives?

There are many interdependent and deeply established factors that may slow adoption:

- 20- to 30-year **equipment lifespan** creates long lead time to transition
- **High upfront cost** compared to gas/diesel alternatives
- **Lack of sufficient charging infrastructure** for long-haul and high-power applications
- **Unclear residual/resale value and recycling/disposal requirements**
- **Weight restrictions** may limit shipment volumes, impacting the bottom-line
- Greater **vehicle specialization** and variety than light duty passenger vehicles

## **NJ ZIP: Zero-emission Incentive Program – At a glance**

### *Voucher Pilot for Medium Duty Vehicles*

#### ***What is NJ ZIP?***

NJ ZIP is a first come, first served pilot program for NJ businesses and institutions in eligible municipalities.

#### ***What is the purpose of this program?***

Reduce the upfront cost of buying a zero-emission medium-duty vehicle, leveraging RGGI funding

#### ***How much voucher funding is available?***

As of December 1, 2021, \$44.25M in total will be in the voucher pool, with funding still available!

Vouchers range from \$25,000 - \$100,000, with bonuses available for:

- small businesses
- women-, minority-, and veteran-owned businesses
- NJ manufacturers
- Vendors who provide technical training



# NJ ZIP pilot overview: Common questions

## What is 'medium-duty'?

For this program, any vehicle between Class 2b – Class 6, by weight (GVWR)

Class	GVWR	Voucher
Class 2b:	8,501 – 10,000 lbs	\$25,000
Class 3 :	10,001 – 14,000 lbs	\$55,000
Class 4 :	14,001 – 16,000 lbs	\$75,000
Class 5 :	16,001 – 19,500 lbs	\$85,000
Class 6 :	19,501 – 26,000 lbs	\$100,000

Trucks, buses, vans, specialty vehicles, etc. are all eligible in these ranges.

**Class Two: 6,001 to 10,000 lbs.**

Crew Size Pickup   Full Size Pickup   Mini Bus   Minivan   Step Van   Utility Van

**Class Four: 14,001 to 16,000 lbs.**

City Delivery   Conventional Van   Landscape Utility   Large Walk In

**Class Three: 10,001 to 14,000 lbs.**

City Delivery   Mini Bus   Walk In

**Class Five: 16,001 to 19,500 lbs.**

Bucket   City Delivery   Large Walk In

Examples from FHWA

**Class Six: 19,501 to 26,000 lbs.**

Beverage   Rack   School Bus   Single Axle Van   Refuse

# NJ ZIP program overview: Common questions

## *What municipalities are eligible for the pilot?*

The municipalities with overburdened communities within or intersected by a 10-mile radius circle centered on the name municipality

### **Greater Newark Area**

Bayonne, Belleville, Bloomfield, Carlstadt, Carteret, Clark, Clifton, Cranford, East Newark, East Orange, East Rutherford, Elizabeth, Glenridge, Guttenberg, Harrison, Hillside, Hoboken, Irvington, Jersey City, Kearney, Kenilworth, Linden, Little Falls, Livingston, Lyndhurst, Maplewood, Millburn, Montclair, Moonachie, Newark, North Arlington, North Bergen, Nutley, Orange, Passaic, Rahway, Roselle, Roselle Park, Rutherford, Secaucus, South Orange, Springfield, Summit, Union City, Verona, Wallington, Weehawken, West New York, West Orange, Winfield, Woodridge

### **Greater Camden Area**

Bellmawr, Camden, Cherry Hill, Cinnaminson, Collingswood, Delran, Deptford, Gloucester, Lawnside, Lindenwold, Magnolia, Maple Shade, Merchantville, Mount Ephraim, Mount Laurel, Palmyra, Paulsboro, Pennsauken, Riverside, Somerdale, Stratford, Voorhees, Washington, West Deptford, Westville, Woodbury, Woodlynne

