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

An Exelon Company
Spectrum of Utility Involvement

Public Benefits Support Potential Investments

Status Quo

Accelerated State
Opportunity Assessment

LOAD

- FLEET
- CURBSIDE
- HEAVY EQUIP
- 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 |