

The 101 on Electric Vehicles in Minnesota

December 1, 2020
1:00pm - 2:00pm CT



Technology Reminders:

- Please type any questions into the chat - questions are welcome!
- All attendees will be muted and have their videos turned off.
- The presentations and recordings will be available on the Plug In America website.



Minnesotans Going Electric

A Free Six-Part Webinar Series

December 1-4, 2020

- 1. The Role of Cities and Counties in the Shift to Transportation Electrification**
 - December 1, 2020 11:00am - 12:30pm CT
- 2. The 101 on Electric Vehicles in Minnesota**
 - December 1, 2020 1:00pm - 2:00pm CT
- 3. Experience Electric Vehicles in a Virtual Test Drive**
 - December 1, 2020 2:15pm - 3:00pm CT
- 4. How Minnesota Can Lead on Transportation Electrification in 2021**
 - December 3, 2020 10:00am - 12:00pm CT
- 5. Economic Development Opportunities for MN from the Transportation Electrification Sector**
 - December 3, 2020 1:00 - 2:30pm CT
- 6. Expanding Charging for MN Fleets, Workplaces, Multi-Unit Dwellings and Public Locations**
 - December 4, 2020 10:00am - 12:00pm CT

Minnesotans Going Electric

Thank you to our partners!



Minnesotans Going Electric

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Minnesotans Going Electric

A Free Six-part Webinar Series

December 1-4, 2020

Register at

<https://www.driveelectricmn.org/webinar-series-minnesotans-going-electric/>



Our Speakers:



Brendan Jordan
Lead Facilitator
Drive Electric
Minnesota



Katherine Stainken
Policy Director
Plug In America



Jukka Kukkonen
Chief EV Educator
Shift2Electric



Kevin Schwain
Director of
Program Strategy
& Development
Xcel Energy



Lisa Thurstin
Coordinator
Twin Cities Clean
Cities Coalition &
Senior Manager,
American Lung
Association



Speaker Bios

- **Brendan Jordan** is the VP of Transportation and Fuels programs at **Great Plains Institute**, and the lead facilitator for **Drive Electric MN**.
- **Katherine Stainken** is Policy Director for **Plug In America**. Prior to her work at Plug In America, Katherine was a Director of Government Affairs at the Solar Energy Industries Association (SEIA), focused on policies to promote solar on the federal level as well as southeast and northeast regions, along with regulatory work at federal agencies. Katherine was also the chief liaison to the solar heating and cooling and EH&S groups at SEIA. She is former Fulbright and Thinkswiss scholar.
- **Jukka Kukkonen** is Chief EV Educator for **Shift2Electric** and teaches EV Market and Technologies at the University of St Thomas. He is also EV Expert for Fresh Energy and coordinates the Minnesota EV Owners group.
- **Kevin Schwain** is the Director of Program Strategy & Development at **Xcel Energy**. In this role, Kevin develops pilots and programs that help customers save money and reduce the impact of their energy usage. Kevin has been with Xcel Energy since 2008 and previously held leadership positions with Target Corporation, Advanced Technology Materials, and Hewlett Packard.
- **Lisa Thurstin** is **Twin Cities Clean Cities Coalition** coordinator and senior manager of the **American Lung Association** in Minnesota Clean Air Choice program. Lisa, has served as the TC4 coordinator since 2007 and worked on alternative fuel and advanced technology development activities in Minnesota and across the upper Midwest since 2001. She has managed a variety of large DOE funded projects with EV focus including Midwest EVOLVE, Twin Cities EV Community and the COOL EVs project.

Agenda:

1:00	Welcome	Brendan Jordan	Drive Electric MN
1:03	EV basics	Katherine Stainken	Plug In America
1:13	MN Experience	Jukka Kukkonen	Shift2Electric
1:23	Charging EVs & Utilities	Kevin Schwain	Xcel Energy
1:33	Engagement	Lisa Thurstin	EV Driver, Twin Cities
	Clean		Cities Coalition
1:39	Virtual Test Drive	Katherine Stainken	Plug In America
1:43	Q&A		
1:58	Closing	Brendan Jordan	Drive Electric MN





WE DRIVE ELECTRIC. YOU CAN TOO.

101 on EVs in Minnesota

December 1, 2020

Katherine Stainken, Policy Director

Who we are

- **The voice of the EV consumer** – in Minnesota and nationwide
- 501c3 nonprofit founded in 2008
- Our members represent the world's deepest pool of experienced EV drivers
- Two core areas:
 1. Policy and Advocacy
 2. Education and Outreach
 - PlugStar: dealers, consumers, utilities
 - National Drive Electric Week and Drive Electric Earth Day



Definitions

INTERNAL COMBUSTION ENGINE

ElectrifyTheSouth.org



HYBRID



PLUG-IN HYBRID ELECTRIC VEHICLE



ELECTRIC VEHICLE



Makes and Models of EVs available TODAY



All Electric Vehicles

sorted by electric range



Tesla Model S
\$85,000 and up
310 miles and up



Tesla Model X
\$88,000 and up
270 miles and up



Tesla Model 3
\$42,900
264 miles and up



Chevrolet Bolt EV
\$36,620
238 miles



Jaguar I-PACE
\$69,500
234 miles



BMW i3
\$44,450
153 miles



Nissan LEAF
\$29,990
150 miles



Volkswagen e-Golf
\$30,495
125 miles



Hyundai Ioniq Electric
\$30,315
124 miles



Ford Focus Electric
\$29,120
115 miles



Kia Soul EV
\$33,950
111 miles



Honda Clarity Electric
\$199/mo. lease only
89 miles



Fiat 500e
\$32,995
84 miles



Smart EQ fortwo
\$23,900
58 miles



Plug-In Hybrid Vehicles

sorted by electric range



BMW i3 REX
\$48,300
153 / 200
electric / total miles



Chevrolet Volt
\$33,520
53 / 420
electric / total miles



Honda Clarity Plug In
\$33,400
48 / 340
electric / total miles



Chrysler Pacifica Hybrid
\$39,995
32 / 520
electric / total miles



Cadillac CT6 Plug In
\$75,095
31 / 430
electric / total miles



Hyundai Ioniq Plug In
\$25,350
29 / 630
electric / total miles



Kia Optima Plug In
\$35,390
29 / 610
electric / total miles



Ford Fusion Energi
\$34,595
26 / 610
electric / total miles



Kia Niro Plug In
\$28,500
26 / 560
electric / total miles



Toyota Prius Prime
\$27,350
25 / 640
electric / total miles



Mitsubishi Outlander
\$34,595
22 / 310
electric / total miles



Volvo S90 T8 Plug In
\$63,650
21 / 410
electric / total miles



Volvo XC90 T8 Plug In
\$64,950
19 / 380
electric / total miles



Volvo XC60 T8 Plug In
\$62,900
18 / 370
electric / total miles



BMW i8
\$147,500
18 / 320
electric / total miles



Subaru Crosstrek Hybrid
\$34,995
17 / 480
electric / total miles



Porsche Panamera Hybrid
\$99,600
16 / 480
electric / total miles



Audi A3 e-tron
\$39,500
16 / 400
electric / total miles



BMW 530e Plug In
\$53,400
16 / 370
electric / total miles



Porsche Cayenne Hybrid
\$79,900
14 / 490
electric / total miles



Plug-In Hybrid Vehicles

sorted by electric range



BMW 330e Plug In
\$45,600
14 / 350
electric / total miles



BMW 740e Plug In
\$91,250
14 / 340
electric / total miles



Mini Cooper SE Plug
\$36,800
12 / 280
electric / total miles



Mercedes GLE 550e
\$66,700
10 / 460
electric / total miles



Mercedes C 350e
\$47,900
9 / 410
electric / total miles

Where to charge

LEVEL 1 STANDARD OUTLET

- Plug into a standard 120V wall outlet
- Connector provided with every EV
- Great for overnight or workplace charging
- Ideal for typical commutes (up to 40 miles)



