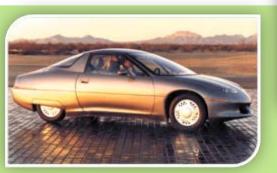


Jonathan Oakley
Director of Sales – EV Solutions

**July 2015** 

# **AeroVironment** — Decades of Innovation & Market Leadership

1989



Industrial revolution #1 line of Industrial Fast Chargers

First UL certified Fast Charger in N.A. Most Fast Chargers Shipped in N.A.

2015 and beyond



Versatile EVSE

The car that started it all GM Impact, AV's Concept which inspired a revolution



The system of champions The brains behind the most lauded Hybrids, PHEVs, and BEVs



Best-in-Class Installation Service Nationwide network of Installers



Auto Makers' Most Favorite EVSE Walmount, Plug-in, Pedestal, Indoor, Outdoor



World's Smallest, Lightest and Most

World's Most Innovative Workplace & **Commercial Charging Solution** 



## **West Coast Electric Highway**



#### Public - Private Partnership Between WSDOT / ODOT and AV

- Long term commitment
- Develop, own and operate
  - EV Charging Equipment
  - Installation Services
    - Site Selection & Acquisition
    - Permitting/Design
    - Construction
    - Commissioning
  - Networking and back office
  - Operations and maintenance
- Many lessons-learned
  - Site Selection Environment issues; Host education; Extensive location criteria
  - Site host lease agreements longest lead time
  - Steep utility hook-up fees
  - Utility demand charges are expensive
  - Extensive government documentation required





### **WCEH Status**



- 56 Total Stations WCEH Complete
  - 44 Oregon State Department of Transportation (ODOT)
  - 12 Washington State Department of Transportation (WSDOT)



**WCEH Charging Station Construction** 



**Hood River WCEH Charging Station** 



**Mount Hood WCEH Charging Station** 

## **Multiple Venues**



- City properties (convention centers, visitor centers, parks, parking lots) – 10
- Grocery stores 9
- Restaurants 8
- Miscellaneous (country stores, office buildings, transit centers) – 8
- Hotels and motels 7
- Gasoline Stations 6
- Casinos 5
- Shopping Malls 3
- Rest Stops 2 (Level 2 only)







## **22 Electric Utilities**



Utility	State
Pacific Power	Oregon
Central Lincoln PUD	Oregon
City of Monmouth	Oregon
City of Ashland	Oregon
Consumers Power Inc.	Oregon
Portland General Electric	Oregon
Central Electric Cooperative	Oregon
Douglas Electric Coop	Oregon
Lane Electric	Oregon
Springfield Utility Board	Oregon
Clatskanie	Oregon
City of Cascade Locks	Oregon
Emerald People's Utility District	Oregon
McMinnville Water & Light	Oregon
Coos-Curry Electric	Oregon
Umpqua Indian Utility Cooperative	Oregon
City of Centralia	Washington
Chelan County Power	Washington
Clark Public Utilities	Washington
Cowlitz PUD	Washington
Puget Sound Energy	Washington
Snohomish County PUD	Washington



#### 17 Partners and 2 FHWA Awards



#### **Partners**

- Oregon Department of Transportation (ODOT)
- Washington State Department of Transportation (WSDOT)
- AeroVironment, Inc.
- Cascadia PM
- Advanced Electrical Solutions (AES)
- Columbia-Willamette Clean Cities Coalition
- Federal Highway Administration
- U.S. Department of Energy
- Oregon Department of Energy
- Washington State Department of Commerce
- Rogue Valley Clean Cities Coalition
- Western Washington Clean Cities Coalition
- Business Oregon
- Drive Oregon
- Energize Oregon Coalition
- Oregon Electric Vehicle Association
- Seattle Electric Vehicle Association

# Federal Highway Administration Awards to WCEH Partners

- 2012 Exceptional Environmental Stewardship – WCEH partners
- 2013 Excellence in Air Quality Improvement and Climate change