



An Exelon Company

US-ZEB Conference Sept. 10-11, 2018

**Engaging Your Utility
When Partnering in
Electrification – Where
to Start**

- Mike Wiley

Why Engage Utilities

System Impact

- Load
- Load Profiles
- Circuit capacity

Future Grid Operation

- Managing grid assets

Economic Development

- Load growth
- Smart Communities
- Positive Environmental Impact

Spectrum of Utility Involvement

Public Benefits Support Potential Investments

Passive
Connector

Proactive
Enabler

Rate
Structure

Grid
Optimization

Status
Quo

Accelerated
State

Opportunity Assessment

LOAD



FLEET



HEAVY EQUIP



CURBSIDE



LEVEL 3

RISK

PECO & SEPTA

SEPTA Fleet Electrification

- 75MW total load increase
- Depot loading range 1.5 – 15.5 MW
- Total \$30MM FTM (\$400K/MW or \$400/kW)
- BTM roughly \$350K/MW

Key Assumptions

- 50kW charging stations
- Peak loading overnight 11PM – 4AM
- Eight bus depots and two maintenance facilities

What We Are Learning

Sustainable Practices

- \$400/kW is significant
 - Consider cost/rate structure options
- Supporting interim steps
 - PECO support two successful Low-No applications
- Combination of options
 - Multiple charging locations, charger levels
- Thinking differently
 - Driving new sustainable practices

Conclusion

Utility Perspective

Engagement - Communication
Understanding bigger picture

Spectrum – High public value
Proactive enabler → rate structurer

Opportunity – Growth and partnership
Fleet seems best, for now

Learnings – Valuable
Sustainable practices for future growth