40 miles
overnight

LEVEL 2 240 VOLT OUTLET

- Faster charging for longer drives
- Provides a full charge for most EVs in:



100% Electric

4-8 hours

empty to full
charge



Electric & Gas

1-2 hours

empty to full
charge



25 miles
per hour of
charging

DC FAST CHARGE

- Much faster charging at public locations
- 3 different connectors depending on vehicle:



CCS Combo
65 miles
in 20 minutes



CHAdeMO
67 miles
in 30 minutes

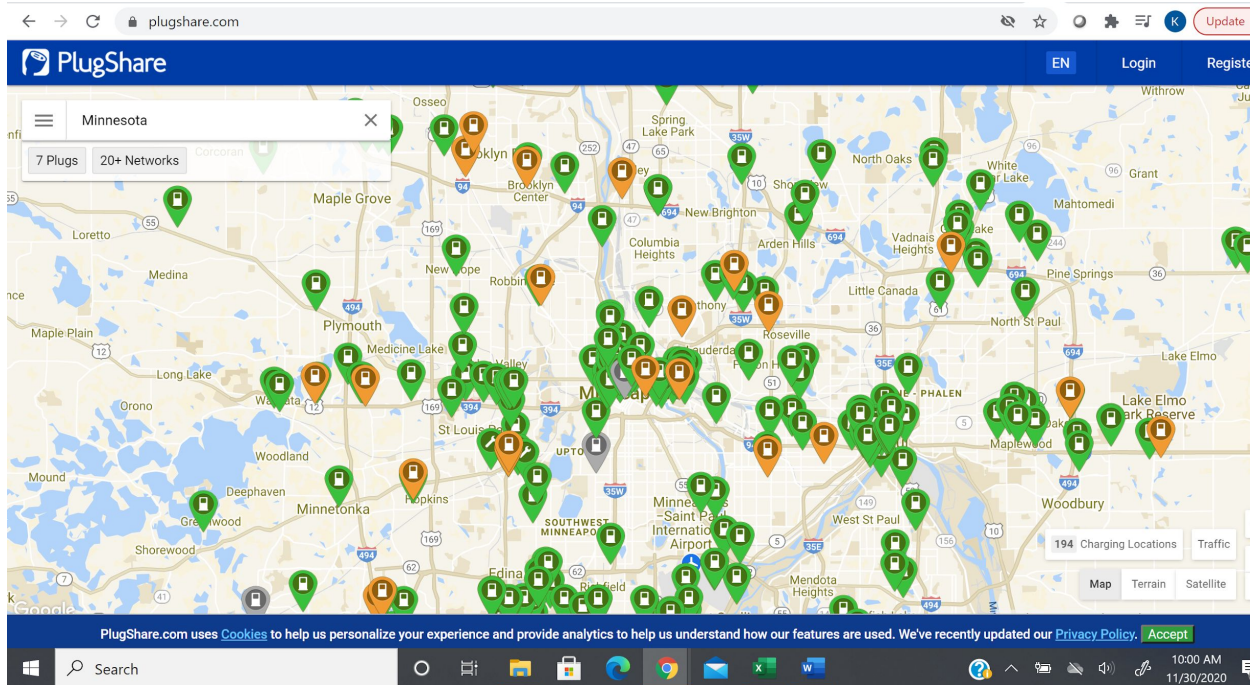


Tesla Supercharger
130+ miles
in 20 minutes



0 to 80%
30-40 minutes

***Can be much
faster depending
on if 50kW or
350kW station**



- Plugshare
- Chargepoint
- EVgo
- Blink
- Greenlots
- Volta
- Electrify America
- Tesla
- ...and more!



Benefits for Consumers



Affordability

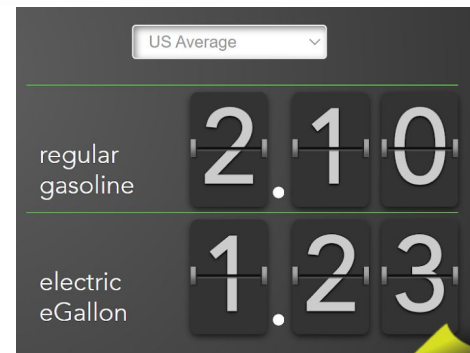
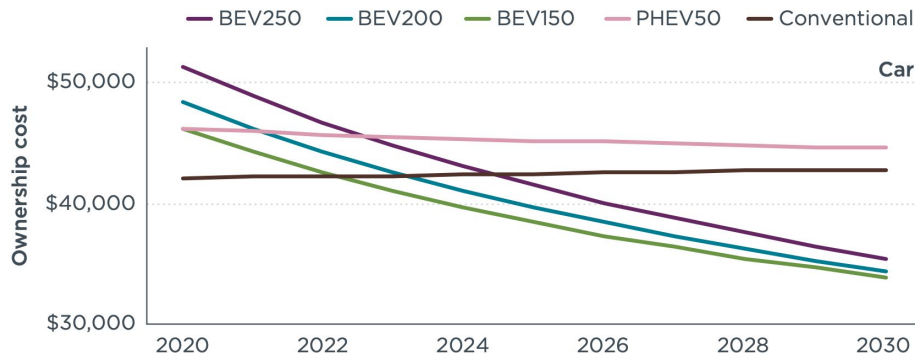
Average maintenance / repair costs over vehicle lifetime:

