



# PLUG INTO GEORGIA



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***Welcome!***

***We will begin shortly.***



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# Welcome: Why & What Next

**Shana Jones & Natalie Bock**

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# Why Electric Mobility?

## SK Battery announces IT facility in Roswell, 200 new jobs

By FOX 5 Atlanta Digital Team | Published January 26, 2023 | Roswell | FOX 5 Atlanta |

## Kia to invest \$200 million in US plant, build EV9 SUV in 2024

By David Shephardson

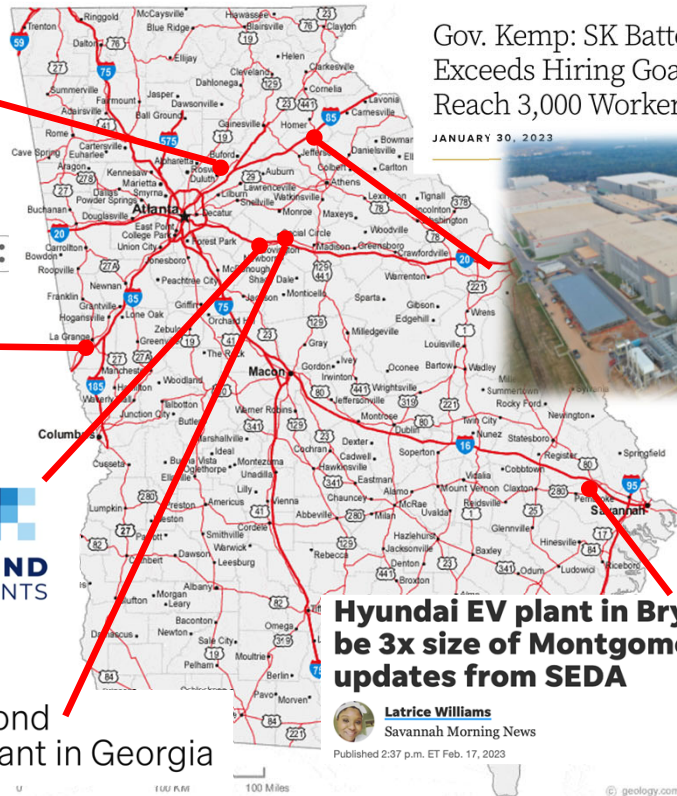
July 12, 2023 11:42 PM EDT · Updated 6



Ascend Elements Opens North America's Largest Electric Vehicle Battery Recycling Facility in Georgia



Rivian to site second manufacturing plant in Georgia



Gov. Kemp: SK Battery America Exceeds Hiring Goal, On Track to Reach 3,000 Workers

JANUARY 30, 2023



Georgia and the southeastern US are rapidly becoming the hub of the growing electric vehicle industry.

Hyundai EV plant in Bryan County to be 3x size of Montgomery and other updates from SEDA

Latrice Williams  
Savannah Morning News  
Published 2:37 p.m. ET Feb. 17, 2023



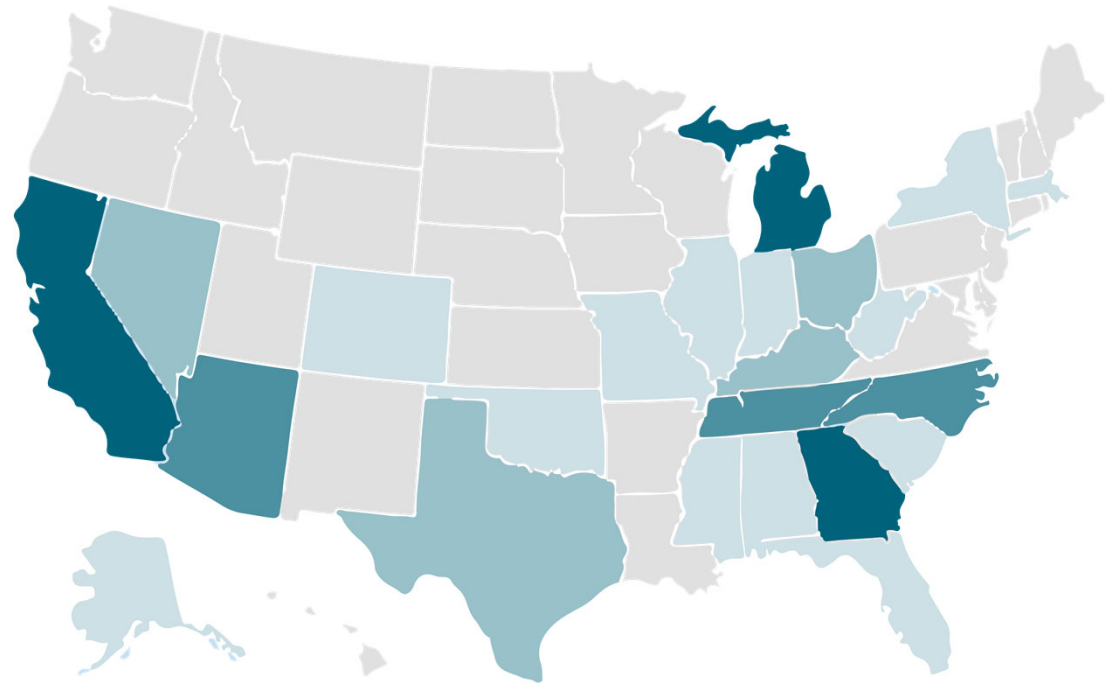
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- The Southeast will house 34% of all EV manufacturing jobs
- 32 OEMs within 500 miles of Atlanta
- Since 2018, 35 EV-related projects have contributed \$23 billion in investments in Georgia

**EV-ONLY EMPLOYEES**



*Source: AtlasEV Hub*



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# Georgia's EV Charging Infrastructure

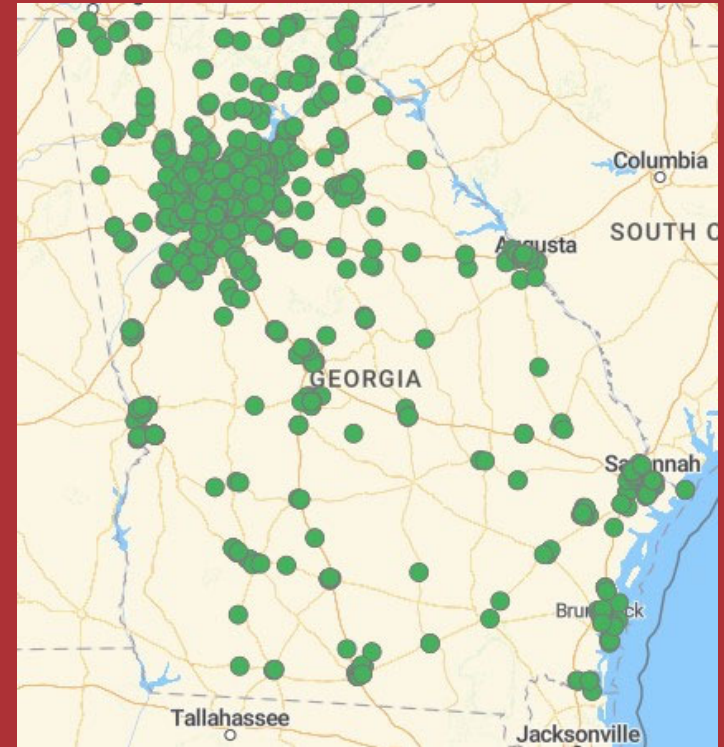
1,869

Station locations



4,936

EVSE ports



Source: Data as of Nov. 27, 2023, U.S. Dept. of Energy, Alternative Fuels Data Center

