



Your EV Connections: “This is How We Do It”

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Moderated by Karen Prescott, *NECA San Diego*

Your EV Connections:

This Is How WE Do It!

With Presenters:

- Jennifer Mefford- National Co-Chair of EVITP
- Kenneth MacDougal-Director of Business Dev.
NECA-Penn Del Jersey
- Special guest, Fred Chempp-Sr. Project Manager,
Ally Construction Services

How EVSE Business is Coming to Market

Federal \$\$/State \$\$ NEVI

- NEVI – State RFP's out NOW
 - Highway DC/FC charging plans
 - Check Clean Fuels or Google NEVI RFP for your state
 - CFIs – Out now for Municipal charging proposals (cities, towns and communities submit to State)
 - School Buses – Buses and Charging (schools must submit a proposal to State=opportunity)

Private Investment – Bigger than NEVI

- Companies are investing to ready for Fleet Deployments and IRA \$\$ that support expansion.
- Depot charging & home fleet charging
- Talk to your existing Customers about their plans/U.S. Content
- Real Estate companies

INTRO TO ALLY

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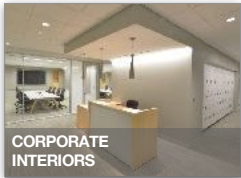
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- 2 Relevant Experience
- 3 Electric Vehicle & Other Market Trends
- 4 Partnership Opportunities

INDUSTRY SECTORS



INDUSTRIAL &
WAREHOUSE



CORPORATE
INTERIORS



PILOT PLANT
IMPROVEMENTS



BIOLOGY, CHEMISTRY &
CGMP LABS



ENERGY & POWER
GENERATION



BUILDING
ENVELOPES



INFRASTRUCTURE
UPGRADES

COMPANY SUCCESS

- ▶ \$8MM (2017) to \$60MM+ (Projected 2023)
- ▶ 14 to 55+ Employees in 6 Years
- ▶ Certified Veteran-Owned Business
- ▶ Highwire Gold (2020) to Platinum Safety Awardee (2022)
- ▶ ISNetworkworld A Ratings Across all Participating Clients
- ▶ Offices in PA, NJ and MA
- ▶ Cost Plus, Design-Build, Lump Sum Construction Management Contracts, Construction Management as Advisor
- ▶ Full-Time Safety Director on Staff
- ▶ Construction Management and Facilities Infrastructure Services
- ▶ State Certified Internal Safety Committee
- ▶ Lead Project Job Safety Assessment (JSA) Development and Oversee Safe Execution of Project Plan
- ▶ Experience in Following and Executing Current Good Manufacturing Practice (cGMP) Regulations
- ▶ EPCM At-Risk Construction Management

CLIENT FEEDBACK

"I comfortably rely on ALLY for their construction expertise, guidance and practical knowledge...The success of my current project is testimony in itself to the ALLY team." AMANDA V.
DIRECTOR | NYL INVESTORS



"ALLY executes over hundreds of projects a year for us supporting the Merck account...they go above and beyond to provide their employees with exemplary work/life balance, benefits and culture...I am 100% confident in their abilities and character." ROBERT M.
PROJECT EXECUTIVE |
MERCK ACCOUNT



"...your entire team are ROCK STARS. We are at the point where they know how I think and what I want, it is an awesome customer experience."
CHRIS H., COMMERCIAL STRATEGY
REALIZATION



"I have worked with ALLY for several years and consider them a trusted partner...I value their dedication to good service and experienced people."
DEAN T., BROKER



"During the training on the G2E equipment last week, Ryan (the trainer from InSinkerator, the company that designs and manufactures the G2E system) paused to tell us all what a clean and professional install MERCK has received...and that he wanted to use it as a best in class design. Kudos to you...I appreciate the safe and excellent work that you guys do, and appreciate your partnership in High Risk Work Permit process!"
EINAR P.
SR. PM | MERCK ACCOUNT

CBRE

ELECTRIC VEHICLE INFRASTRUCTURE SNAPSHOTS



TYPE PARKING GARAGE EV CHARGERS INSTALL

LOCATION WEST POINT, PA

TIME 6 MONTHS

- Existing parking garage installation of 16 EV Chargers working in conjunction with electrical contractor, electrical engineer and space planning vendor.
- Scope included design and constructability coordination with Tesla.
- All work was performed to allow passage of employees to not disrupt flow of traffic in active garages.