- BEV: \$0.03/mile
- PHEV: \$0.03/mile
- ICE: \$0.06/mile

Consumer Reports



Convenience



Courtesy of ICCT

Benefits for Consumers



Performance



Benefits for Consumers



**Environmental
Stewardship**



Air Quality

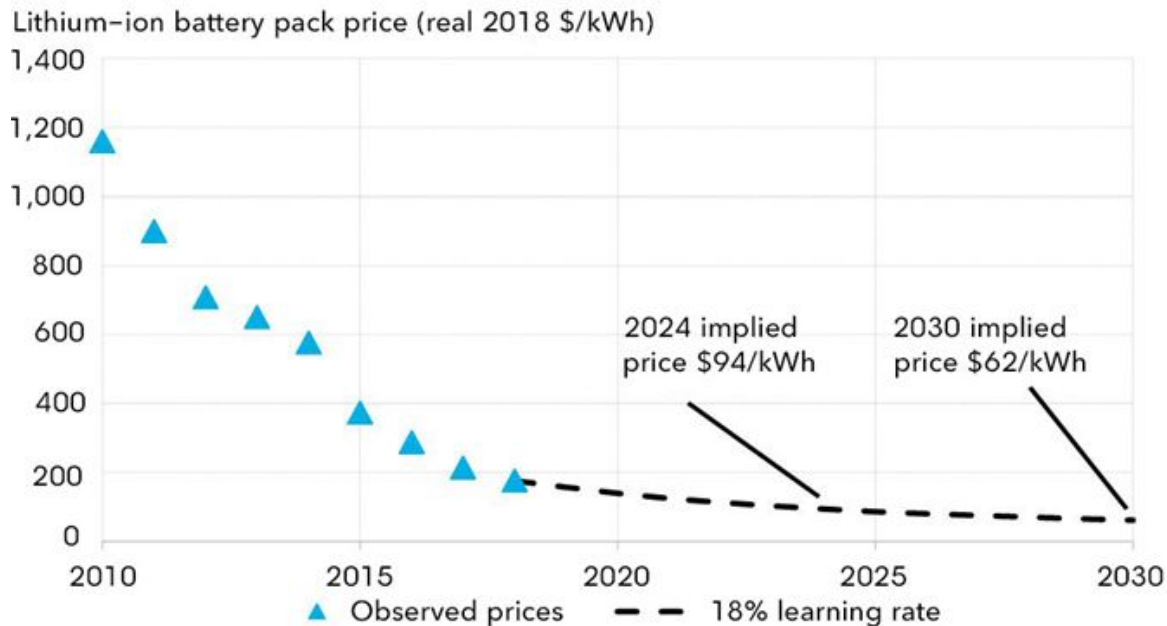


National Security



Battery Prices are Falling

Lithium-ion battery price outlook



Source: BloombergNEF

Nationwide Sales

Cumulative Sales from 2011 to 2020

1,571,404

EV Sales

984,669

BEV Sales

586,735

PHEV Sales

70 Models

EV Models

24 Makes

EV Makes

BEV

984,669

PHEV

586,735

GAS PRICES

EV MARKET SHARE

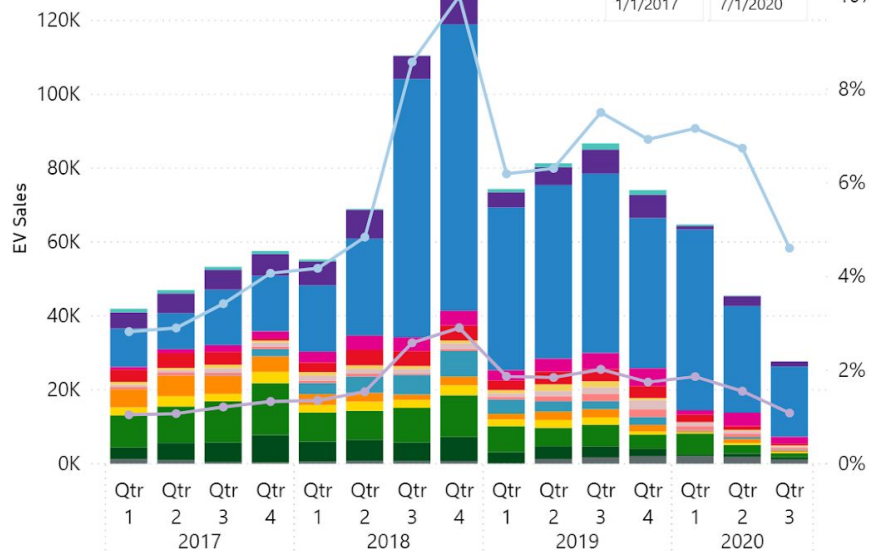
EV Sales & EV Share of Total Market from 2017 to 2020

Date Filter

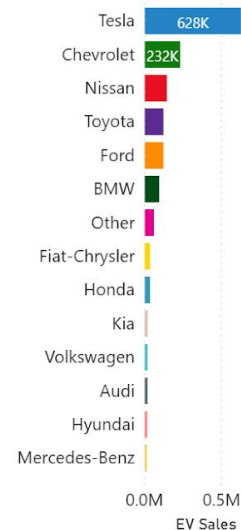
1/1/2017

7/1/2020

- Audi
- BMW
- Chevrolet
- Fiat-Chrysler
- Ford
- Honda
- Hyundai
- Kia
- Mercedes-Benz
- Nissan
- Other
- Tesla
- Toyota
- Volkswagen
- EV Share of All Light-Duty
- EV Share of Passenger Cars

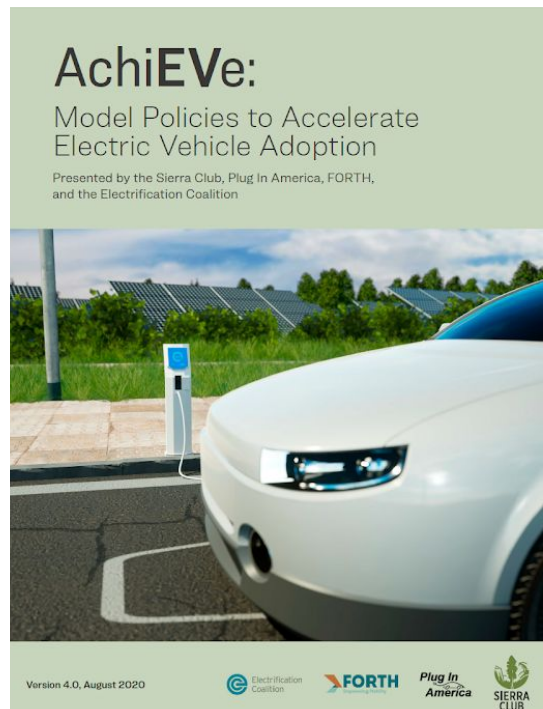


Cumulative Sales from 2011 to 2020



Courtesy of
Atlas Public
Policy
EVHub

- Collaboration between PIA, Sierra Club, Electrification Coalition, Forth Mobility
- Designed for 6 key stakeholder groups:
 - Legislators; Governor's offices / state agencies; transit agencies; cities and local government, businesses; regulators & utilities
- Various categories of policies
 - Enable vehicle purchase
 - Increase charging infrastructure
 - Prioritize equity and expand access
 - Electrify fleets
 - And more!



Other ways to get involved....

- National Drive Electric Week
 - Sept. 25 – Oct. 3, 2021
 - driveelectricweek.org
- Drive Electric Earth Day
 - April 2021
 - driveelectricearthday.org



United States National Online Events

Event	Day(s)
New EVs - First Look	Sep 29, 2020
Home EV Charging Station Installation Walk Through	Sep 27, 2020
EV Battery Recycling/Reuse	Oct 02, 2020
NDEW Kick-Off Event	Sep 24, 2020
EV Batteries: Straight Talk Edition	Sep 28, 2020
Find Your Perfect Match: EV Speed Dating	Sep 27, 2020
EV Trivia Happy Hour	Sep 29, 2020
The Policies Driving EV Adoption Forward	Oct 01, 2020
An Evening of Electrified Classic Cars	Sep 30, 2020
Electrify Your Ride to School	Oct 01, 2020
EVs and Solar: Driving on Sunshine	Sep 29, 2020
EV Myth Busting: Fact vs Fiction	Sep 28, 2020
Electric Cars and Vehicle to Grid Technology	Sep 28, 2020
EVs and Charging at the Workplace	Sep 30, 2020
EVs for All: Making EV Ownership More Inclusive	Oct 02, 2020
15 Events	

Here is information on 14 events that may interest you. You can RSVP to attend any of these events.