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# Big Picture: Local Government EV Lanes

Internal Fleets	Charging Availability & Safety	Economic Development
<p><b>Goal:</b> EVs in your government fleets.</p>	<p><b>Goal:</b> Enable residents and visitors to charge their EVs safely.</p>	<p><b>Goal:</b> EVs provide economic benefits to the local economy.</p>
<p><b>Considerations:</b></p> <ul style="list-style-type: none"><li>• Routes</li><li>• Fueling</li><li>• Number of chargers</li><li>• Policy</li><li>• Savings</li><li>• Maintenance</li><li>• Sustainability goals</li></ul>	<p><b>Considerations:</b></p> <p><u>Public Assets:</u> Are there gov't properties that that could have charging?</p> <p><u>GDOT:</u> What is the state doing to promote charging? And how do you avoid duplicating effort or over-building infrastructure?</p> <p><u>Private Sector:</u> Do your ordinances and policies further the charging you want to see in your community?</p> <p><u>Safety:</u> What public safety issues arise? What training may be needed for responders?</p>	<p><b>Considerations:</b></p> <p><u>Production:</u> Can your community become part of the EV production ecosystem?</p> <p><u>Boost local business:</u> How can EVs encourage people to shop and stay locally?</p> <p><u>Generate revenue:</u> How can EV charging stations generate additional revenue?</p>

*Who is your **point of contact** for managing EVs and promoting charging in your community?*

# Charging Availability: Important Point



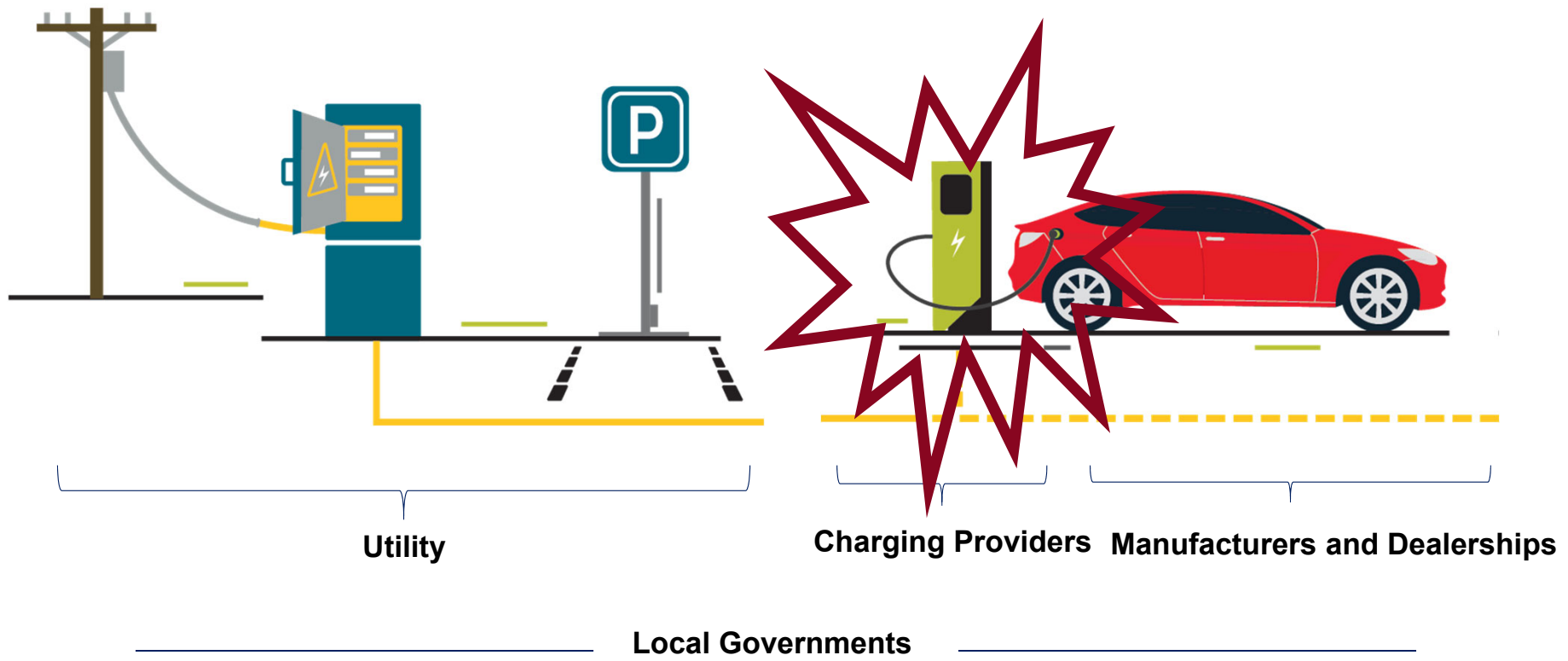
The Department of Energy estimates as much as 90% of car charging is done overnight, at home.





**Behind the Charger: Infrastructure**

**What People See**



# Charger Types

## Level 2

1 hour of charging = 24 mi of range  
Less demand on electric grid

## Direct-Current Fast Charging (DCFC)

20 min of charging = 60-80 mi of range  
More demand on electric grid



# Threshold Questions

- What are your needs? Fleet charging? Community charging? Both?
- Have you engaged your utility? Start with your utility!
- What is GDOT supporting in your community for “fast” charging?
- Are private businesses providing charging?
- What are you doing to coordinate and communicate? With private businesses, internal government, external government?
- What are you doing to promote charging in your community, both publicly available charging and at-home charging?

*Why are we asking these questions?*  
To determine what level of charging and where.  
This really matters!



