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Dear Reader,

2022 has been a year for the EV history books, one in which the Electrification Coalition (EC) worked tirelessly to unite the industry, policymakers, and advocates through an aggressive mixture of policy, programs, and unique collaborations. For the first time on record, new electric vehicle (EV) sales account for 6% of the total U.S. market, up from just 2.2% in 2019. New model releases took the auto industry by storm, appealing to entirely new market segments. EVs now account for 20% of new vehicle sales in California; 14.5% in the District of Columbia, for which the EC recently wrote the Transportation Electrification Roadmap; and 9.9% in Nevada, one of our policy priority states (Atlas Public Policy, September 2022).

Amid these successes, ongoing challenges remain, including the war in Ukraine, economic instability, and climate impacts. Our mission remains stronger than ever—by ending our dependence on oil, we will enhance energy security, propel economic growth, and reduce carbon emissions. We continue to work toward these goals, and we are dedicated to building secure, sustainable, and ethical supply chains for EV batteries with our sister organization, SAFE.

For the first time, Congress has seriously invested in the only long-term solution with the passage of the Bipartisan Infrastructure Law (BIL) and the Inflation Reduction Act (IRA). Fundamentally altering our transportation system requires an exceedingly careful and thorough planning process, which the EC has been tirelessly working toward for over a decade.

In addition, the EC has long lent our technical support to fleets, assisting local governments and private entities in their transition to EVs. In 2022, our team used that expertise to write the Transportation Electrification Roadmaps for the District of Columbia and the U.S. Virgin Islands. Our work also extends to medium- and heavy-duty EVs, with more than 20 business partners joining our new Electric Freight Consortium (EFC), which launched in 2022.

We were honored to host the EVs, Batteries, and Charging Infrastructure Business Forum Room at this year’s Global Clean Energy Action Forum (GCEAF) in Pittsburgh. Hosted by the U.S. Department of Energy, the GCEAF convened energy ministers from governments worldwide. The EC organized panels on topics from EV supply chains to charging infrastructure, demonstrating our thought leadership while elevating our partners’ and facilitating the discussions that will guide the impending EV revolution.

With an award-winning, hard-working team that has grown exponentially, we have built bipartisan coalitions and advocated for EV-friendly legislation. We have also launched tactical and effective programming like our DRIVE Tool, which assessed nearly 450,000 fleet vehicles for electrification in 2022, and our Drive Electric Orlando program, which led to 92% of participating renters at Orlando’s Enterprise Rent-A-Car expressing serious consideration in purchasing an EV. We have shifted the narrative around electrification and reached broad and diverse audiences demonstrating EVs’ economic and national security benefits. The bipartisan support for the massive investment in EV charging infrastructure in all 50 states has shown that our unique message will lead to a fully electric transportation sector.

2023 has the potential to be a critical year for electrification, and through the generous support of our funders and partners the EC is poised to build on this year’s success to meet this important EV moment. Although the momentum grew in 2022, there is still a long road ahead and significant challenges to achieving an electrified transportation sector. The EC will need to continue growing to amplify our efforts as we seek to facilitate this critically important change.

We invite you to look back on our work during a monumental year in EVs.

We have never been better positioned to reduce oil dependence and achieve lasting energy security. Every day that we delay action, we are continuing to put our troops at risk.

- General Charles F. Wald, EC Board Member, Former Deputy Commander of U.S. European Command, at an event organized by the EC in 2022

Ben Prochazka, Executive Director
Robbie Diamond, Founder and CEO
The EC is a national policy and advocacy organization working to accelerate transportation sector electrification. In both policy and programmatic work, we focus in four central areas to drive adoption of EVs—consumer electrification, freight, private sector fleets, and public sector fleets across the national, state, and local levels.

The EC leads growing efforts to demonstrate the benefits and policies needed to electrify the United States transportation sector. We represent a broad cross-section of stakeholders including industry, advocates, policymakers, funders, and others, to conduct public policy research, market research, policy advocacy, and develop innovative business models to accelerate the shift to EVs.

Throughout this report, we invite you to learn more about our unique approach to advancing EV adoption, the different ways we have been working to shift the market in 2022 across the national, state, and local levels, and some of the important market victories that have resulted.

"We are at a critical shifting point for securing an all-electric transportation future. We are seeing strong commitment from municipalities, state governments, and private companies."

- Katie Lineweaver Robinson, vice president, programs and operations

Photo: Ben Prochazka greets Dr. Kathleen Hogan, principal deputy under secretary for infrastructure, U.S. Department of Energy, at GCEAF. Read more about this event on page 8.
Electric mobility is the best scalable alternative for reducing U.S. oil dependence. The EC is advancing electric mobility beyond early adopters and driving economies of scale.

We are working with partners at the national, state, and local levels on projects that put EVs on the road and policies that expand access and adoption.

Achieving Our Mission:
Accelerate EV adoption to decrease America’s dependence on oil-based fuel

Develop the core work needed to accelerate EV adoption:
Implementation programs
Policy advocacy
Corporate engagement

Here Are Some Ways We Have Moved the Needle in 2022:

- We organized, attended, and/or spoke at 61 public events online and in person
- Over 450,000 vehicles have been assessed for electrification in 2022 through the EC’s DRVE tool
- We passed more than $100 billion in federal investment for EVs, more than 30x previous federal funding levels
- 92% of EV renters through our Drive Electric Orlando program have either purchased an EV after renting one or planned to purchase an EV within the next five years.

Transform the industry
- Drive market solutions
- Change policy
- Create scale
- Create accountability
- Increase needed analysis
- Provide leadership
Veterans for EVs Initiative

Veterans for EVs is an initiative of the EC that serves as a rallying point for advocacy and action by U.S. military veterans in support of transportation electrification. The initiative allows veterans to network with, and learn from one another on issues of oil dependence, national security, American jobs in EV-related industries, energy security, and economic prosperity.

Statement Released: “Charging Forward; Securing American Manufacturing and Our EV Future”

On March 8, the The U.S. House of Representative’s Committee on Energy and Commerce held a hearing titled “Charging Forward: Securing American Manufacturing and Our EV Future.” Together with SAFE, the EC put forward a written statement connecting the issue of national security, oil dependence, and the need to electrify transportation.