TYPE PARKING LOT EV INSTALL

LOCATION SOMERVILLE, NJ

TIME 2 WEEKS

- Installation of one Tesla car charging station
- Installation of one twin Universal car charging station (ability to charge three cars).
- Chargers were installed in a parking lot roughly 300 feet from the building requiring installation of underground conduit and an outdoor distribution panel.



TYPE EV CHARGERS INSTALL

LOCATION RAHWAY, NJ

TIME 12 WEEKS SF 100,000

- Installation of 36 Tesla/Universal combination car charging stations and associated infrastructure in 3 parking garages.
- Chargers installed on the 5th and 6th floor of each garage requiring a vertical installation component for the electrical infrastructure.
- Each garage was operational during the installation.



TYPE EV INFRASTRUCTURE

LOCATION WEST POINT, PA

TIME 9 MONTHS SF 75,000

- Existing parking garage electrical distribution system was in poor condition due to water infiltration and age of equipment.
- Provided a 40 year life span service with the flexibility for the EV charger footprint to increase by providing additional power for future demands.
- Scope included installing a 480 volt 400 amp for service from another building to provide temporary power for the garage and life safety elevators, security and fire alarm without service interruptions.



EV MARKET TRENDS

STRONG ACCELERATION IN EV ADOPTION FORECASTED |

Over the next decade, the EV adoption rate will vary widely given rapid changes in both government policies and the auto manufacturing industry. S&P Global Mobility forecasts electric vehicle sales in the United States could reach 40 percent of total passenger car sales by 2030, and more optimistic projections foresee electric vehicle sales surpassing 50 percent by 2030. (Source U.S. Bureau of Labor Statistics, FEB2023).

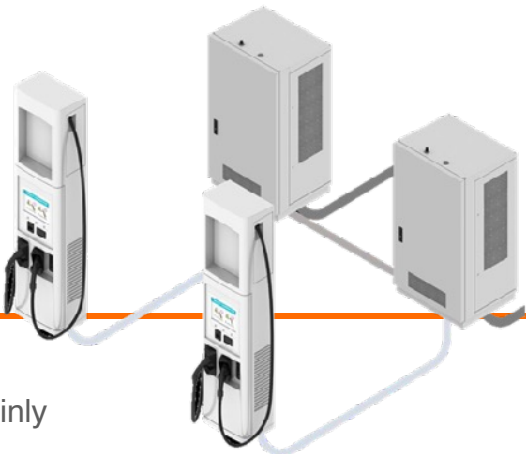


ABB 350 KW High Power DC Charger

GOVERNMENT POLICY DRIVING DEMAND FOR ELECTRIC VEHICLES |

- **NOVEMBER2021** - Infrastructure Investment and Jobs Act, signed into law allocating \$7.5 billion to building out a nationwide charging network.
- Large investments were included in legislation to upgrade the nation's power grid for accommodating rising electricity demand as EV adoption grows —and to expand domestic battery production and recycling capacity.
- **AUGUST2022** - Inflation Reduction Act, signed into law an extended a tax credit for consumers of up to \$7,500 for the purchase of new EVs until 2032 and provided, for the first time, that tax credits could be used for purchasing used EVs.
- State government policies also offer incentives, such as rebates, to encourage EV ownership by helping offset the high upfront costs of EVs.
- A number of states have also implemented a zero-emission vehicle (ZEV) program, which requires auto manufacturers to sell a set quota of battery-electric or plug-in hybrid-electric vehicles, and have passed laws that ban the sale of new gas-powered vehicles by 2035.