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***The E-Mobility Transition: GDOT's Role and Plan***  
9:45-10:15

**Matthew Fowler**, Program Manager, Georgia Department of Transportation, P3 Division

10:15-10:20 Break

***Providing the Power: The Utility & Charging Provider Perspective***  
10:20-10:45

**Glenn Halliday**, Electric Transportation Program Manager, Georgia Power Company  
**Todd Allums**, Director, Utility Programs EnviroSpark Energy Solutions

10:45 – 10:50 Brief Panelist Transition

***The Auto Dealership Perspective: Market Projections and Local Role***  
10:50-11:15

**Ben Jordan**, Georgia Automobile Dealers Association  
**Dale Critz, Jr.**, Critz Auto Group  
**Walter Lewis**, J.C. Lewis Motor Company

11:15-11:20 Break

***The Regional and Local Government Perspective: Preparing for the E-Mobility Future***  
11:20-12:00

**Kofi Wakhisi**, Planning Administrator, Atlanta Regional Commission  
**Alicia Brown**, Sustainability Director, City of Savannah  
**Tom Couch**, Bulloch County Manager  
**Ben Taylor**, Bryan County Manager



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# Georgia's National Electric Vehicle Infrastructure (NEVI) Deployment Plan

**Matthew Fowler, PTP**

*Georgia DOT Program Manager*

Plug In to Georgia: E-Mobility Success  
for Local Governments

November 29, 2023





## NEVI Program

### Purpose



Create a convenient and reliable nationwide network of 500,000 EV chargers by 2030, installed every 50 miles and within 1 mile of Alternative Fuel Corridors

### Goals



Accelerate equitable adoption of EVs, reduce greenhouse gas emissions, and encourage U.S. industries to lead global electrification

### Funding



\$5B in funding programmed over the 2022-2026 federal fiscal years, with \$135M apportioned to Georgia



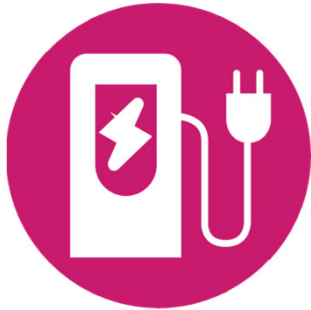
### NEVI Plan



NEVI requires all states to prepare a plan compliant with federal requirements from Federal Highway Administration and the Joint Office of Energy and Transportation

## Federal Standards and Requirements

The NEVI Program rules will apply and serve as the foundation for implementation, including the following three key components for charging stations along Alternative Fuel Corridors (AFCs):



### **Fast**

Minimum of four DCFCs  
high-powered (150 kW)  
chargers at each NEVI site



### **Reliable**

97% charger uptime  
24/7 availability



### **Accessible**

Every 50 miles along AFCs  
≤ 1 mile from corridor

# EV Charging Types

## Level 1 (AC)

2-5 miles/hr | 40+ hrs



**J1772**

## Level 2 (AC)

10-20 miles/hr | 4-10 hour

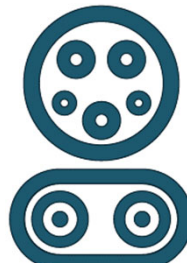


**J1772**

## DC Fast Charging (DCFC)

18-240 miles/hr | 20 min-1 hour

NEVI Formula  
Program DCFC  
Adapters



**CSS1**



**CHAdeMO**



**NACS**

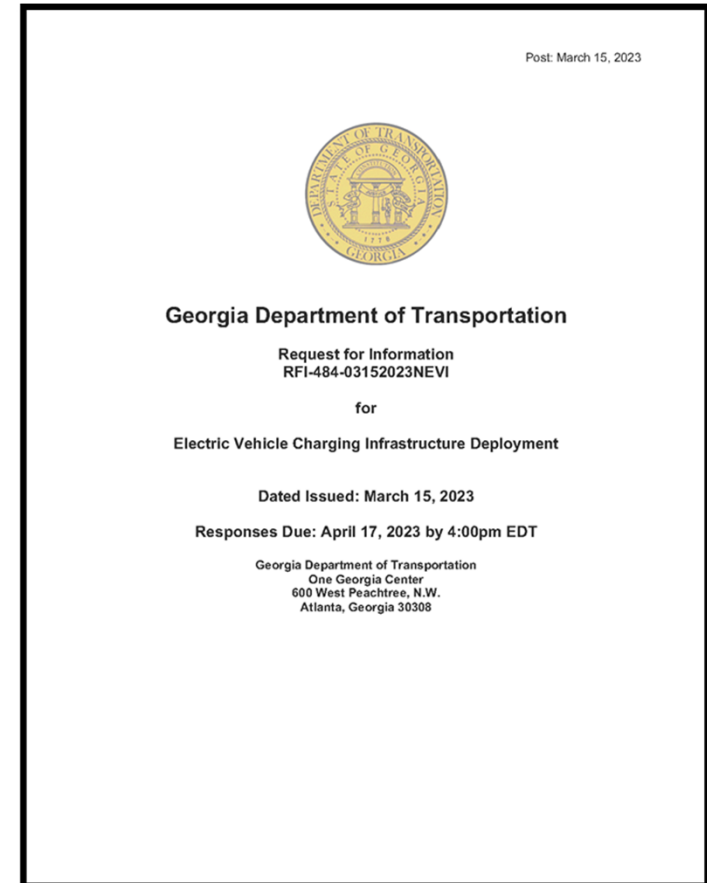


## Example DCFC Stations



## Progress Towards Implementation

- NEVI Plan Approved by FHWA September 2022
- Federal Final Rule Published February 28, 2023
  - EVITP Certification
  - Cybersecurity requirements
- Federal Buy America Waiver Published February 21, 2023
- Ongoing stakeholder and industry meetings



# Georgia NEVI Plan Development Process

Late 2021

Feb-Apr 2022

May-July 2022

June-Aug 2022

Aug-Present



- Internal GDOT Planning

- Need Analysis
- Team engagement
- Outreach planning
- Bordering states review
- Funding opportunity review

- Stakeholder outreach
- Location and corridor analysis
- Market assessment
- Best practices review
- Alternative Fuel Corridors (AFCs) nominated