Electrifying Our Nation for National Security

Because the fate of the U.S. economy is so closely tied to petroleum, the United States is forced to expend tremendous resources to secure the world’s oil supply. The U.S. military spends about $81 billion per year to protect oil infrastructure and oil transit routes. In addition to the financial cost, this puts the lives of our servicemembers at risk to protect the flow of oil. Reducing oil use in the transportation sector allows for the possibility of shifting U.S. military priorities toward more critical strategic threats.

Electricity, on the other hand, is ubiquitous and domestically produced from diverse energy sources. Electricity is also cheaper than gasoline and diesel fuel, and its pricing is far less volatile. According to the U.S. Energy Information Administration, even though domestic oil production has increased substantially in recent years, the global oil market is still heavily influenced by OPEC, a cartel of 13 petroleum-exporting countries in the Middle East, Africa, and South America. As a result, domestic fuel prices are highly sensitive to the dealings of these actors, who share neither our values nor our interests.

Click here to view the Energy Security Leadership’s op ed which was placed in The New York Times. The article described how energy and national security is still tied to foreign interests and we must do more to sever these ties to reduce our dependency on oil and gas imports.

EC Webinar - Veterans and Mobility

On November 14, 2022, SAFE and the Electrification Coalition’s Veterans for EVs initiative hosted a webinar about the breakthroughs and barriers for utilizing the next generation of autonomous and EVs to create greater mobility options for veterans with disabilities. Revisit the webinar here.
Sharing Expertise

Nationally and Globally

In 2022, we expanded our reach with **137 mentions in the press, an increase of 27 percent over 2021**, including in the Atlanta Journal-Constitution, Car and Driver, Chicago Sun-Times, The Guardian, The Hill, Politico, and Vox. We also had op-eds run in The Hill, The Virginian-Pilot, Albany Times Union, and South Florida Sun-Sentinel.

**The EC team presented all across the U.S. and globally**

We organized and spoke at events around the U.S. and the world.

- **61**
- From 2021-2022 the EC increased our mentions in the press by **27%**

In 2022 the EC presented at events featuring nearly **42,000** people in attendance, sharing the importance of electrification.
Facilitating EV Conversations at the Global Clean Energy Action Forum (GCEAF)

The EC was invited by the Loan Programs Office of the U.S. Department of Energy to lead the Electric Vehicles, Batteries, and Charging Infrastructure Business Forum Room at the Global Clean Energy Action Forum (GCEAF) on September 22. The room included keynote speaker Dr. Kathleen Hogan, the principal deputy under secretary for infrastructure at the U.S. Department of Energy. The EC had standing-room-only attendance and heard great feedback from our partners and the Department of Energy. Additionally, EC staff members spoke at several other panels and events during the forum.

GCEAF saw significant international attendance, including

300+ attendees in the EC’s forum
5,000+ attendees at the entire GCEAF event
Electrification Coalition Business Council

Electrification Coalition Business Council (ECBC) industry leaders, representing a broad cross-section of the transportation sector, came together starting in 2021 in partnership with the EC to announce the launch of a new strategic advisory group to accelerate the electrification of transportation. The Electrification Coalition Business Council (ECBC) includes leading companies in vehicle manufacturing, charging equipment manufacturing, transportation systems, rideshare technologies and systems, logistics, fleet transition, and consumer adoption.

In 2022 ECBC partners were spotlighted at 22 conferences, online events, webinars, and vehicle displays which showcased their technology solutions and educated policymakers and the public about electrification (see more on page 10).

In 2022 ECBC membership increased by 25%.
In 2022, the EC helped ECBC members celebrate 51 company milestones by sharing announcements with our networks, attending launch celebrations, showcasing their technology to policymakers, and more. These unique opportunities were offered exclusively to ECBC partners.

"Uber is committed to being a leader in the transition to EVs, which is why we’re thrilled to be a founding partner in the Electrification Coalition Business Council. We’re already taking key actions, including expanding Uber Green to over 1,400 cities and towns across North America. We look forward to working with the Electrification Coalition and all the ECBC partners to build momentum for the electrification of transportation."

- Danielle Burr, Head of Federal Affairs, Uber
In partnership with Atlas Public Policy, the EC created the Dashboard for Rapid Vehicle Electrification (DRVE) tool, providing unique, turnkey analysis for light-, medium-, and heavy-duty fleet electrification. This total cost of ownership (TCO) tool allows users to upload simple fleet data into an easy-to-use Excel-based resource that can analyze and assess the best fit for EV deployment within minutes. The DRVE tool eliminates much of the time-consuming work associated with traditional fleet analysis. This tool works for both private-sector and public fleets, including both local and state fleets.

On December 6, the EC and Atlas Public Policy presented DRVE on a webinar to a robust audience, further sharing its impact.

"The Electrification Coalition has a great DRVE tool to help fleets perform a first analysis and get an idea of what options are out there to replace their vehicles."

- Tom Van Heeke, senior environmental policy advisor at Rivian in April at the EC’s medium- and heavy-duty electrification policy bootcamp in Nevada
Helping the Industry go Further, Faster

The EC offers technical assistance to public and private sector fleets, as well as organizations and companies involved in accelerating EV adoption, through our various innovative online tools, some of which are highlighted here. Visit our website to explore these and other tools.

Fifth Edition of AchiEVe Toolkit

Electrification in State Parks, Tribal Lands, and Rural Areas

The EC released important updates to AchiEVe: Model Policies to Accelerate Electric Vehicle Adoption, originally released in 2017. The publication is the most current and comprehensive national toolkit designed to accelerate the switch to EVs in an effective and equitable way by providing various stakeholders with model EV policies at the state, local, and utility levels.

Released by the EC, Sierra Club, Plug In America, and Forth Mobility, this is the fifth edition of the toolkit which includes a new section on state parks, tribal lands, and EV policies to tie into rural work.