EV MARKET TRENDS



INCREASE IN EV CHARGING OCCUPATIONS |

As the number of EVs on the road increases, so too will demand for charging infrastructure. Electrical-related occupations, mainly electricians, can perform home installations but to support the widespread adoption of EVs, a reliable and publicly available charging network will be needed.

- Studies indicate one public charger is needed for every 10 to 15 EVs, even with drivers charging at home.
- The following is a small sample of the occupations that will be responsible for deploying and supporting the nationwide buildout of EV chargers: Urban and Regional Planners, Electricians, Electrical Power-Line Installers and Repairers.

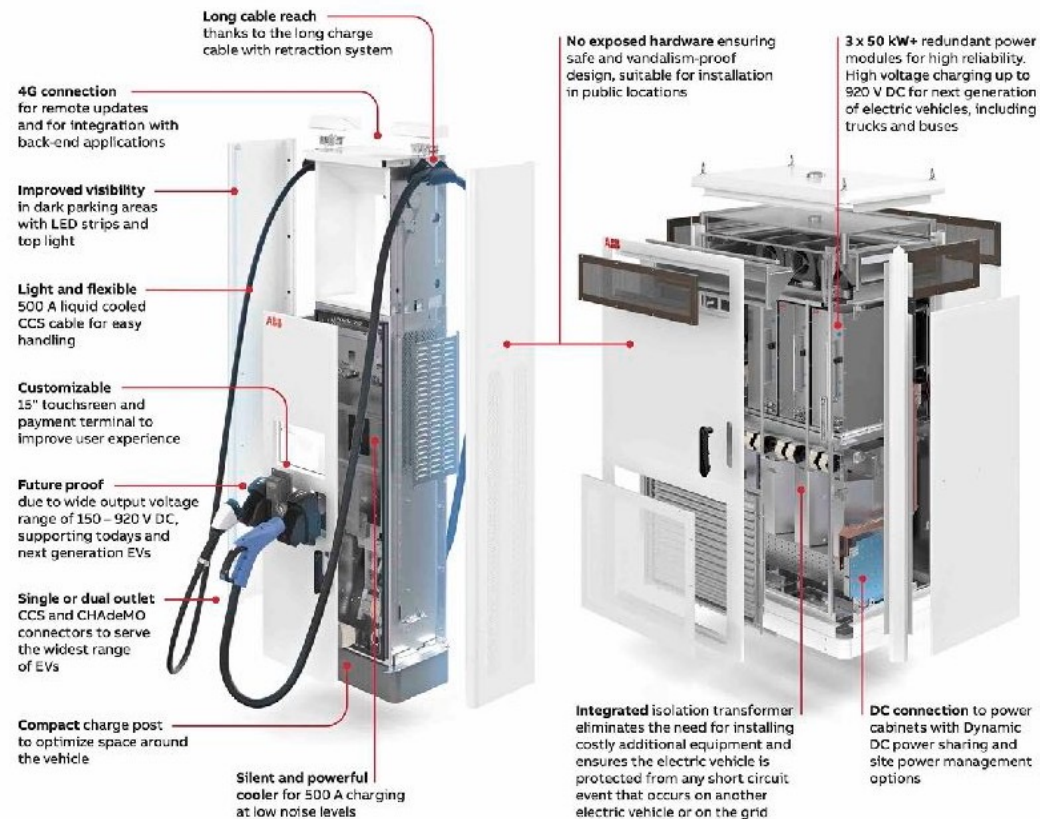
Occupation Title	Employment, 2021	Employment, 2031	Employment Change 2021–2031	% Employment Change 2021–2031	Annual Average Occupational Openings 2021–2031	Median Annual Aage, 2021	Education Requirement
Total, All Occupations	158,134.7	166,452.1	8,317.4	5.3	19,532.5	\$45,760	Not Applicable
Urban and Regional Planners	41.9	43.5	1.6	3.8	3.8	78,500	Master's degree
Electricians	711.2	761.4	50.2	7.1	79.9	60,040	High school diploma or equivalent
Electrical Power-line Installers & Repairers	126.6	130.7	4.0	3.2	11.1	78,310	High school diploma or equivalent
Construction Laborers	1,358.4	1,430.3	71.9	5.3	143.2	37,770	No formal educational credential