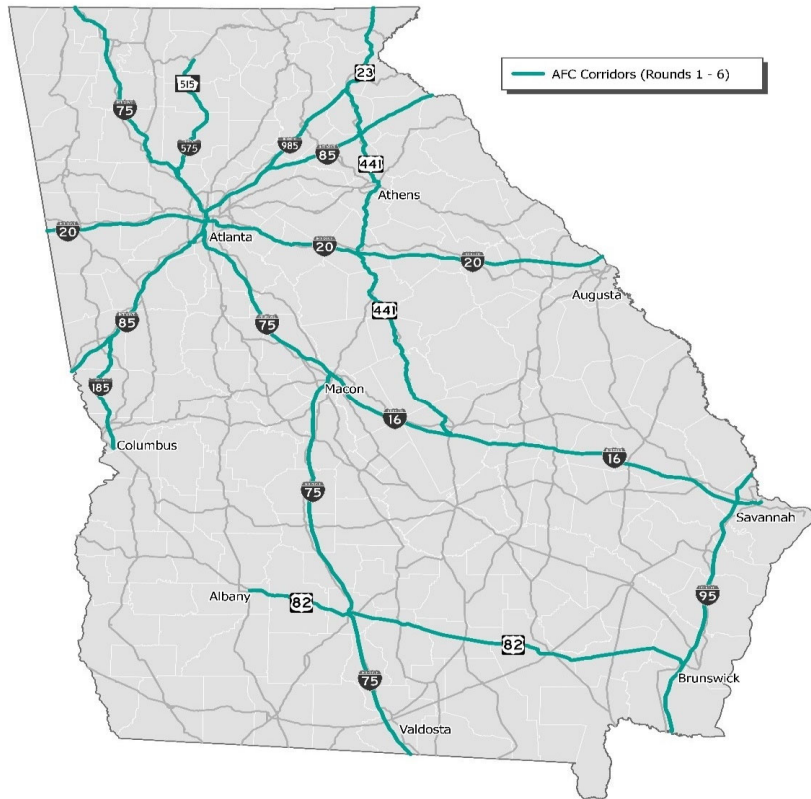
- Stakeholder outreach (cont'd)
- Draft and submit compliant GEVI Plan to Joint Program Office

- Implementation Planning
- Public engagement and Stakeholder outreach (cont'd)

	FY2022	FY2023	FY2024	FY2025	FY2026	Total
GDOT's GEVI funding (80% maximum)	\$19.9M	\$28.8M	\$28.8M	\$28.8M	\$28.8M	\$135.1M
Private match (20% minimum)	\$5M	\$7.2M	\$7.2M	\$7.2M	\$7.2M	\$33.8M

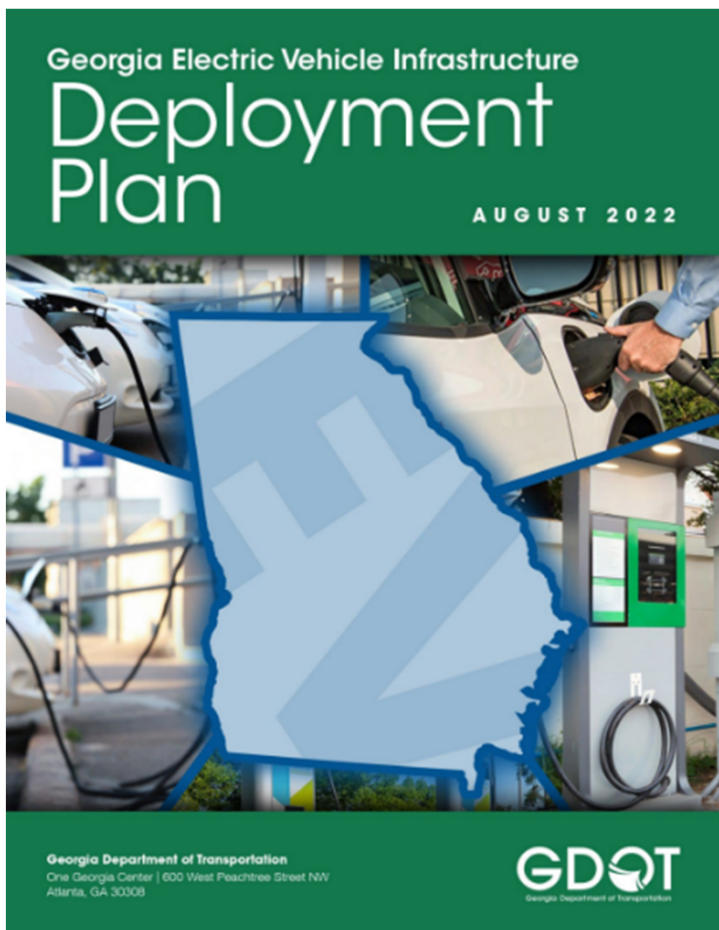
# Alternative Fuel Corridors and Existing Infrastructure

**1,534** total miles of Alternative Fuel Corridors



<p><b>162</b></p> <p>Publicly available DCFC stations</p>	<p><b>93*</b></p> <p>DCFC stations within 1 mile of an AFC exit or intersection</p>	<p><b>14</b></p> <p><b>NEVI-compliant charging stations</b></p>
<p><b>NEVI-Compliant Charging Stations:</b></p> <ul style="list-style-type: none"> <li>• Minimum of four 150kW (total 600kW) Direct Current (DC) fast chargers with Combined Charging System (CCS) ports at each station</li> <li>• Minimum 50 miles apart and 1 mile from the corridor</li> </ul>		

\*42 Tesla-only supercharger sites



### Plan Sections

State Agency Coordination			Implementation
Stakeholder Outreach			Civil Rights
Vision and Goals			Equity Considerations
Contracting			Cybersecurity
Existing and Future Conditions			Program Evaluation
EV Charging Infrastructure Deployment			Labor and Workforce Considerations

## Vision and Goals in Georgia



### **Compliance with federal requirements:**

Sites will be developed in accordance with federal rules and requirements and result in 100% of Georgia's Interstates and AFCs being fully built out to NEVI Program standards.



### **Customer-driven deployment:**

Convenient and sufficient charging investment where EV drivers prefer to charge, regardless of whether private sector investment can fully fund.



### **Economic development:**

Sites should be placed so that they optimize the economic development opportunity from electric vehicles.



### **Private sector ownership and operation (including non-profits):**

Sites will be delivered and operated by non-state entities.