### **Greater New Brunswick Area**

Bound Brook, Bridgewater, Clark, Dunellen, East Brunswick, Edison, Franklin, Green Brook, Highland Park, Hillsborough, Jamesburg, Manville, Metuchen, Middlesex, Monroe, Montgomery, New Brunswick, North Brunswick, North Plainfield, Old Bridge, Perth Amboy, Piscataway, Plainfield, Raritan, Sayreville, Scotch Plains, Somerville, South Amboy, South Bound Brook, South Brunswick, South Plainfield, South River, Spotswood, Woodbridge

### **Greater Shore Area (on December 1):**

Absecon, Asbury Park, Atlantic City, Barnegat Township, Berkeley Township, Bradley Beach Borough, Brick Township, Brigantine, Cape May, Colts Neck Township, Eatontown Borough, Egg Harbor City, Egg Harbor Township, Farmingdale Borough, Galloway Township, Highlands Borough, Holmdel Township, Howell Township, Keansburg Borough, Keyport Borough, Lacey Township, Lakewood Township, Little Egg Harbor Township, Long Branch, Lower Township, Manchester Township, Middle Township, Middletown Township, Neptune City Borough, Neptune Township, North Wildwood, Northfield, Ocean City, Ocean Gate Borough, Ocean Township, Pleasantville, Point Pleasant Beach Borough, Red Bank Borough, Seaside Heights Borough, Shrewsbury Township, Somers Point, South Toms River Borough, Stafford Township, Tinton Falls Borough, Toms River Township, Tuckerton Borough, Union Beach Borough, Ventnor City, Wildwood, Woodbine Borough

## NJ ZIP program overview: Common questions

### How do I calculate my potential voucher amount?

You don't have to! The application auto-calculates. But for example...

*You are a small, women- and veteran-owned NJ business. You need to buy (1) Class 3 vehicle to add to your fleet. You find an approved Vendor who sells a zero-emission version, and get a quote of **\$125,000 pre-voucher** for the vehicle.*

$$\text{Voucher amount} = \left( \begin{array}{c} \text{Base} \\ \text{voucher} \\ \text{amount} \end{array} \times \begin{array}{c} \text{Small} \\ \text{business} \\ \text{bonus} \end{array} \right) + \begin{array}{c} \text{Woman-owned} \\ \text{business bonus} \end{array} + \begin{array}{c} \text{Veteran-owned} \\ \text{business bonus} \end{array}$$

$$\text{Voucher amount} = ( \$55,000 \times 1.25 ) + \$4,000 + \$4,000$$

$$\text{Voucher amount} = \$76,750$$

$$\text{Upfront cost to buyer} = \$125,000 - \$76,750 = \$48,250 \text{ final cost with voucher}$$



# NJ ZIP program overview: Common questions

## Where can I learn more?

Please visit our site at <https://www.njeda.com/njzip/> or email us at [njzip@njeda.com](mailto:njzip@njeda.com)

**NJ ZIP**  
NEW JERSEY ZERO EMISSION INCENTIVE PROGRAM

NJ ZIP is a new, \$15 million pilot voucher program, that will open for applications on April 6, 2021. This pilot supports businesses and institutions purchasing new, medium-duty zero-emission vehicles that will operate in the greater Newark and greater Camden areas. This pilot is funded by the Regional Greenhouse Gas Initiative (RGGI) proceeds allocated to NJEDA for the purposes of reducing harmful emissions, especially in communities disproportionately impacted by transportation emissions, and creating economic opportunity within the state. The program will provide voucher with base values ranging between \$25,000 to \$100,000.