OTHER MARKET TRENDS

OTHER ALTERNATIVE ENERGY MARKET OPPORTUNITIES FOR THE CONSTRUCTION INDUSTRY |

- Solar- Ground Array or Roof Top
- Solid Oxide Fuel Cells (SOFC) Natural Gas
- Polymer Electrolyte Membrane (PEM) Fuel Cell- Hydrogen
- Wind Horizontal or Vertical Axis Turbine

Terra High Power Gen III Charger



SPECIFICATIONS

MAX CHARGING POWER

CCS: 500 A – 350 kW
CHAdeMO: 200 A

MAX CHARGING VOLTAGE

CCS: 920 V DC
CHAdeMO: 500 V DC

POWER EFFICIENCY

94% at full load

DIMENSIONS & WEIGHT

Charge Post

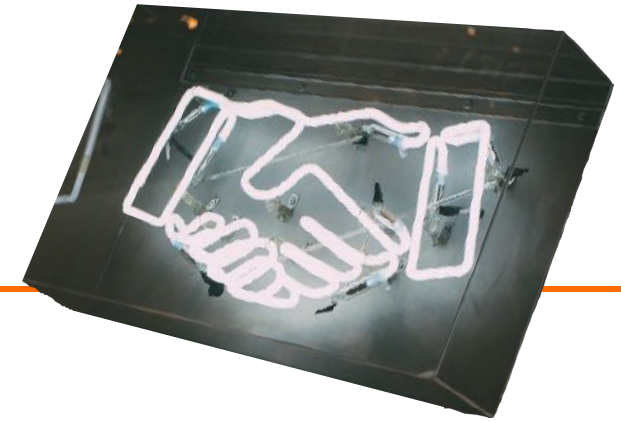
Height 245.8 cm / 96.8 in
Width 59 cm / 23.2 in
Depth 42.5 cm / 16.7 in
250 kg / 551 lbs

Power Cabinet

Height 203 cm / 79.9 in
Width 117 cm / 46.1 in
Depth 77 cm / 30.3 in
1340 kg / 2954 lbs

ABB

PARTNERSHIP OPPORTUNITIES



ALLY NEW CLIENT NEEDS

- Construction management of 480-volt Level III EV Charging Stations.
- Develop potentially 500 locations across the U.S.
- ALLY will manage the construction activities of a percentage of these charger locations starting in the New England area, then move South.

PARTNERSHIP REQUIREMENTS

- Safety.
- Quality.
- Experienced trained professionals.
- Reputable and reliable.
- Schedule driven.
- Cooperation, Innovative ideas and efficiency.



THANK YOU

VISIT [ALLYCONSTRUCTIONSERVICES.COM](https://allyconstructionservices.com)

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How EVSE Business is Coming to Market

Consumer Market – Residential

- Customer Self-Select
 - Not required to use a Program Manager
 - **Most are opting for Program Manager support**
 - Bundled services (smart panel upgrades)
 - Bi-directional capability

Program Managers – Contractor Networks

- Provide turn-key service through contractor networks for management for OEM's, EVSE companies, corporations and consumers.
- Not only Residential – Fleet is growing the fastest.
- If you're not in the Network, you won't get served these work orders
- EV – Solar – Storage
- Seeking BETTER contractors



- Lots of Entry Points for EV Charging



- Consumer (Home)
- Workplace
- Retail
- Public
- Fleet



- Transit
- Service & Maintenance