New Resources

EV Policy Showroom

In early 2021, the EC launched a one-of-a-kind package, which provides tools and resources that support EV policy action in and beyond the EC’s priority states (more on Page 24). The EV Policy Showroom includes an interactive EV Policy Dashboard, an EV Funding and Financing Guide, an EV Roadmap Roundup, and an EV Tools and Calculators Clearinghouse.

In 2022, the EC has continued to add new tools and maintain this highly-utilized tool.

State Plug In Adoption Resource Kit Presented in Massachusetts

The EC presented its State Plug-in Adoption Resource Kit (SPARK), at a Massachusetts Lead by Example council meeting. The presentation included information on the user functionality of the SPARK site, the 8-steps to fleet electrification, and an overview of the DRIVE tool.
Engaging Policymakers to Accelerate Electrification

On March 23, Katherine Stainken, vice president of policy, testified in front of the Senate Environment and Public Works Committee, calling for robust federal policy and investment in transportation electrification through the Congressional budget reconciliation process. Following the hearing, the EC put out a far-reaching action alert, calling on supporters to add their name to urge Congress to act on EVs in Reconciliation.

In 2022, the EC helped pass 3 historic pieces of legislation

The Inflation Reduction Act of 2022 (IRA), the Infrastructure Investment and Jobs Act (IIJA), and the CHIPS Act covered many energy, transportation, infrastructure, and supply chain challenges.

Throughout this legislative session, our staff helped advance and shape these critical policies to reduce our dependence on oil while accelerating the shift towards electrified transportation built in the U.S. and allied countries.
The EC is supporting stakeholders across the country to maximize federal funding for efficient, effective, and equitable deployment of EVs and EV charging infrastructure. Through legislation, executive action, international leadership, business innovation, and support for state and local governments, the federal government is engaged in accelerating transportation electrification on an unprecedented scale.

Our work is building momentum for transportation electrification by leveraging federal dollars for additional state, local, and private investment. **We will also advance innovative policy solutions to speed the transition and help resources go farther and faster.**

The EC hosted a Federal Lobby Day on May 5, meeting with offices on the Senate and House sides. The focus was on additional policies needed to support the Bipartisan Infrastructure Law, such as a long-term extension of the EV and charging equipment tax credits, funding to electrify the federal fleet, and manufacturing incentives.

The EC’s efforts, combined with SAFE and others, led to a 30X increase in federal funding from previous levels, equaling hundreds of billions of dollars.

**Webinar: Nonpartisan recap of 2022’s EV policy developments and major industry milestones**

In November, the EC and ZETA Education Fund held a webinar focusing on a nonpartisan recap of 2022’s EV policy developments and major industry milestones. Our panelists also discussed their post-midterms predictions and goals for legislation in 2023.

**It’s organizations like the EC that are helping us within the federal government push these issues forward.**

Electrifying Our Nation

Inflation Reduction Act

The Inflation Reduction Act (IRA) of 2022, which was signed into law on August 16, is perhaps the most significant legislation to accelerate transportation electrification in U.S. history. The EC has been advocating for many of the key measures included in the law for over a decade. Altogether, this is a major win for consumers and businesses, but there are challenges on the road ahead.

Webinar on the IRA

The EC hosted a webinar on the IRA, “Meeting The Moment: Understanding America’s Energy and Transportation Transition.” Speakers shared expertise in critical minerals, national security, grid security, charging infrastructure and more.

Check out the EC’s Fact Sheet on IRA Tax Credits

“One of the most comprehensive summaries of the new EV tax credits from the Inflation Reduction Act that I’ve seen from Electrification Coalition.”

- Brendon Slotterback, 68 Degrees Consulting
Under EC leadership, a report was released by Atlas Public Policy that investigates giving consumers the freedom to buy EVs—an opportunity to accelerate the adoption of EVs by lifting the current prohibition that prevents manufacturers in many states from selling EVs directly to the consumer.

"The EV moment is here...but we need to give consumers the freedom to buy and service the EV of their choice. This study shows the positive impact that the direct sales model can have on accelerating EV adoption."

— Katherine Stainken, vice president of policy, Electrification Coalition
Right — Matt Stephens-Rich, director of technical services, shows City of Columbus Mayor Ginther the city’s newest charging stations in 2022.

In 2022, the EC added new team members to support federally-funded charging infrastructure and EV deployment projects at the state and local levels. The team works with partners in the public, private, and nonprofit sectors to facilitate the efficient, equitable and effective implementation of charging stations and electric buses.

Supporting National Electric Vehicle Infrastructure (NEVI) Plans

As states submitted their NEVI plan, the EC supported each with a press release to congratulate and emphasize to state policymakers that the funding required for EV infrastructure does not stop with federal funding.

Each press release highlighted the additional policies needed within the state. Local media picked up some press releases, building awareness.

Policy Advocacy
Activating Advocates, Networks, Champions

CHARGING INFRASTRUCTURE WEEK
The team hosted a week-long event featuring digital content, webinars, videos, and other activities related to charging infrastructure.

CHARGING INFRASTRUCTURE WEBINAR SERIES
In 2022, the team created a charging infrastructure webinar series which covered topics including technology and station design, NEVI program next steps, deployment of federal funding in cities, complementary policy, transportation planning, Bipartisan Infrastructure Law funding opportunities, and more.

COALITION BUILDING
In addition to creating content to support NEVI deployment the EC continues to support coalition actions around the country.

1,759 individuals engaged over seven webinars
15 events and workshops
We organized 144 businesses, NGOs, coalitions, school districts, municipalities, and advocates to sign letters delivered to members of Congress.

We conducted more than 15 state and federal campaign actions, providing opportunities to weigh in on key EV policies.

We created a video to encourage electric school bus adoption, which was shown to policymakers and advocates and viewed nearly 40,000 times in 2022.

Advancing Ambitious Policy Opportunities

The EC’s state policy work seeks to advance ambitious policy opportunities and will bolster efforts such as:

- Consumer incentives
- Infrastructure development
- Utility rate design
- Freight electrification
- Public fleet electrification
Developing a Multi-Pronged Approach

The State EV Policy Accelerator, now in its third year, initially engaged five states—Michigan, Nevada, North Carolina, Pennsylvania, and Virginia—to develop a replicable model advancing EV adoption through policy action bolstered by deployment efforts. In 2022 this effort expanded to three additional states—Illinois, Georgia, and Florida. This is combined with a Rapid Response program to support targeted policy education and support efforts in additional states beyond those in our priority focus. This multi-pronged approach delivers unparalleled electrification support to states.