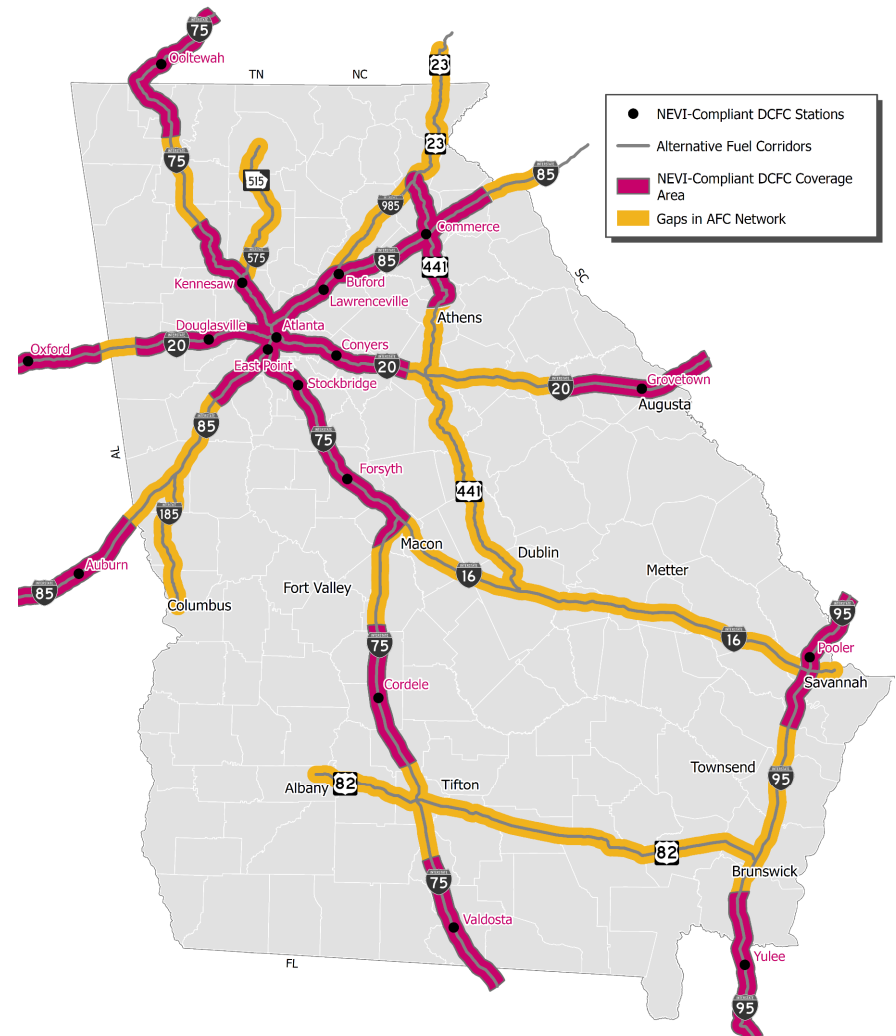
### **Sustainability and reliability of operations:**

Sites will be developed to ensure that charging achieves high operational performance.

## Plan Implementation

### AFC Gaps

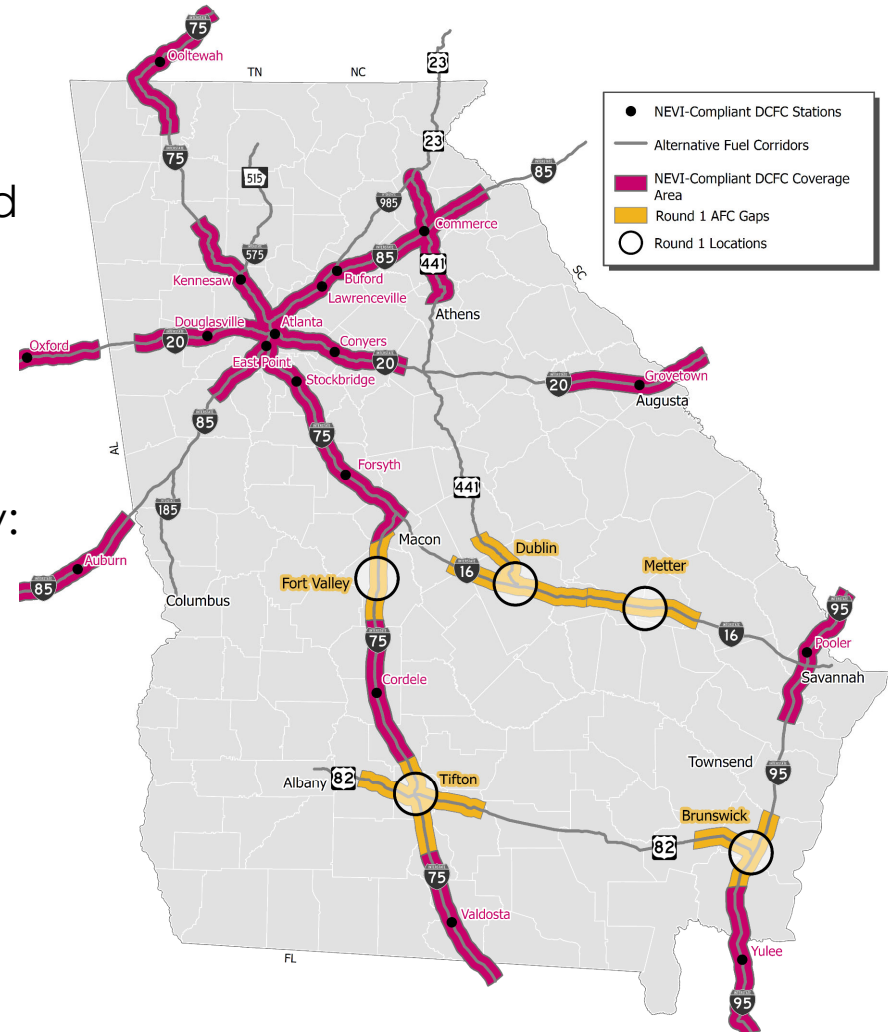
- Deployment plan identified Gaps in AFC Network that are required to be addressed (noted in yellow on the map)
- A Gap is a 50-mile stretch in an AFC where a charging station is required to be constructed to make that stretch NEVI compliant.
- Georgia DOT plans to build out the state's AFC network through multiple rounds of solicitations.



## Plan Implementation

### Round 1 Locations

- Round 1 Locations represent a radius around the exit/interchange where a charging station could be located to build out the Gap.
- Charging stations will be installed within 1-mile travel distance of the exit/interchange
- Locations across the AFCs are influenced by:
  - Traffic as a proxy for potential charger utilization
  - Connections to major cross highways
  - Tourist destinations along the route
  - Existing real estate around the interchanges
  - Amenities, including existing/planned additions





## Procurement Schedule

Activity	Date
Issue Request for Proposal (RFP)	July 25, 2023
Deadline to Submit Questions	August 23, 2023
Deadline for One-on-One Meeting Agenda Submissions	September 27, 2023
One-on-One Meetings with Proposers	October 2-6, 2023
Deadline for Proposers to Submit PDMS Access Request	November 3, 2023
<b>Proposal Due Date</b>	<b>November 17, 2023</b>
Anticipated public comment period under Rule 672-17-.04(3)(g)	November 27-December 27, 2023
Anticipated selection of apparent Best Value Proposer for each Georgia NEVI Location	February 15, 2024
Anticipated deadline for execution of each Project Agreement and related documents by each Developer and GDOT (Effective Date)	April 24, 2024

*All dates set forth above and in the RFP are subject to change at GDOT's sole discretion. All times indicated are prevailing times in Atlanta, Georgia.*