Local Online Events

Columbus, OH Sep 30, 2020	Topics Driving Experience Environmental Benefits Other	<input type="button" value="RSVP"/>
Columbus, OH Oct 03, 2020	Topics Driving Experience Local Public Charging EV 101	<input type="button" value="RSVP"/>
Lexington, KY Oct 04, 2020	Topic Various	<input type="button" value="RSVP"/>
Erie, PA Erie, Pennsylvania Sep 26, 2020	Topics Cost of Ownership Driving Experience EV 101	<input type="button" value="RSVP"/>
Louisville, KY Oct 03, 2020	Topic Various	<input type="button" value="RSVP"/>

Local In-Person Events

Columbus, OH Sep 26, 2020	Topics Driving Experience EV 101 Local Public Charging	<input type="button" value="RSVP"/>
Perrysburg, OH The Town Center at Levis Commons Sep 26, 2020	Topic Various	<input type="button" value="RSVP"/>
Avon Lake, OH Avon Lake Public Library Sep 26, 2020	Topic Various	<input type="button" value="RSVP"/>
Independence, OH Independence Court Parking Lot Sep 29, 2020	Topic Various	<input type="button" value="RSVP"/>
Cleveland, OH West Side Market Parking Lot Sep 30, 2020	Topic Various	<input type="button" value="RSVP"/>
Windsor, ON Green Sun Rising / Renewable Energy Technology Centre Sep 26, 2020	Topic Various	<input type="button" value="RSVP"/>

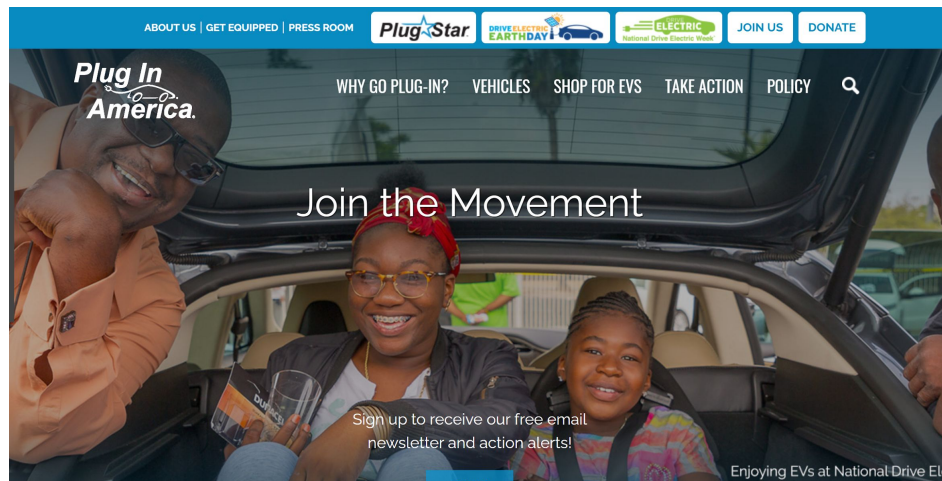
Thank you!

Katherine Stainken

Policy Director

kstainken@pluginamerica.org

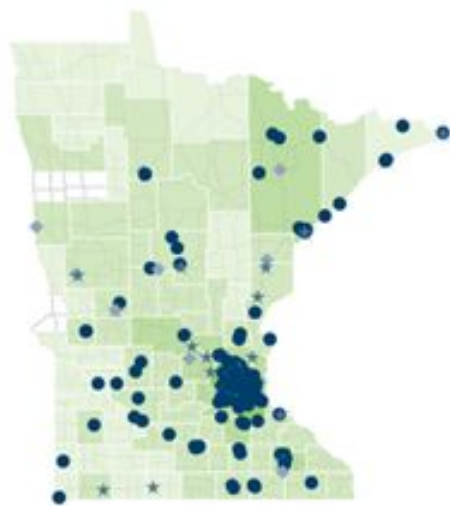
www.pluginamerica.org





Electric Vehicles in Minnesota

Jukka Kukkonen
Shift2Electric
jukka@Shift2Electric.com



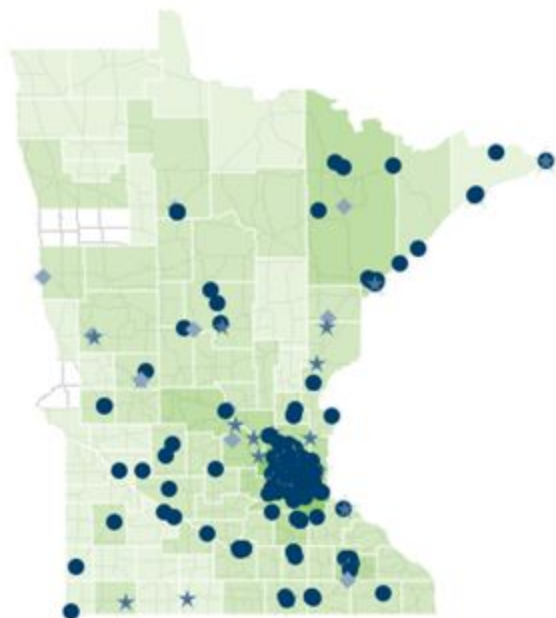
Models available in Midwest



Photos: Vehicle manufacturers

PlugInConnect.com





Electric Vehicle Dashboard

Charging stations

Level 2 charger	DC fast charger	Total
824	187	1,011

Total vehicles per Level 2 charger	Total vehicles per DC fast charger
18	77

Vehicles

Battery electric vehicles (BEV)	Plug-in hybrid electric vehicles (PHEV)	Total
7,808	6,676	14,484