Our Approach

- **EV POLICY BLUEPRINTS FOR ACTION:** Develop state-specific policy recommendations.
- **EV RESOURCE TOOLKITS:** Create sample policy language, best practices, case studies, and public engagement plans.
- **EV POLICY BOOTCAMPS AND EDUCATIONAL EVENTS:** Organize stakeholder education and engagement using a “Teach, Train, Transform” model.
- **PROOF OF CONCEPT EFFORTS:** Develop innovative concepts including state-wide accelerator communities, transit and school bus electrification initiatives, and state fleet programs.
- **ADVANCE CRITICAL POLICY IN KEY STATES:** Refine policy priorities according to best practice principles, market activity, and political opportunity in each state.
- **DEVELOP A REPLICA BLE MODEL:** Scale lessons learned from our priority states, and develop case studies on successful policy actions to more rapidly electrify transportation.
State-Specific EV Blueprints
For Action

The EC’s blueprints contain state-specific policy recommendations designed to help each of our priority states move forward with legislation that will rapidly advance electrification. This work began in 2020.

Check out these blueprints for our initial priority states:
- Michigan
- Nevada
- North Carolina
- Pennsylvania
- Virginia

Left – Several EC team members at the EC’s Lobby Day in 2022.
North Carolina Governor Roy Cooper gave keynote remarks at the EC’s Medium- and Heavy-Duty (MHD) State Policy Bootcamp and Showcase. The event featured panels on the wide-ranging benefits of MHD EVs and the policy opportunities to advance their deployment in North Carolina.

Pictured above - Governor Cooper toured the MHD EVs on display at the event, including a Lion6 all-electric truck from Lion Electric Co, a school bus from Thomas Built Buses, and a Ford F-150 Lightning from the City of Charlotte’s municipal fleet.

North Carolina Governor Roy Cooper gave keynote remarks at the EC’s Medium- and Heavy-Duty (MHD) State Policy Bootcamp and Showcase. The event featured panels on the wide-ranging benefits of MHD EVs and the policy opportunities to advance their deployment in North Carolina. Pictured above - Governor Cooper toured the MHD EVs on display at the event, including a Lion6 all-electric truck from Lion Electric Co, a school bus from Thomas Built Buses, and a Ford F-150 Lightning from the City of Charlotte’s municipal fleet.

North Carolina has already made great progress in EV manufacturing, and we’re well-positioned to be at the head of the global market transition to zero-emission vans, buses and trucks. We’ll continue working with businesses and manufacturers across the state to strengthen our economy, create jobs and confront the climate crisis.

- Governor Roy Cooper at the EC’s MHD bootcamp in December 2022
Stories of Success

Michigan

A Few of Our Efforts in 2022

- The EC co-sponsored an EV ride and drive at the statehouse in May, aimed at educating legislators, and regarding several key pieces recently introduced.
- We took various actions to support electric school bus (ESB) adoption including:
  - Delivered a letter of support for school bus electrification in Michigan to State House and Senate leadership, as well as the governor, calling on lawmakers to support ESB adoption. The letter was signed by 15 Electrification Coalition Business Council partners, ESB stakeholders, and other Michigan business leaders.
  - We created a video about ESB deployment in MI which was viewed nearly 40,000 times by policymakers and other relevant stakeholders in 2022.
  - We organized the EV Technology Day at the state capitol.
  - We supported state fleet electrification and organized small business outreach in support of medium- and heavy-duty electrification.

Policy Momentum

Governor Gretchen Whitmer unveiled the MI Healthy Climate Plan, a proposal to create jobs, build a more prosperous, sustainable Michigan, and achieve carbon neutrality by 2050. The MI Healthy Climate Plan will support the jobs Michiganders rely upon, while realizing the health, environmental and national security benefits of reducing our reliance on oil.
2022 Efforts to Influence Policy

- Policy advocacy
- NEVI planning
- EV codes
- School bus electrification advocacy, planning, and connection to financial resources
- Leveraging media to build support for EVs
- Fleet electrification support

At the EC’s Medium- and Heavy-Duty Electrification Policy Bootcamp, Nevada Governor Steve Sisolak signed a multi-state agreement to electrify medium- and heavy-duty vehicles, pledging at least 30 percent of all new trucks and buses sold in Nevada will be zero emission by 2030, and 100 percent by 2050.

- NV Energy released its next transportation electrification (TE) plan on September 1.
- Nevada Department of Environmental Protection has published a draft of the Advanced Clean Cars 2.0 rulemaking.
- Clark County’s Transportation Electrification Working Group is working towards drafting an EV-ready building codes policy.
- The EC received vehicle data from the Nevada Department of Administration, which is critical for a fleet analysis using the DRVE tool.

30% of all new trucks and buses sold in Nevada will be zero emission by 2030, and 100% by 2050.

Right – Nevada policymakers speak on a panel at the EC’s Medium- and Heavy-Duty Electrification Policy Bootcamp in 2022.
2022 Efforts to Influence Policy

- The EC, along with coalition partners and industry representatives worked to promote the state’s use of a **Total Cost of Ownership analysis** for fleet procurement.
- The EC also **provided testimony and filed comments** to the Department of General Services Public Body Procurement Workgroup.
- The EC provided **recommendations to the state NEVI plan, Virginia’s new Clean Energy Plan and the Virginia Transportation Electrification Stakeholder Initiative.**
- We **participated in key events**, including the Virginia Clean Energy Summit, and co-hosted an event on electrification for transit providers in the state.