**PROGRAM GUIDE**

- Eligibility and Compliance Requirements
- Bonus Criteria
- Conditions of Funding
- Application Process

**NJ RGGI STRATEGIC FUNDING PLAN**

**FREQUENTLY ASKED QUESTIONS**

**INFORMATIONAL WEBINARS**

Informational Webinar for Vendors (3/25/21)  
[SLIDES](#) | [RECORDING](#)

Information Webinar for Buyers/Purchasers (3/25/21)  
[SLIDES](#) | [RECORDING](#)

**IMPORTANT INFORMATION TO READ BEFORE YOU APPLY:**

[Vendor Application Read Me and Walk Thru](#) | [Purchaser Application Read Me and Walk Thru](#)

**APPLY HERE**

**NJ ZIP brings a tried-and-true model for increasing the adoption and use of zero emission vehicles to New Jersey, with a focus on reducing emissions in the greater Camden and Newark areas**

**ELIGIBILITY & COMPLIANCE REQUIREMENTS** | **VOUCHER AMOUNT**

**CONDITIONS OF FUNDING** | **APPLICATION PROCESS**

**Base Voucher Values**

Voucher GVWR	Vehicle Class	Voucher Amount
8,501-10,000 lbs	Class 2	\$25,000
10,001-14,000 lbs	Class 3	\$55,000
14,001-16,000 lbs	Class 4	\$75,000
16,001-19,500 lbs	Class 5	\$85,000
19,501-26,000 lbs	Class 6	\$100,000

**Bonus Criteria Summary**

- Certified woman-, minority-, or veteran-owned business bonus: \$4,000 per vehicle
- Small business bonus: A 25% increase of the base voucher amount per vehicle
- Small business vehicle scrappage bonus: \$2,000 per vehicle scrapped and replaced with a NJ ZIP voucher-funded ZEV
- New Jersey manufacturing bonus: A 25% increase of base voucher amount per vehicle if Vendor can formally document that 25% of the cost of the vehicle is spent in NJ on labor for vehicle design, assembly, or manufacturing and cost of components produced in New Jersey.
- Driver readiness and education bonus: \$2,000 per vehicle if Vendor provides two public training sessions per quarter in the year following Applicant voucher(s) approval, for a total of 8 sessions, including at least an overview of the technology, operation, and safety, given by subject matter experts. In addition, Vendor must provide a once per quarterly opportunity in the year following Applicant voucher(s) approval for publicly available vehicle test drive or in-person vehicle viewing and demonstration within one or more of the selected pilot communities.

These bonuses may be stacked, with applicants eligible for multiple bonus criteria

**POTENTIAL VENDOR LIST**

**KEY DEFINITIONS**



# Building an EV Future in New Jersey

NJ League of  
Municipalities  
Sustainable Jersey  
EV Session

November 18, 2021

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Presented By  
Cathleen Lewis

# Federal Priorities

- Funding for charging stations across the country
- Funding for federal fleet electrification
- Incentives for personal EVs
- Incentives for replacing diesel vehicles with ZEVs

# New Jersey's Got That!

- It Pay\$toPlug, Clean Fleet, EV Tourism, utility programs
- Clean Fleet
- Charge Up New Jersey
- NJZIP, RGGI diesel replacement program



## 2025 EV Charging Goals

- At least **400** DC Fast Chargers shall be available for public use at no fewer than **200** charging locations
- At least **1,000** Level Two chargers shall be available for public use.
- At least **15 percent** of all multi-family residential properties in the State shall be equipped with EVSE for the routine charging of plug-in electric vehicles.
- At least **30 percent** of all multi-family properties shall be equipped for electric vehicle charging.
- At least **20 percent** of all franchised overnight lodging establishments shall be equipped with EVSE for routine electric vehicle charging by guests of the establishment by providing Level Two EVSE.



# Public Charging



Utility Filings  
Make Ready Incentives

- Public
- Workplace
- MUD



Fast Charging

PSEG 1200  
ACE 100



Level 2

PSEG 3500  
ACE 1500+





# MHD Charging

Straw Proposal for the Medium Heavy Duty EV EcoSystem was released on June 30, 2021. Six stakeholder meetings were scheduled and comments were due on October 5, 2021.