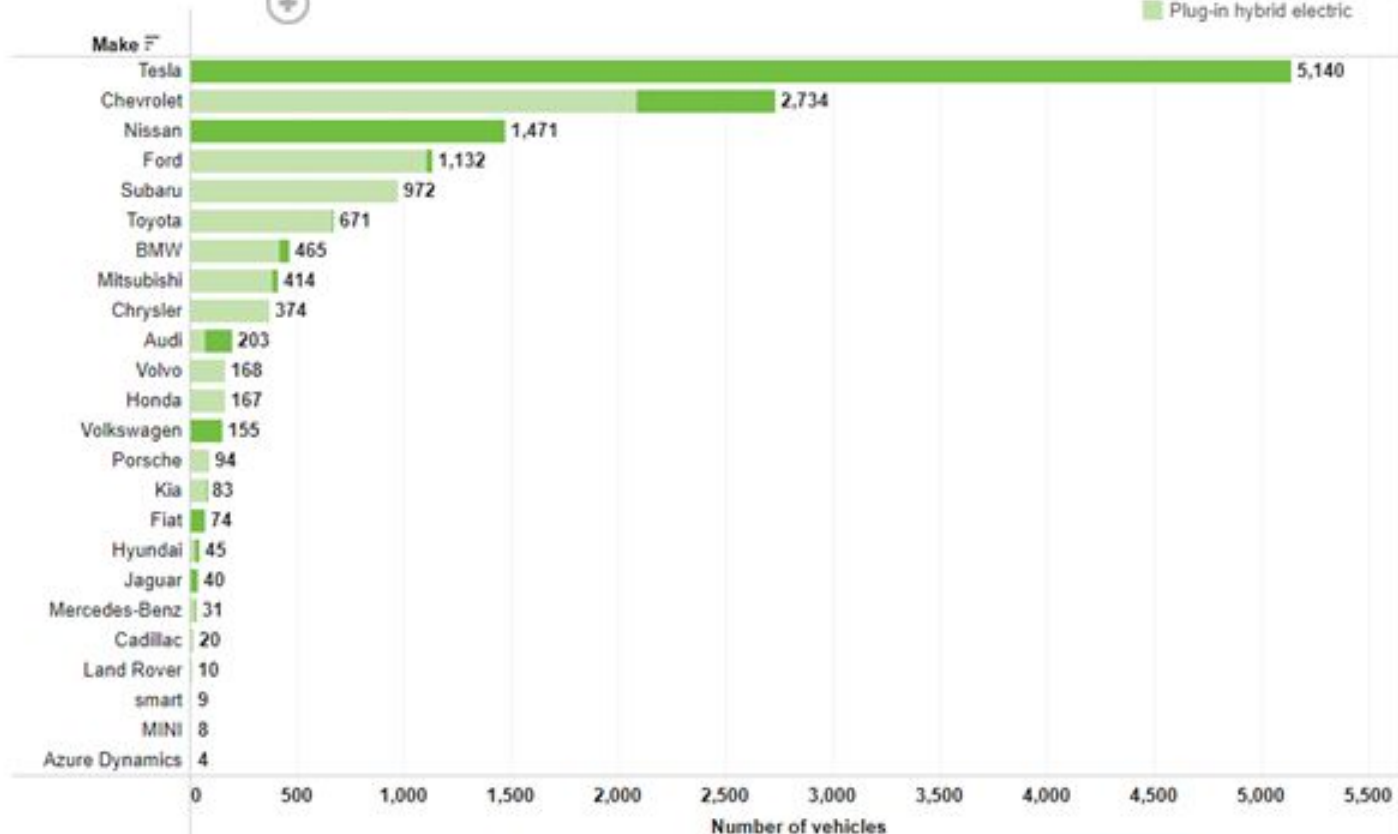


Electric Vehicle Dashboard

Vehicle details



Battery electric
Plug-in hybrid electric



[Download data](#)

Last update :
September 9, 2020

Shift2Electric.com

MN EV Owners

- ▶ Started 2012
- ▶ Over 2000 members
- ▶ Meetings, events, experience sharing

www.MNEVOwners.org

Facebook.com/groups/mnevowners



MN EV Owners

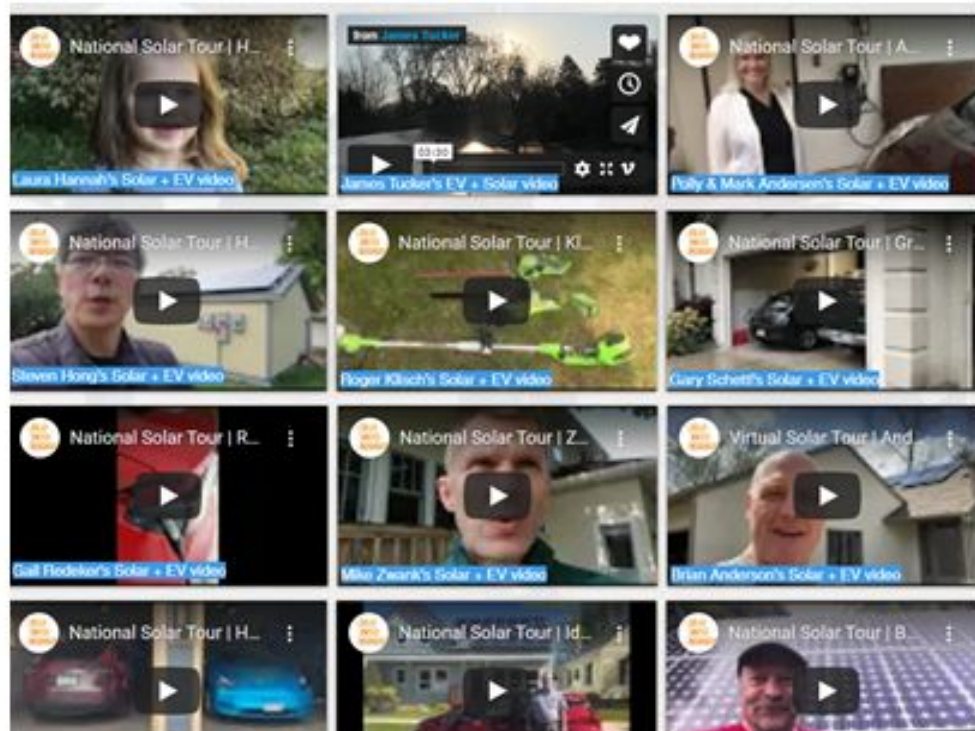
Join us to drive the change!

MN Electric Vehicle Owners (MNEVO) provides a forum for Minnesota plug-in vehicle (BEV and PHEV) owners to connect, share their experiences and learn more about EV related topics. We meet every second month in various locations. Our membership and meetings are free and open to anyone who owns or is interested in shifting to drive electric. MN EV Owners is a chapter of the National [Electric Auto Association](#).

[Join our mailing list](#)

EV Experience Gallery

(www.MNEVOwners.org)



Manufacturer			Range										Charging speed (miles/hr)				Performance				
Make	Model	Photo	Seating	EV Type	FWD/ RWD/ AWD	Base MSRP	Federal tax credit	Price after federal tax credit	Battery size (kWh)	Electric Range (miles)	Total Range (miles)	Charging rate (kW) L1/DCFC	Level 1 120V	Level 2 240V	DCFC 400V	MPGe/ MPG	Top Spd (mph)	0-60 mph (sec)	Towing capacity (lbs)	Crash Ratings NHTSA	
Audi	e-tron		5	BEV	AWD	\$74,800	\$7,500	\$67,300	95	204	204	11/130	3	24	228	74	155	5.5	4000	Top Safety Pick + / Not rated	
Audi	Q5 e		5	PHEV	AWD	\$53,900	\$6,712	\$46,188	14.1	20	390	7.4	2	14	N/A	61/27	130	5	4800	Good/ Not rated	
Audi	A8L PHEV		5	PHEV	AWD	\$94,000	\$6,795	\$87,205	14.1	17	420	7.4	2	12	N/A	54/23	130	4.9	0	Not Rated	
BMW	i3		4	BEV	RWD	\$44,450	\$7,500	\$36,950	42	153	153 (200)	7.4/50	4	27	147	124 (100)	93	6.9-7.2	0	Good- Acceptable/ Not rated	
BMW	i8		4	PHEV	AWD	\$147,500	\$3,795	\$143,707	7.2	15	330	3.3	3	7	N/A	76/28	155	4.2	0	Not rated/ Not rated	
BMW	X3 xDi																			3	Top Safety Pick + / Not rated
BMW	5i																			3	Top Safety Pick + / Not rated
BMW	745e		5	PHEV	AWD	\$95,550	\$5,836	\$89,714	12	16	290	3.7	2	6	N/A	56/22	155	4.9	0	Not rated / Not rated	
Chevrolet	Bolt EV		5	BEV	FWD	\$36,620	\$5,875	\$30,745	66	259	259	7.2/50	4	25	140	118	98	6.5	0	Top Safety Pick / 5 star	
Chrysler	Pacifica Hybrid (PHEV)		7	PHEV	FWD	\$38,995	\$7,500	\$31,495	18	33	570	6.8	3	16	N/A	84/32	107	7.8	0	Top Safety Pick / 5 star	
Ford	Fusion Energi		5	PHEV	FWD	\$35,000	\$4,609	\$30,391	9	26	610	3.3	3	9	N/A	97/42	85	8.5	0	Good/ 5 star	
Honda	Clarity PHEV		5	PHEV	FWD	\$33,400	\$7,500	\$25,900	17	48	340	6.8	4	22	N/A	133/43	110	8.8	0	Not rated/ Not rated	
Jaguar	I-PACE		5	BEV	AWD	\$69,850	\$7,500	\$62,350	90	246	246	7.0/85	3	16	153	76	124	4.5	0	Not rated	
Kia	Niro PHEV		5	PHEV	FWD	\$28,500	\$4,543	\$23,957	8.9	26	560	3.3	4	10	N/A	105/46	107	9	0	Top Safety Pick + / 4 star	

