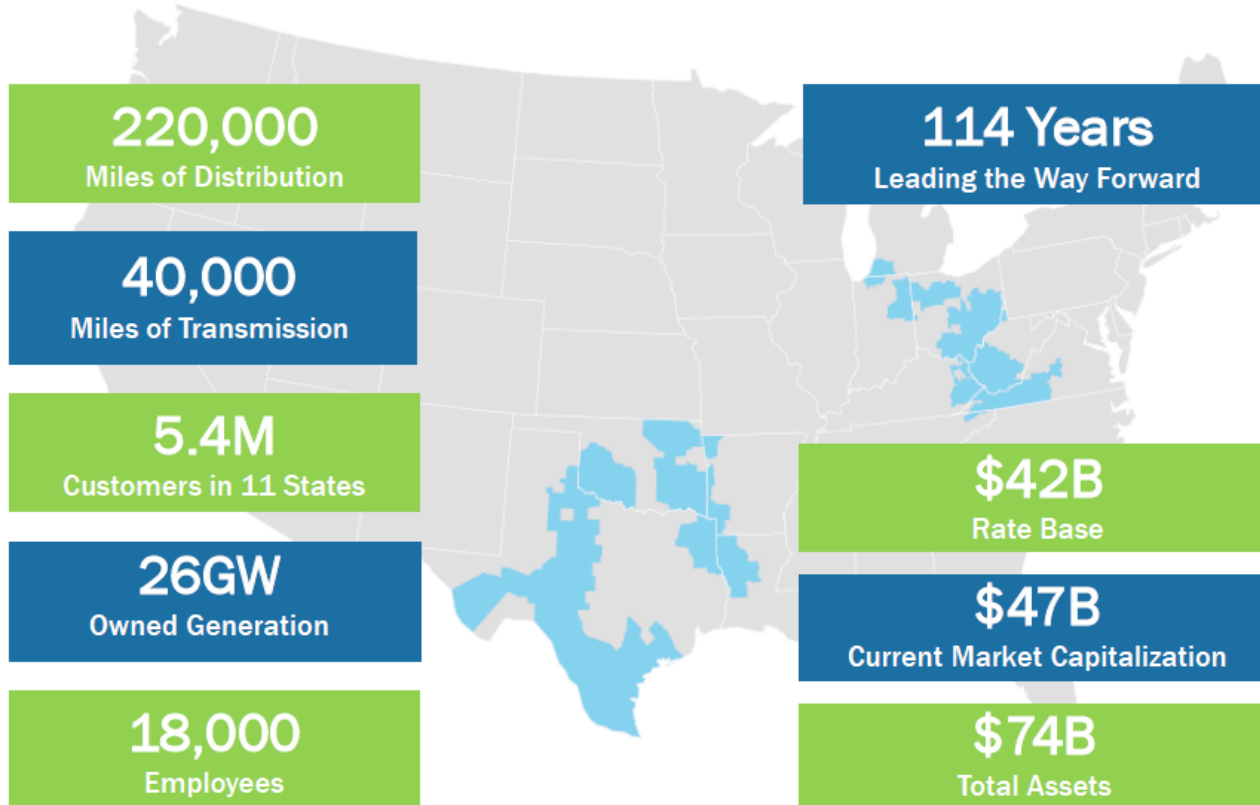


An EV Future | Fleets & New Service

January 12, 2021

Jeff Lehman | Electric Transportation Program Manager



MISSION: Increase adoption of electric vehicles in our service territory and provide customer charging options that optimize the use of the grid for the benefit of all customers.



Education & Outreach

- Proactively engage customers to normalize electric car ownership
- Advise customers on benefits, economics and program offerings



Lead by Example

- Procure AEP fleet EVs
- Increase employee access to charging at AEP workplaces



Increase Off-Peak Load

- Deploy residential solution to accommodate load and move off-peak
- Design and deploy customer fleet charging solution



Get the Rules Right

- Advocate for policies that support increased EV sales and access to charging infrastructure
- Advocate for active utility role in transportation electrification



Improve Public Infrastructure

- Design and deploy customer workplace charging solution
- Advise and support municipalities on electric transit opportunities and vehicle corridors

Organizations with Fleets

- New technology
- New fuel provider
- New liaison (account manager)
- Initial price premium (near term)
- Initial infrastructure cost
- New fuel pricing (tariff books!)
- Locational variability

Electric Utilities

- New technology
- Evolving engagement
- New liaison (fleet manager)
- Lack of fleet data (W/W/W/W)
- Operational load variability
- Process / requirements
- Interconnection equity (FIFO)