Resulting Policy Momentum

**Governor Glenn Youngkin signed SB 575**, the total cost of ownership (TCO) bill that became law on May 27. This bill requires the General Services Administration to use a TCO calculator for vehicle purchases by the state, as opposed to upfront capital cost as the metric. **This TCO bill is the first of its kind and enables EVs to win out compared to internal combustion engine vehicles.**

The State Corporation Commission **released the final report of the Transportation Electrification Stakeholder Group Report** and issued a new order requiring Dominion Energy and Appalachian Power Corporation to develop transportation electrification plans in 2023. Read more [here](#).
Stories of Success
Pennsylvania

2022 Efforts to Influence Policy

- The EC worked with EV advocates to develop a **fresh strategy on transportation electrification** planning (TEP) legislation.
- We continue to **hold conversations** with the Public Utility Commission and utilities to encourage EV adoption.
- We are developing a **new strategy for direct sales legislation** and engagement with EV OEMs.
- We continue our **partnership with Pennsylvania Department of Transportation and Department of Environmental Protection (DEP)** to share information, identify barriers to EV adoption and brainstorm solutions.

Helped PA DEP develop a **new pilot** to electrify medium- and heavy-duty vehicles which will launch in 2023.

**Advocated for passing SB 153** which will increase the vehicle weight limit for commercial EVs in PA.

The EC was an active partner in **PennDOT’s NEVI stakeholder sessions**, helping plan, submit and approve the NEVI plans.

EC submitted a **ChargEVC petition** on rate design to PUC. The PUC voted unanimously to open a docket on rate design.

**Resulting Policy Momentum**

Right – Pennsylvania lawmakers test drive EVs at an EC-organized ride and drive in 2021 as part of our state policy program.
Bootcamps and Events

The EC works with partners including World Resources Institute to host educational bootcamp events in various states. These events feature speakers including public-sector leaders, industry experts, EV advocates, and school district representatives. The discussion engages experts on the latest policy, funding, and technology developments.

1,218 policymakers, advocates, and other stakeholders attended EC bootcamps and roundtables in 2022.

Electric School Bus Roundtables
- Colorado
- Illinois
- Nevada
- North Carolina

Medium- and Heavy-Duty Electrification Bootcamps

Left – Panelists speaking at the Electric Vehicles, Batteries, and Charging Infrastructure Business Forum Room at the Global Clean Energy Action Forum (GCEAF). This forum was coordinated by the EC.
The EC’s work in Colorado not only advanced education of policymakers through the bootcamp described on page 31, but also by collecting signatures from community leaders to show their support for the $150 million in the governor’s budget dedicated to electric school bus funding. The EC presented the letter to lawmakers as they considered Colorado’s budget on March 23.

Florida

In 2022 the EC began working in Florida to advance pro-EV policies in the following ways:

- Educated policymakers on the benefits and opportunities for transportation electrification
- Rural co-op for educational briefings (co-ops, city officials etc.)
- Ensured that five additional rural electric cooperatives develop electrification programs and charging infrastructure in 2022 and 2023
- Encouraged school districts to buy electric buses and to apply for EPA’s clean school bus funds
- Leveraged media engagement on the EV opportunities to continue to build support
- Monitored Public Service Commission
Cities and communities are central to the EC’s efforts for achieving widespread transportation electrification. Through our EV Accelerator community program and our support for local fleet electrification, the EC has collaborated with numerous municipalities, utilities, and other stakeholders to inform EV policies at the local level.

Our work at the city level now spans the American Cities Climate Challenge (ACCC), the Climate Mayors EV Purchasing Collaborative, our numerous fleet electrification roadmaps, and our powerful collection of tools and toolkits designed to help cities and communities advance EV adoption.

St. Paul fully redeployed all Chevy Bolts after the recall; public charging hubs are also online for both carshare and public use.

The EC supported the recent successful grant applications by the cities of Columbus and Cincinnati for city-owned EV charging infrastructure, with awards totaling $67,500.

Pittsburgh is drawing close to its release of an EV Charging Master Plan Strategy, along with the opening of a new downtown EV charging hub to provide easier access for commuters.

In celebration of Earth Month, Orlando and the Orlando Utilities Commission (OUC) held a ribbon-cutting for 100 new EV chargers across the city. The EC provided valuable procurement and price-setting analysis to create sustaining funds to expand charging networks.

The EC’s Impact at the Local Level

2022 ANNUAL REPORT
Local Government Playbook

How Counties, Cities, and Towns Can Support EV Infrastructure and Leverage Federal Investments

In December, the EC released the Local Government Playbook, a report containing recommendations for how counties, cities, and towns can leverage federal investments in EV infrastructure. It provides a “checklist” of actions and strategies that local governments can enact now and in the future, including best practices, innovative policy approaches, and lessons from previous charging deployments.

U.S. City Electric Vehicle Charging Infrastructure and Equity Opportunities

The EC worked with the Embassy for the United Kingdom to identify opportunities for UK-based entities to collaborate on EVSE opportunities in several U.S. cities. The goal of the report is to find solutions for challenges that U.S. cities have faced in preparation for anticipated federal funding. This report is not publicly released but is available upon request.

"Cities and counties have been laboratories of innovation, and they remain essential to widespread EV deployment."

- Sarah Reed, director of programs, Electrification Coalition
Orlando

Electrified Dealer Program

Orlando Utilities Commission (OUC) hired the EC to design and implement an EV consumer adoption campaign for Orlando residents to meet new sustainability targets and spur EV market growth in the Orlando region. This included launching a new Electrified Dealer Program and creating $150,000 in new EV consumer incentives while expanding EV education to certified dealers to guarantee an improved consumer experience for purchasing EVs.

"Recently [the Electrified Dealers Program] has really taken off—in fact, the highest reservations we have are for EVs."

- Christopher Green, Commercial and Fleet Manager, Universal Nissan
Cooperative purchasing programs are important to show manufacturers and the industry that there is demand and interest in electric vehicles."

- Matt Stephens-Rich, director of technical services, Electrification Coalition

Maryland Launches Cooperative EV Purchasing

The EC worked with the Montgomery County, Maryland Department of Transportation and Department of Environmental Protection to launch a cooperative purchase program to support residents and local businesses in their journey towards owning, leasing, or driving new or pre-owned EVs.