This table is updated by Jukka Kukkonen, Shift 2 Electric.

Photos and information sources: Manufacturers' websites and www.fueleconomy.gov

Get the latest version: www.EVInfoList.com

Vehicle availability

- EV availability at dealers is generally very poor
- 1 Ford Fusion Energi (PHEV)
vs.
278 Fusion ICE or hybrid
- 5 Toyota Prius Prime
vs.
136 Toyota Prius

Make and Model	Number of dealers in MN	New vehicles at dealers
Audi e-tron		25
Audi Q5 e		4
Audi A8L PHEV	4	1
BMW i3		0
BMW X5 xDrive40e		0
BMW 330e		2
BMW 530e		0
BMW 745e	3	0
Chevrolet Bolt EV	95	95
Chrysler Pacifica Hybrid (PHEV)	64	28
Ford Fusion Energi	82	1
Honda Clarity PHEV	13	0
Jaguar I-PACE	2	9
Kia Niro PHEV	10	8
Mercedes-Benz GLC350e	4	0
Mini Cooper S E	1	0
Mitsubishi Outlander PHEV	4	82
Nissan Leaf	15	15
Porsche Panamera S E-hybrid		2
Porsche Cayenne S E-hybrid		3
Porsche Taycan	2	14
Tesla Model 3		Well available
Tesla Model S		Well available
Tesla Model Y		Well available
Tesla Model X	2	Well available
Toyota Prius Prime	17	5
Volvo S60 T8		0
Volvo S90 T8		2
Volvo XC60 T8		0
Volvo XC90 T8	2	0
Total	320	296
All light duty vehicles at MN dealers		43069

2020 Fusion Plug-In Hybrid
Titanium

\$4609 Tax Credit!



2020 Fusion Titanium

[View Local Inventory](#)

[Build & Price](#)



Starting at \$35,000	MPG (Est. EPA City/Hwy) 109/97	Leasing for 5	Some models finance at 1.9% \$449/mo <small>2024-2025, 7% 2022</small>	Starting at \$34,450	MPG (Est. EPA City/Hwy) 21/31	Leasing for 5	Some models finance at 1.9% \$438/mo <small>2024-2025, 7% 2022</small>
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— COLLAPSE ALL	2021 Toyota Prius Prime LE 1.8L 4-Cyl. ECVT Hybrid	2021 Toyota Prius LE FWD	2021 Toyota Corolla Hatchback SE AT
	CHANGE VEHICLE	CHANGE VEHICLE	CHANGE VEHICLE
Estimated Combined (MPGe)	133 BEST	52	35
MSRP	\$28,220	\$25,735	\$21,665
Federal tax credit	-\$4,502 \$23,718		

MNEVBuyer.com



Get e-news

Charging

Economics

EV Sales Savvy

Questions?



Info for EV buyers in Minnesota.

All about charging

Economics

Connect with
your utility company

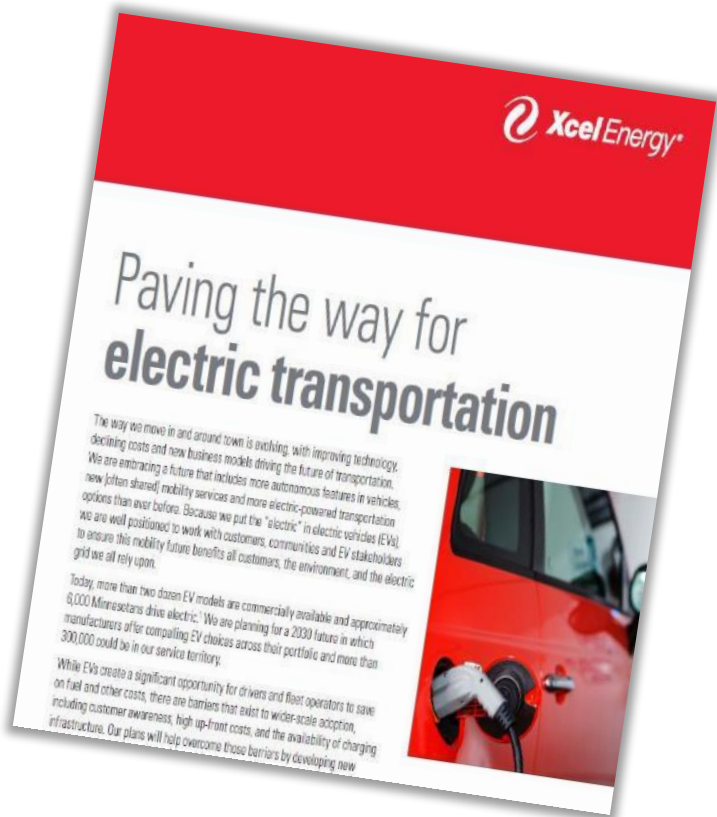
This site is brought to you by Fresh  Energy and **SHIFT2**  **ELECTRIC**

Shift2Electric.com



Electric Vehicles

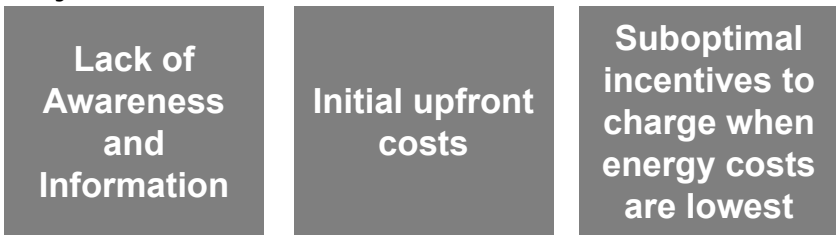
Our EV Plan



Focus on 3 Market Segments:



Key Barriers to Address:



Our Company-Wide EV Vision



1.5 MILLION EVs

On the road in the areas we serve by 2030, replacing gas-powered models

That's **20% of all vehicles**, a **30-fold** increase in EVs



\$1 BILLION

In customer fuel savings annually by 2030

An EV would cost **\$700 less per year** to fuel than a gas-powered car

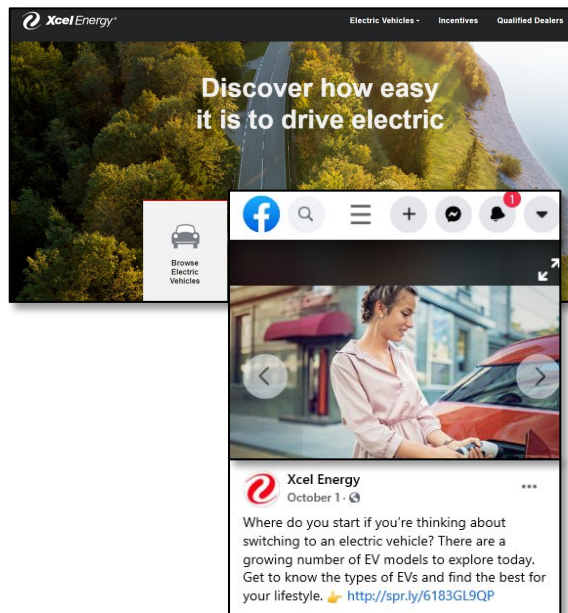


5 MILLION TONS OF CARBON EMISSIONS

Eliminated annually by 2030 with our clean energy

That's about **3 tons of carbon reduction** per vehicle

Increasing awareness with advisory services



Awareness

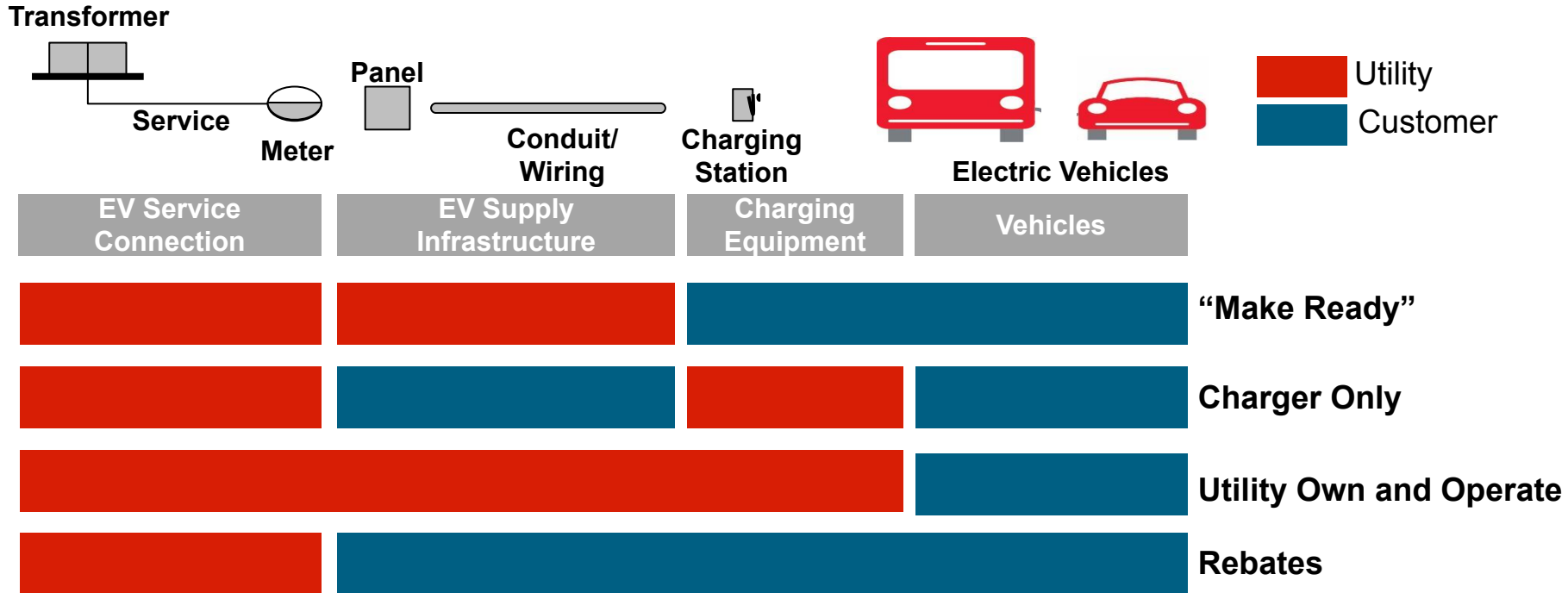


Outreach



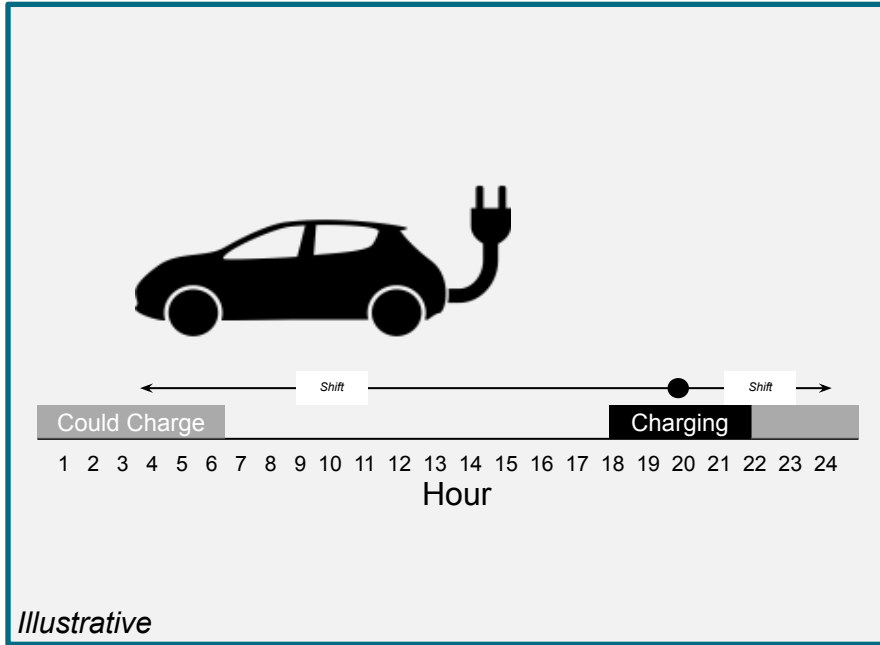
Education

Increasing access by lowering upfront costs

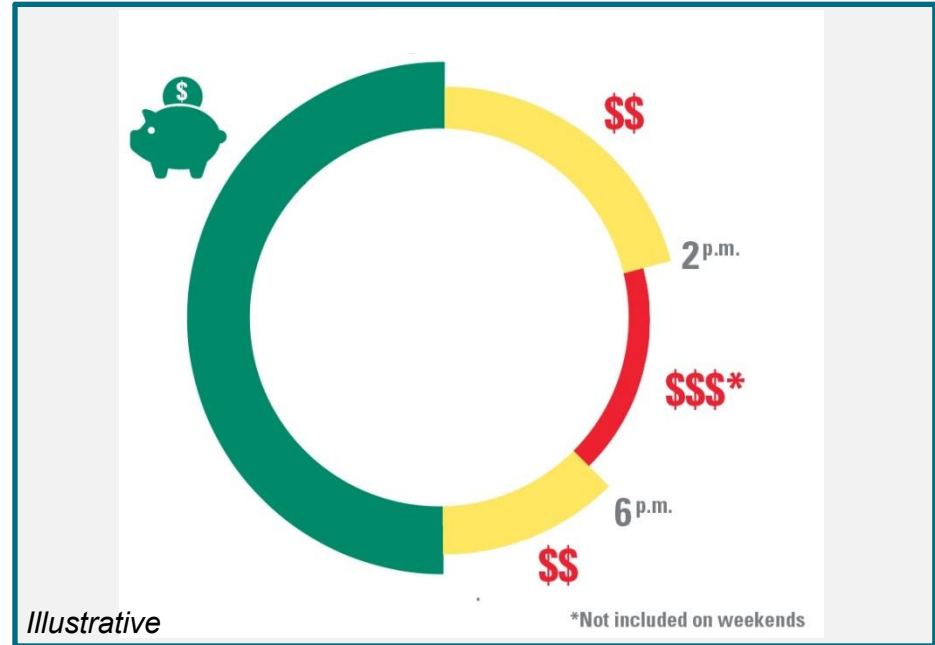


Reducing customer bills with optimization

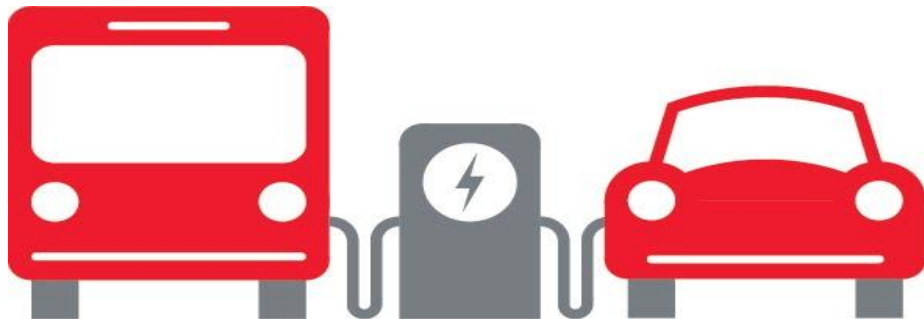
Smart Charging



Time of Use Pricing



Why focus on fleets?



Objective:

Provide new services aimed at reducing total cost of ownership and system costs

Rationale:

Size of fleets

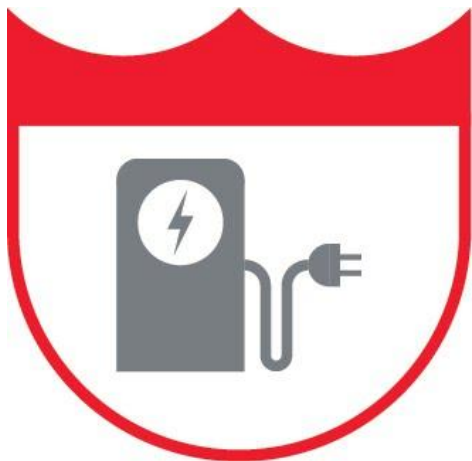
Focus on economics

Opportunity to support first-movers

Potential evolution in mobility services that will rely more on fleets

Pilot approaches and establish key learnings that can be scaled to other market segments

Why focus on public fast charging?



Objective:
Increasing fast charging infrastructure to reduce “range anxiety”

Rationale:

Address range anxiety

Support longer distance driving

Provide a charging solution for those who can't charge at home

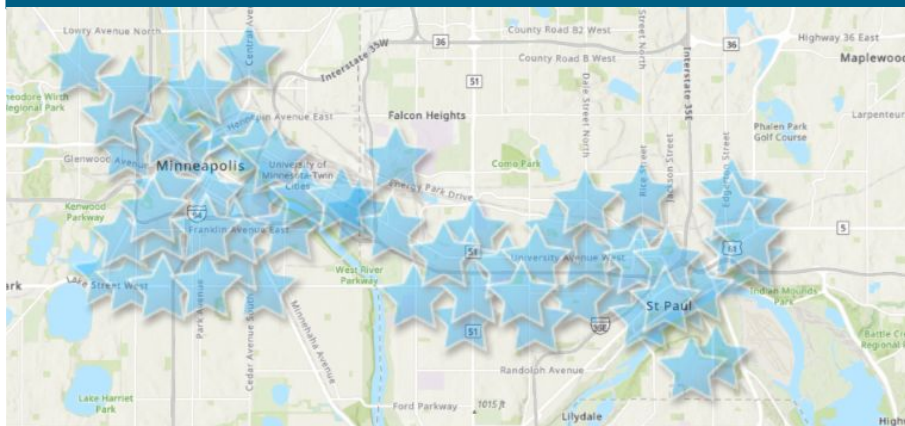
Make up for lack of infrastructure