## Procurement Approach



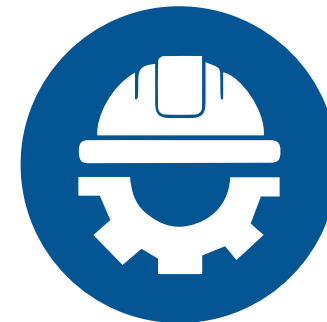
Best value selection



Multiple procurement opportunities/awards to fill the gaps



Multiyear procurement roll out through FY 26



Furnish, install, operate, and maintain for 5 years

## Additional Requirements

As set forth more specifically in the RFP, additional requirements that will apply:



Environmental  
Compliance



Power and Data  
Communication  
Utility Connection



Property Interest



Operations and  
Maintenance



Min 20% Financial  
Commitment  
(fund/finance)



No Right-of-Way  
Acquisition



Non-compliance  
regime



Payment and  
Performance Security



Contract Expiration

## Stay Connected

 @GeorgiaDOT

 @GADeptofTrans

 @gadeptoftrans

 [www.dot.ga.gov](http://www.dot.ga.gov)

# Thank You

For Viewing

# Break



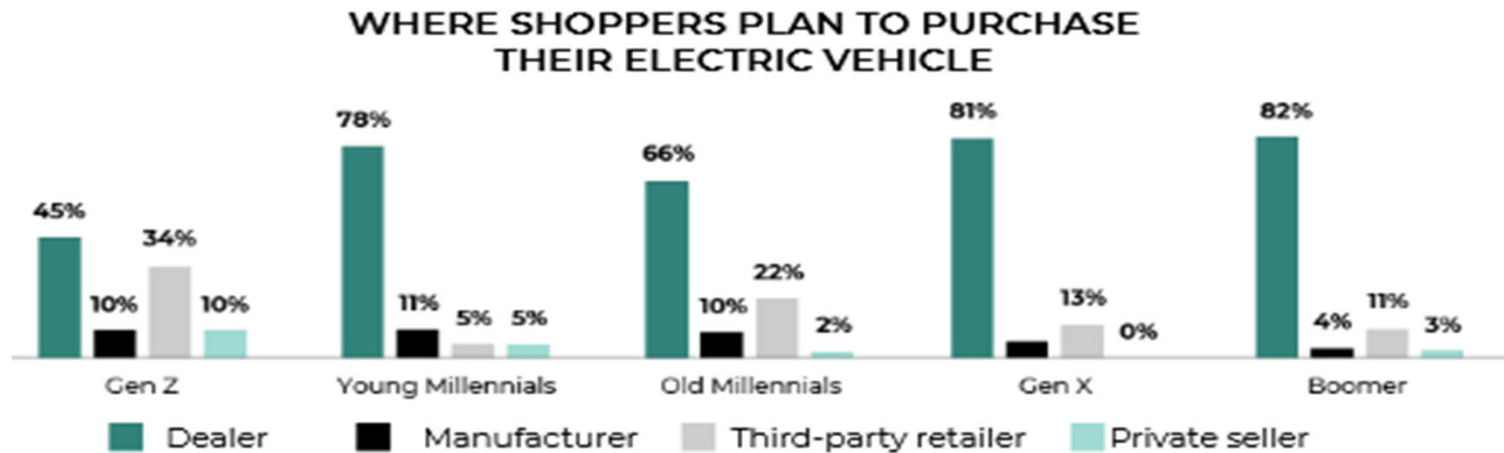
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## Role of the Local Dealership

“Consumers Favor Traditional Car Dealer Shopping Experience to Direct Retail by Nearly Threefold, Expect Dealers to Play Pivotal Role in EV Education”



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	Customer Own/Operate		EnviroSpark Own/Operate		Charging As A Service	
	Property	EnviroSpark	Property	EnviroSpark	Property	EnviroSpark
<b>Infrastructure</b>	✓			✓*		✓*
<b>Equipment Cost</b>	✓			✓		✓
<b>Charger Installation</b>	✓			✓		✓
<b>Electricity</b>	✓		✓		✓	
<b>Maintenance Plan</b>	5 year Maintenance Plan		Included		Included	
<b>Network Connectivity Fee</b>	\$25 /month		Included		Included	
<b>Subscription Fee</b>					\$100-200 /month	
<b>Charging Revenue</b>	90%	10%***		100%	100%	
<b>Contract Length</b>	1 Year Software Term** 1 Year Warranty		10 Year Term		5 Year Term	

\*May require cost participation, site inspection pending \*\*Renewable on a yearly basis, no applied for non-networked options \*\*\*Covers Transaction Fees



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# **The Auto Dealership Perspective: Market Projections & Local Role**

Wednesday, November 29, 2023

Walter N. Lewis, J.C. Lewis Motor Company

Dale Critz, Jr., Critz Automotive

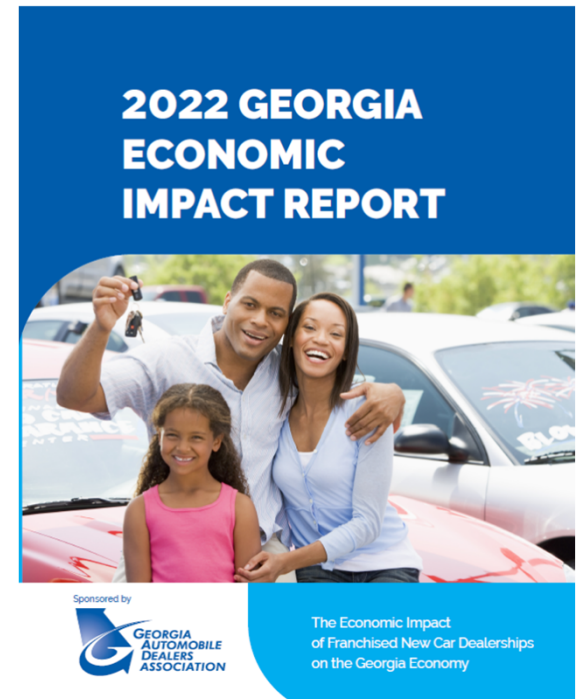
# Economic Impact

- **491** dealerships
- Number of jobs per dealership **71**
- Total employment of **72,700\*** jobs
  - **34,600** direct & **38,100** indirect
- Average salary of **\$95,200\*\***
- **\$5.9 billion** in total earnings for dealership employees in Georgia
- **\$1.8 billion** in state/local taxes collected or paid
- **\$914.1 million** in federal payroll taxes collected or paid
- Over **\$24.3 million** in charitable contributions in 2022