How do we encourage EV adoption for fleets ?

- Light duty
- Medium duty
- Heavy Duty

What will charging look like?

- Public charging
- On-site charging

What role will energy storage and renewable energy play?



## Clean Fleet



- **\$2,000 for a public L2 charger**
- **\$1,500 for a fleet L2 charger**
- **50% (up to \$5,000) for the Make-Ready for an L2 charger**
- **50% (up to \$75,000) for the Make-Ready and charger for a Fast Charger.**

[njcleanenergy.com/ev](http://njcleanenergy.com/ev)



# EV Tourism

A Program that encourages tourism destinations to invest in EV charging infrastructure



Provides incentives for chargers:

- \$2000 per L2 charger
- 50% of make ready, up to \$5,000 per L2 charger
- 50% of DCFC (charger and make ready), up to \$75,000 per charger

Sites are eligible for up to 6 L2 chargers and 2 DCFC.

Applications due by December 6, 2021.

[njcleanenergy.com/ev](http://njcleanenergy.com/ev)

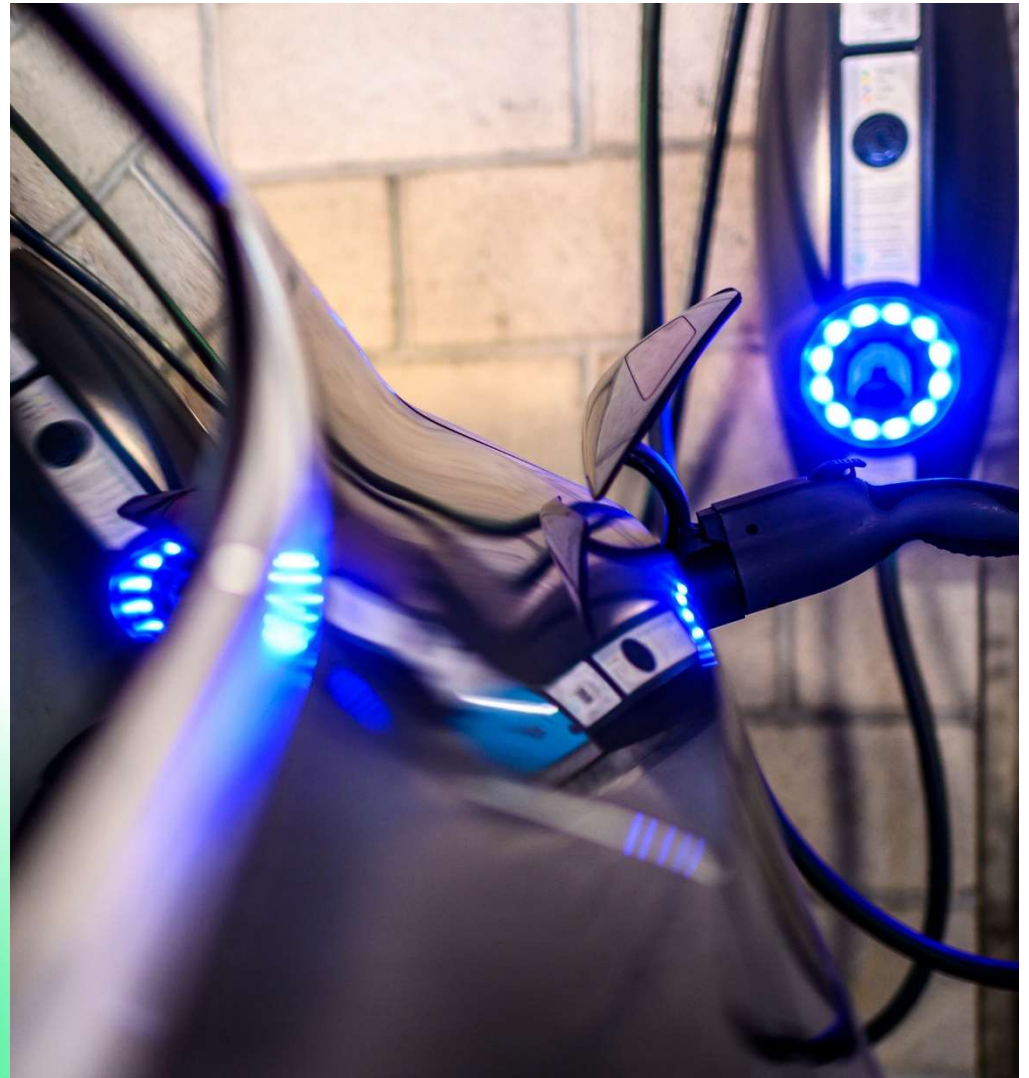


## It Pay\$ to Plug In

### DEP's Grant Program for EV Charging Stations

- Level 2 chargers
  - Up to \$4,000 per port for Level 2 chargers at public places, multi-family homes and workplaces (including fleets).
  - First-come first-served. We are accepting applications now for the waiting list.
- Fast Chargers
  - Up to \$200,000 per location for public fast chargers.
  - Competitive solicitation.
  - Stay tuned for future funding rounds.

[www.drivegreen.nj.gov/plugin.html](http://www.drivegreen.nj.gov/plugin.html)







## EV Goals

- At least **330,000** registered light duty EV by December 2025
- At least **2 million** registered light-duty EVs by December 2035;
- At least **85 percent** of all new light-duty vehicles sold or leased in the State shall be plug-in EVs by December 2040
- At least **25 percent** of State- owned non-emergency light-duty vehicles shall be EVs by December 2025