Standalone economics for fast charging have generally been insufficient to drive required investment

Potential evolution in mobility services that will rely more on sharing

Public Charging Pilot

Community Charging Hubs



We are partnering with communities, charging network providers, and shared mobility companies to help customers:

- Access new, low-cost mobility services
- Provide sufficient network coverage for shared mobility, while also enabling public charging
- Lower upfront costs for building out network by providing Make Ready services
- Locate vehicles and charging infrastructure in diverse communities





The 101 on EVs for Minnesota: The Future of Transportation is Electric

Engagement in Community and Partners to Accelerate EVs



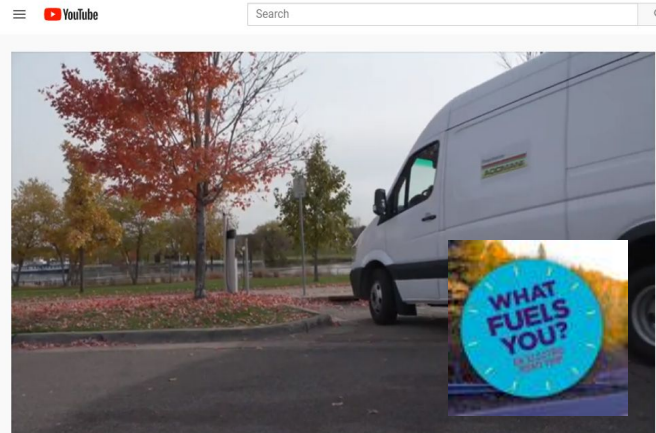
Lisa Thurstin | Senior Manager

651.223.9568 | lisa.Thurstin@lung.org

Engagement



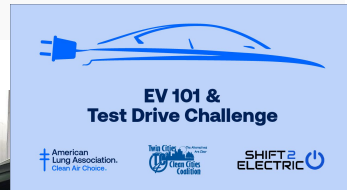
Michigan 2 Montana: National Alternative Fuel Corridor | MotorWeek Auto World



AMERICAN LUNG ASSOCIATION
Medium and Heavy Duty 100% EVs are Here!



Virtual, In-person & Hybrid Engagement



Virtual Test Drive



Closing Reminders:

Recordings available here:

<https://pluginamerica.org/policy/webinar-series-minnesotans-going-electric/>

- Plug In America
 - www.pluginamerica.org
 - Dean Taylor, Senior Policy Advisor: dtaylor@pluginamerica.org
- Drive Electric Minnesota
 - www.driveelectricmn.org
 - info@driveelectricmn.org
- Xcel Energy
 - www.xcelenergy.com
- Sustainable Growth Coalition
 - <https://environmental-initiative.org/work/sustainable-growth-coalition/>
 - Amy Fredregill, Managing Director: afredregill@en-in.org