\*Includes direct and indirect employment

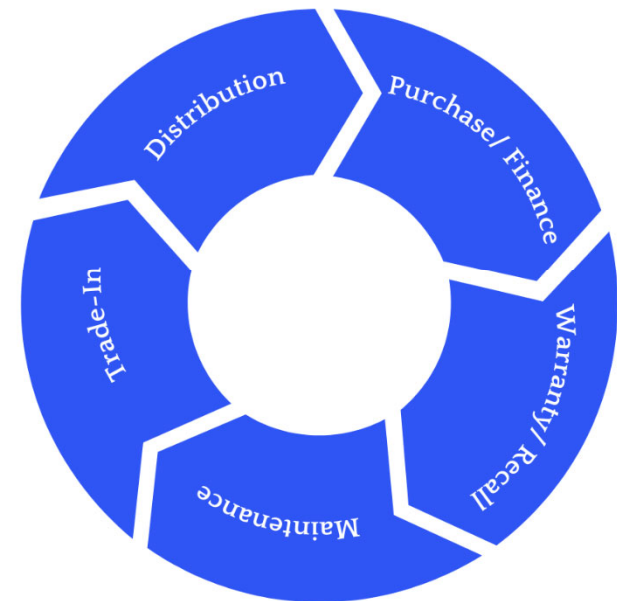
\*\*Includes commission employees

Source: 2022 Economic Impact Report- The Economic Impact of Franchised New Car Dealerships on the Georgia Economy

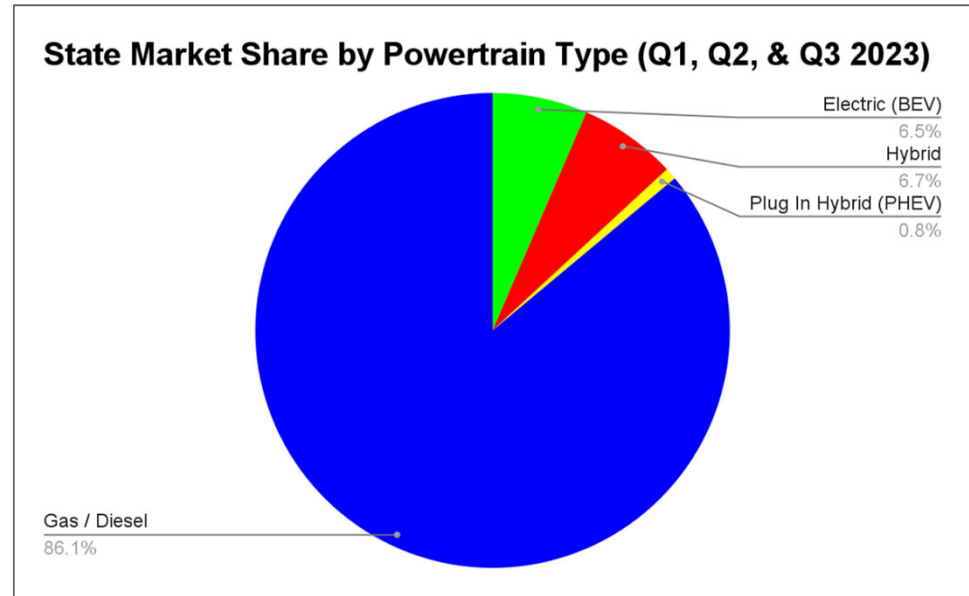
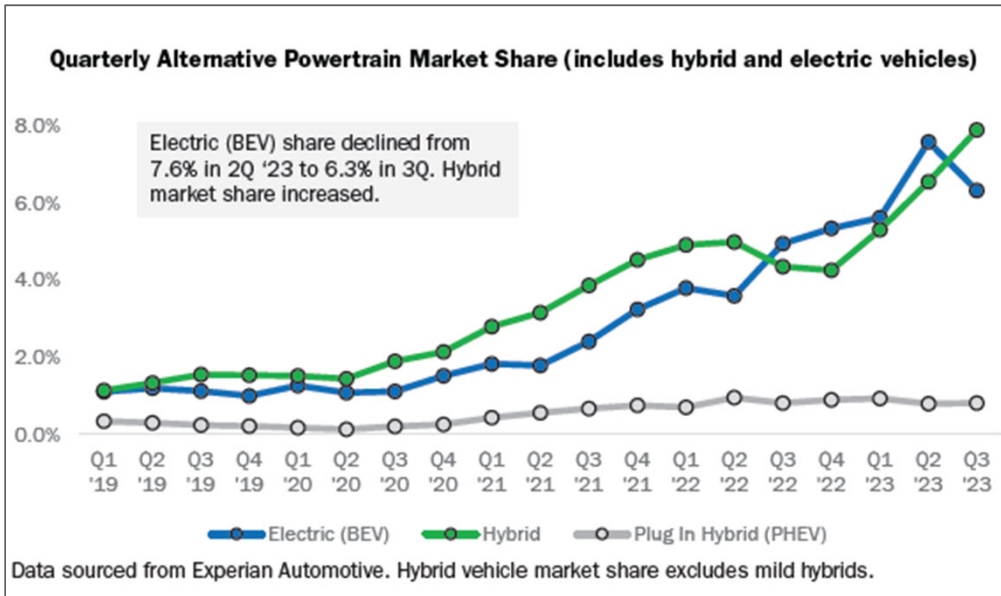


## What Do Local Dealerships Do?

- Sell both used and new vehicles
- Independently owned
- Perform safety-critical repair and maintenance: warranty, recall
- Operate body shops
- Arrange financing for customers
- Trade-ins
- Title and registration
- **Support Customer Through Entire Life Cycle of Vehicle**



# Market Analysis: Electric Vehicles (GA)



Source: Georgia Auto Outlook (thru September 2023)



# Electric Vehicle Market: Challenges

## Supply & Demand

Electric vehicles are now some of the slowest sellers on dealership lots. In September, it took retailers over two months to sell an EV, compared with around a month for gas-powered vehicles and only three weeks for a gas-electric hybrid, [according to data from Edmunds](#).

Carmakers are reacting to the slackening demand by [cutting prices](#) and [offering discounts on EVs](#).

BUSINESS | AUTOS

## Automakers Have Big Hopes for EVs; Buyers Aren't Cooperating

Sales growth has slowed in the U.S. as car companies are finding a limited pool of consumers willing to pay more for these models

By Sean McLain [Follow](#)

Oct. 15, 2023 5:30 am ET

## EV stockpile suggests growing pains

Even when sales outpace inventory, some dealers still struggle to seal deal

Maewah Lotz  
ML@csa.com

What looks like an electric vehicle inventory glut signals growing pains, not a cooling market, experts say.

The current EV narrative has nearly 50,000 cars piling up at dealerships as consumer enthusiasm for the new technology ebbs. At some dealer-

ships, that's true. Cox Automotive data shows EV supply of more than 100 days on dealership lots, more than double the number of gasoline vehicles.