This online education and resource hub—together with an ever-expanding network of community partners, participating organizations, and dealers—answers consumer questions, supports unique local benefits for EV drivers, and makes EV ownership attractive, convenient, and cost-effective.

As of January 2022, there were over 1,000 pledges to purchase EVs through the Montgomery County EV Purchasing Collaborative.

Left – Ed and Wanda Walters, proud owners of EVs through the Montgomery County, Maryland Cooperative Purchasing Program. Read their EV story here. Photo credit: mygreenmontgomery.org.
**Rural Communities**

The Electrification Coalition released a new guide for rural communities outlining a suite of recommendations and resources that will accelerate the electrification of transportation. “Electric Vehicles in Rural Communities” identifies the most effective strategies that rural towns and counties can use to expand charging infrastructure, transition fleets to electric vehicles, support EV adoption by consumers and harness electrification as an economic development opportunity.

**Congress is investing $7.5 billion in EV charging infrastructure, and they have pretty clearly said that they want this investment to be focused on rural America.**

- Matt Nelson, Electrify America, on EC’s webinar in February 2022

Rural Electrification Webinar

On February 3, the EC hosted “EVs and Rural Communities,” a webinar that discussed funding, information, and tools for rural communities. The EC and our partners spoke about how rural communities can take advantage of EVs’ many benefits. We also discussed lessons learned from communities who are leading the way.

Photo courtesy of Proterra
The EC is excited to announce the release of the U.S. Virgin Islands Transportation Electrification Roadmap, which we authored throughout 2022. The Roadmap outlines 23 strategies to achieve three overarching goals that support the accelerated adoption of EVs throughout the territory. Accelerating the electrification of the territory’s transportation system, including public and private fleets and private vehicles, provides multiple benefits for businesses and residents and will enhance the resilience of the U.S. Virgin Islands.

The Roadmap lays out a clear pathway to accelerate the adoption of EVs in the USVI and, coupled with an increase in renewables supplying the energy grid, will help establish the territory as a global leader on climate action.

- Adam Freed, principal at Bloomberg Associates

Left – The EC’s Director of Programs Sarah Reed and Vice President of Programs and Operations Katie Lineweaver Robinson, with Kyle Fleming, director of the Virgin Islands Energy Office
The District of Columbia

Transportation Electrification Roadmap

Over the course of 2021, the EC managed the process of creating the Washington, D.C., Transportation Electrification Roadmap. After rigorous review, this exciting and ambitious plan was published in September 2022. The roadmap outlines recommendations for EV charging infrastructure, policies, outreach, and programs to advance EV adoption by District fleets and drivers throughout the nation’s capital.

“Over the years guiding us to the many best practices so the District will have a best strategy (for EV adoption) going forward. I’m elated to see the future of electrification in the District, and look forward to beginning the implementation!”

- Eric Campbell, State Energy Program Manager, Washington, D.C. Department of Energy & Environment (DOEE)
America’s near-total reliance on petroleum-based fuels for transportation has created significant energy and economic vulnerabilities, is producing significant greenhouse gas emissions, and is threatening public health, particularly in low-income and disadvantaged communities.

Electrifying our nation’s medium- and heavy-duty (MHD) vehicles will significantly reduce America’s dependence on oil, mitigate harmful tailpipe emissions, and address equity concerns.

Motivating and Enabling Fleet Electrification

Having EVs on the road with fleets, creates familiarity. It shows the commitment of municipalities, state governments, and private companies.

- Katie Lineweaver Robinson, vice president, programs and operations Electrification Coalition in an article published in Vox in November 2022
EV Rental Car

Pilot Lessons Learned Shared Nationally

Together with Enterprise Rent-a-Car, Walt Disney World, and other Orlando partners, the EC leveraged this top travel destination to advance EV adoption through its Drive Electric Orlando (DEO) program. DEO sought to increase awareness of, and demand for EVs by providing an opportunity to rent an EV and experience electric transportation in a fun, low-pressure way.

92% of DEO renters had either purchased an EV after renting one or planned to purchase an EV within the next five years.

DEO Report Unveiled
At International Rental Car Auto Show 2022

Ben Prochazka released the DEO report at the International Rental Car Auto Show in late April 2022. Two big lessons learned from DEO were the importance of residual value of vehicles for the industry and the need for education at the rental counter.

“Drive Electric Orlando proved to be ahead of its time, pioneering EV deployment in the rental car setting, identifying and overcoming barriers, and developing a model for similar initiatives.”

- Chris Castro, Chief of Staff, Office of State and Community Energy Programs (SCEP), U.S. Department of Energy (DOE)
Nike is excited to join the Electric Freight Consortium—a cross-functional group with a shared desire to push the boundaries of electric freight. The industry is in its early days of electrification, and scaling this technology will be critical to Nike’s journey to zero carbon and its mission to protect the planet and the future of sport. With the support of the Electrification Coalition, we look forward to working in partnership with our forward-thinking peers.

- Grayson Tenney, Senior Director, North America Trade and Transportation at Nike

The Electric Freight Consortium (EFC) is a forum for collaboration between the EC and private-sector partners (shippers, carriers, retailers, and EV supply chain companies) that facilitates peer-to-peer collaboration on strategies and actions that will accelerate freight electrification at scale. The EFC serves as an exclusive space for partners while leveraging the EC’s direct experience in policy action and real-world EV deployment.

Watch the EFC launch video!

The EFC already has

25 members

8 shippers and carriers
10 EV manufacturers
4 Technology providers
3 EVSE suppliers

Left - Steve King, senior manager of e-freight and special projects at the EC, speaking at GCEAF when the EFC was launched.
Electrifying City Fleets Through American Cities Climate Challenge

Launched in 2018, American Cities Climate Challenge (ACCC) provides powerful resources and support to 25 U.S. mayors as they accelerate climate action, using a holistic approach that focuses on clean buildings and transportation. The EC launched an extension of programming for the ACCC with a focus to accelerate deeper engagement with seven cities.

This included identifying and narrowing the areas of work that can progress EV policy and vehicle deployment and increased deployment of EV charging. Efforts include new rounds of commitments and purchases of EVs by fleets, the coordination of city EV charging strategies, dealer engagement, and a continuing focus on institutionalizing “EV-First” policies for city procurements.