- **100 percent** of State-owned non- emergency light-duty vehicles shall be plug-in electric vehicles by December 2035

# Charge Up New Jersey



## Up to \$5,000 for EVs

- \$25 per e-mile
- MSRP must be under \$55,000
- tiered incentive to prioritize incentive essential buyers and leasers

## \$30 million funding pot

- Funding required each year for 10 years through the EV ACT

## Program currently paused

- Following a public stakeholder process NJBPU is reviewing feedback and considering changes to the program, including increased funding.

[chargeup.njcleanenergy.com](http://chargeup.njcleanenergy.com)





## Year 1 Program Summary

330,000 EVs by  
2025

The Charge Up New Jersey post-purchase incentive program is driving Electric Vehicle (EV) adoption in New Jersey.

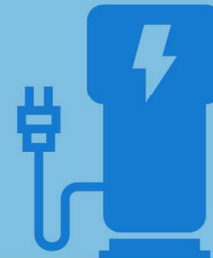
New Jersey residents received up to \$5,000 for the purchase or lease of a new EV in the state.



**OVER 7,500  
NEW EVs  
ON THE ROAD**  
\$36 MILLION IN  
INCENTIVES APPROVED




New Jersey's  
**cleanenergy**  
program™  
njcleanenergy.com



# Clean Fleet Program

- Electric vehicles are now included on the State Purchasing Contract under AwardT0099
- \$4,000 per battery electric vehicle
- Grants awarded on rolling basis until funding expended
- Questions? EV.programs@bpu.nj.gov



New Jersey's  
**cleanenergy**  
program™

## Clean Fleet EV Incentive Award Caps

	EVs	Charging stations
<b>Local governments, entities, schools</b>		
<i>serving populations &lt; 20,000</i>	2	1
<i>serving populations &gt; 20,000</i>	5	2
<i>serving populations &gt; 50,000</i>	7	4
<b>Local governments</b>		
<i>serving populations &gt; 100,000</i>	10	4
<b>State agencies, boards, commissions, universities, and counties</b>	10	4

[www.NJCleanEnergy.com/EV](http://www.NJCleanEnergy.com/EV)





**@NJCleanEnergy**



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# Thank You!

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