Still, that data is complicated by the nature of EV sales. EVs are an expanding slice of the overall market but until recently were hindered by short supply. Now, the EV sales share is outpacing the inventory share, said Tyson Lantry, vice president of data and analytics at J.D. Power.

"The story that demand for EVs is slowing is possible," Lantry said.

Helped by robust sales related to changing federal zero-emissions vehicle sale incentives this year, EVs made up 8.6 percent of retail sales and 6.7 percent of available inventory in June, according to J.D. Power.

Now, Cox Automotive inventory data shows 103 days' supply of EVs on average in June. The figure represents EVs at dealerships, excluding Tesla stores because that brand sells directly to consumers and doesn't have dealerships. Days' supply — or

see SUPPLY, Page 24

# Electric Vehicle Market: Challenges

## Price

“According to an Edmunds survey this summer, **the high cost of EVs is still the biggest deterrent for potential buyers...** so there is a serious need for product expansion at the lower end of the price spectrum.”

### Average Transaction Price in September 2023

\$50,683 for EV's

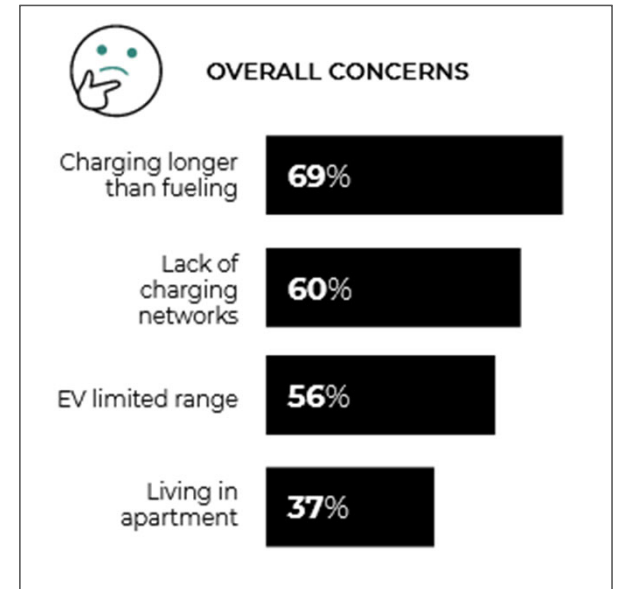
vs.

\$48,000 for all light vehicles

## Range



## Charging Infrastructure



Source: [Automotive News](#), [Wall Street Journal](#), CDK “Charged Truth About EVs,” 2022.

# Electric Vehicle Market: External Factors

Gasoline Prices



Interest Rates



Government Policy



**Takeaway:** The popularity of EVs has increased in recent years, but challenges remain and external factors are contributing to market volatility.



## Role of the Local Dealership



Dealerships are making large scale investments to prepare for the sale and service of electric vehicles.

**3.9** ← Average number of electric vehicle chargers installed at new vehicle dealerships by the end of 2023.

**\$99,835, 000** ← Total estimated dealership expenses during 2023 to prepare for the sale and service of electric vehicles.

## Franchised Dealerships Sell Over 1 Million EVs

Published August 3, 2023

## Dealerships On Track to Invest \$5.5 Billion in EV Infrastructure

Source: [nada.org](https://nada.org) and 2022 Economic Impact Report- The Economic Impact of Franchised New Car Dealerships on the Georgia Economy





## Georgia's Local Franchise Dealers



Walter Lewis



*Savannah*



Dale Critz



*Savannah*



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# Climate Pollution Reduction Grants (CPRG) Program



2022 Inflation Reduction Act authorized the creation of new, two-phase \$5 billion program:

- 1) **CPRG Noncompetitive Planning Grants** to develop strong climate pollution reduction strategies (\$250 M)
  - Program guidance issued March 2023
- 2) **CPRG Competitive Implementation Grants** to help put plans into action (\$4.6 B)
  - Notice of Funding Opportunity issued late September 2023
  - [www.epa.gov/inflation-reduction-act/about-cprg-implementation-grants](https://www.epa.gov/inflation-reduction-act/about-cprg-implementation-grants)



# CPRG Planning for the Atlanta MSA

ARC is lead agency for Atlanta MSA CPRG

- 29 counties
- 150 cities
- 57-percent of the state's population



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# One Planning Grant – 3 Deliverables over 4 Years



## Priority Climate Action Plan (PCAP)

- States/MSAs: due **March 1, 2024**
- Tribe/territory: due **April 1, 2024**
- Near-term, implementation-ready, **priority greenhouse gas (GHG) reduction measures**
- **Prerequisite** for eligible entities in the area covered by the plan to apply for implementation grants



## Comprehensive Climate Action Plan (CCAP)

- Due in **2025, 2 years after award** (later for tribes and territories)
- **Address all sectors** and significant GHG sources/sinks
- **Near- and long-term** GHG emission reduction goals and **strategies**



## Status Report

- Due in **2027** (N/A for tribes or territories)
- **Updated** analyses and plans
- **Progress and next steps** for key metrics



# CPRG Implementation Grants

📌 CPRG Priority Climate Action Plan makes ARC communities eligible for funding

📌 Applications are due to EPA April 1, 2024

📌 Important to be involved in the PCAP process if your local government plans to apply for implementation funds

📌 Examples of implementation actions/projects that may be captured under the CPRG plans' strategies & funded via implementation grants:

- Solar panel installations/programs
- Electric bike programs
- Home weatherization/energy efficiency programs

- Tree canopy restoration
  - Electric vehicle fleet transitions
- Etc... must reduce/absorb  
GHGs*



# CPRG Implementation Grants – Applying?

Submit information via Emission Reduction Measure ID survey to by December 31:

- Reduction measure(s) that include one or more CPRG key sectors
- Amount of CO2 reduction (carbon sink, if applicable) for each measure
- Government as a lead or partner

Additional nice to have info:

- Low Income Disadvantaged Community (LIDAC) analysis
- Workforce development analysis
- Criteria air pollutant analysis





## Stay connected & engaged with Atlanta MSA CPRG

- SHARE – Your community’s climate action, clean energy, or sustainability plans
- SIGN UP – For notification of upcoming stakeholder opportunities
- SPREAD THE WORD – Share the stakeholder sign up survey with colleagues, friends, other organizations



[atlantaregional.org/climatechange](https://atlantaregional.org/climatechange)



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[Climate@atlantaregional.org](mailto:Climate@atlantaregional.org)

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***Thank you!***

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**706.542.3641**

**Natalie Bock**

**[nbock@uga.edu](mailto:nbock@uga.edu)**

**706.542.9048**



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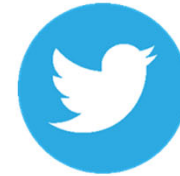
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