At right – Cobb County, GA fleet staff stands with an electric fleet vehicle.

Cincinnati: 100% EV by 2035

In March 2022, the City of Cincinnati, working with the EC as part of ACCC and the EV Purchasing Collaborative, committed to scaling EV purchasing to entirely electrify the city fleet by 2035. Read more here.

Read this case study from the City of Cincinnati’s early days of electrifying vehicles with the EC’s help.

Every journey to an all-electric fleet begins with a single EV (or three). The City of Cincinnati started with three EVs and is now committed to entirely electrify by 2035!

- Matt Stephens-Rich, director of technical services, Electrification Coalition

Accelerating EV adoption in 7 U.S. cities
Launching 2.0 Version of State Fleet Cohort

The EC kicked off the 2022 state fleet cohort with current states Michigan, Nevada, North Carolina, Pennsylvania, and Virginia, and will continue to discuss the challenges, lessons learned, and opportunities with electrifying the state fleets. These states will also share lessons learned so far with the federal infrastructure funding.

The EC will also be launching a 2.0 version of the cohort with new states, likely to include Illinois, Maryland, Massachusetts, and Wisconsin, and others. These discussions will begin with the same content and presentations as the first group of states; for example, the DRVE tool will be presented, financing topics will be covered, and more.

Training on Procurement Strategies for State Fleets

The EC hosted a session on procurement strategies for state fleets as part of the training series for its State Fleet Electrification Cohort on August 25. States participating in this cohort round include Florida, Illinois, Maryland, Massachusetts, New Mexico, South Carolina, and Wisconsin.

Atlas Public Policy and Nevada Department of Administration presented DRVE results at the monthly state fleet electrification cohort, with over 10 states in attendance.
Electrifying Additional State Fleets

In 2022, the EC provided tools and step-by-step guidance to support state fleet electrification in 12 states, including our five priority states (see page 19), and seven additional states. Our team provided expertise related to EVSE planning and installation, fleet procurement strategies, fleet analysis using the DRVE tool, federal funding, and other important information.

Expanded state fleet support to 7 new states

Left – Fleet operators from Cobb County, GA stand with several of their electric fleet vehicles.
Since 2020, the EC has been supporting the City of Saint Paul in creating an all-electric carshare program, called “Evie,” which launched in 2022. Through this program, residents of Saint Paul and Minneapolis are able to drive electric, powered by a 100% renewably-sourced EV Spot Charging Network.

"This is an incredible opportunity to move Minneapolis and St. Paul forward to meet our clean energy goals. Not only will the Evie Carshare vehicles and EV Spot Network support our community members and families who need access to additional transportation options, but will provide that transportation as **100 percent renewable, electric-powered vehicles**. As we continue to battle the climate crisis at hand, intentional and innovative programs like this are great solutions for our community. I’m proud to be in this forward-thinking and collaborative partnership with Mayor Carter, the City of Saint Paul, Xcel Energy, and HOURCAR."

- Mayor Jacob Frey, Mayor of Minneapolis
The EC helps transition to
electric school buses

Federal funding for school bus electrification is greater than ever, there is a growing awareness in communities of the urgent need to reduce vehicle emissions, and manufacturers are offering an increasing variety of electric models. The time to electrify our nation’s school bus fleets is now.

The EC has been working hard in 2022 to increase school bus electrification across the United States. Some of our efforts include hosting roundtable discussions for policymakers in Colorado and Illinois.

Bootcamps, Tools, and Cooperative Purchasing Helps Transition School Buses to Electric

The EC has supported electric school bus (ESB) adoption by hosting numerous state-wide bootcamps, providing expertise about transitioning school bus fleets to electric. We also support ESB adoption using our DRVE tool to assess fleets, and through the Climate Mayors Electric Vehicle Purchasing Collaborative, which now offers cooperative purchasing contracts for four school bus vendors: Blue Bird, IC Bus, Lion Electric, and Thomas Built Buses. The Collaborative also includes resources for the procurement process, policy guidance, and a variety of other informative resources.

Check out the Colorado bootcamp.
Check out the Illinois bootcamp.

We want to make sure students living near Lion Electric in Joliet will be able to ride the electric school buses that their parents are making. We are making electric school buses the norm in the State of Illinois as quickly as we possibly can.

- Christian Mitchell, Deputy Governor, Illinois, on the EC’s electric school bus bootcamp in 2022

The best way to know is to do. So let’s do. We can have an initiative in Colorado to replace nearly all diesel school buses in the next five to six years.

- Colorado Governor Jared Polis on the EC and WRI Roundtable discussion in January 2022

The EC has supported electric school bus (ESB) adoption by hosting numerous state-wide bootcamps, providing expertise about transitioning school bus fleets to electric. We also support ESB adoption using our DRVE tool to assess fleets, and through the Climate Mayors Electric Vehicle Purchasing Collaborative, which now offers cooperative purchasing contracts for four school bus vendors: Blue Bird, IC Bus, Lion Electric, and Thomas Built Buses. The Collaborative also includes resources for the procurement process, policy guidance, and a variety of other informative resources.

Check out the Colorado bootcamp.
Check out the Illinois bootcamp.
Advancing Vehicle-to-Grid Technology Adoption

“V2G technology is available today and the time to deploy it is now.”
- Ladeene Freimuth, Senior Advisor, SAFE, Speaking on a webinar hosted by the EC and SAFE in 2022

Webinar - Advancing V2G Technology Adoption
The EC and SAFE hosted a webinar on June 15, titled “Advancing V2G Technology Adoption.” The discussion focused on the benefits of vehicle-to-grid (V2G) technology and related policy recommendations to accelerate adoption. This webinar coincided with the launch of a new report that details the policies needed to advance V2G technology at the federal, state, and regional levels to enhance energy security and resilience.

V2G Report Released
On June 15, SAFE and the EC released a report that highlights policy opportunities to accelerate the adoption of vehicle-to-grid (V2G) technology. As EV adoption accelerates across all vehicle classes, V2G capability can help manage system load and provide power back to the grid during times of need, thereby strengthening the resiliency of the U.S. electric grid. The transition to transportation electrification reduces our dependency on oil and improves energy and national security.

“The solutions identified in this report will help overcome existing challenges and barriers to deployment. But policymakers must act now.”
- Robbie Diamond, CEO and founder of SAFE and the EC
Efficient, Effective, and Equitable Public Policy and Programming

Despite the rapid progress in the global EV market, substantial barriers to widespread EV adoption still exist. Overcoming these barriers will require innovative business models and efficient, effective, and equitable public policy and programming.

We are learning what this means for our team’s internal efforts to build an inclusive team that reflects the incredible diversity of our nation, as well as to advocate for policies, and develop programs which reach the populations who are most harmed by our oil-based transportation sector.

Our team has been focused on developing a firm foundation and awareness of our need to build a more equitable approach to widespread transportation electrification. As we do so, we also are presented with the very real challenges of a small organization, such as limited staffing resources, limited financial resources to access diversity, equity, and inclusion experts and other challenges, which we confront as we learn. These challenges do not prevent us from working toward equitable access to transportation electrification, but instead inspire us to share our lessons as we move forward together.

“I really appreciate the work that the EC and SAFE do to break down barriers and say, ‘this is an opportunity where both parties can align.’”

- Blair St. Ledger-Olson, legislative director, Climate Cabinet Action Fund
We have continued building an internal taskforce focusing on diversity, equity, and inclusion. We hosted internal trainings throughout the year to learn how we can be more inclusive internally, in the development of relationships, and in our policy and programmatic work. We are reaching out beyond our own ecosphere to include diverse voices as we establish authentic working relationships with individuals, organizations, and consultants. We work with our partners and build relationships in the field to gain insight about opportunities to deepen our learnings, practice, and approach to be more inclusive.
Our Incredible Team

In 2022

"The time is ripe for transportation electrification. The EC has more work to do than ever, and thanks to our growing team of talented employees, we are ready to meet the EV moment."
- Ben Prochazka, executive director, Electrification Coalition

From 2020-2022, we saw a 24% increase in number of team members, plus a strong internship program across various departments.

Our staff are located in 17 different states, representing a truly diverse team in background and skillset.
Movers and Shakers

Congratulations to Katherine Stainken, the EC’s vice president of policy and Alyssa Henley Siddiqui, the EC’s managing director of corporate engagement, on being named Top Women in EV in 2022!

Congratulations to Matt Stephens-Rich, the EV Power Player of the Year for being named an EV Power Player by Business Insider! Matt leads our work with Smart Columbus, supports the Evie Car Share in St. Paul, develops dealership programs to incentivize selling EVs in Orlando, helps cities pass EV-friendly policies, and more. This year Matt was promoted to our Director of Technical Services.

Katherine Stainken and Alyssa Henley Siddiqui Named Top Women in EV in 2022

Congratulations to Katherine Stainken, the EC’s vice president of policy and Alyssa Henley Siddiqui, the EC’s managing director of corporate engagement, on being named Top Women in EV in 2022!
OUR ELECTRIFYING TEAM

Aaron Viles
Director of Campaigns

Alyssa Lentell
Managing Director, Corporate Engagement

Alyssa Siddiqui
Freight Electrification Associate

Alma Meckler-Pacheco
Senior Director of Policy

Anne Blair
Executive Director

Ben Prochazka
Program Manager

Brandi Hertenstein
Communications Associate

Celia Kosinski
Policy Manager

Emma Heins
Policy Analyst and Administrative Specialist

Jackie Burman
Vice President, Operations and Finance

Jessica Stoll
Program Specialist

Katherine Stainken, Vice President, Policy

Katie Lineweaver Robinson
Vice President, Programs and Operations

Mary McConnell
Campaigns Organizer

Marie McConnell
Campaigns Organizer

Mary Linn
Campaigns Organizer

Matt Stephens-Rich
Director of Technical Services

Nick Miller
Communications Director

Noah Barnes
Policy Analyst

Rebecca Sereboff
Senior EV Infrastructure Associate

Robbie Diamond
Founder, President, and CEO

Sarah Fischer
Programs Manager

Sarah Reed
Director of Programs

Steph Wagner
Technical Program Specialist

Steve King
Senior Manager, E-Freight and Special Projects

Torin Spencer
Senior Program Specialist

Will Drier
Senior Policy Manager

Will Marshall
Program Associate

Alyssa Siddiqui
Managing Director, Corporate Engagement

Alyssa Siddiqui
Freight Electrification Associate

Alma Meckler-Pacheco
Senior Director of Policy

Anne Blair
Executive Director

Ben Prochazka
Program Manager

Brandi Hertenstein
Communications Associate

Celia Kosinski
Policy Manager

Emma Heins
Policy Analyst and Administrative Specialist

Jackie Burman
Vice President, Operations and Finance

Jessica Stoll
Program Specialist

Katherine Stainken, Vice President, Policy

Katie Lineweaver Robinson
Vice President, Programs and Operations

Mary McConnell
Campaigns Organizer

Marie McConnell
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Robbie Diamond
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Sarah Fischer
Programs Manager

Sarah Reed
Director of Programs

Steph Wagner
Technical Program Specialist

Steve King
Senior Manager, E-Freight and Special Projects

Torin Spencer
Senior Program Specialist

Will Drier
Senior Policy Manager

Will Marshall
Program Associate
2022 Financial Summary

Revenue Sources
- Foundation: 65%
- Corporate: 10%
- Individual: 8%
- Other: 17%

Expenses (Estimated)
- Program Services: 89%
- EV programs and technical assistance: 34%
- Freight electrification programming: 15%
- EV policy education and implementation: 40%
- Fundraising: 4%
- Management and General: 7%
The Electrification Coalition is a nonpartisan, nonprofit organization that advances policies and actions to facilitate widespread deployment and adoption of electric vehicles to overcome the economic, public health and national security challenges that stem from America’s dependence on oil. For more information, visit electrificationcoalition.org, or email us at info@electrificationcoalition.org.