#### AltWheels Fleet Day Co-Hosts of Ceremonies



**Barry Carr** Director Clean Communities of CNY



Joy Gardner Executive Director at Empire Clean Cities; Clean Cities Director







# Participate On Social Media



www.linkedin.com/company/altwheelsfleets

www.facebook.com/AltWheels

#### www.altwheels.org











We urge you to post comments and tag us with your favorite vehicles, speaker takeaways and ride and drive experiences

Follow us:



www.linkedin.com/company/altwheelsfleets

www.facebook.com/AltWheels

#### www.altwheels.org











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# **BLUE COLLAR CUSTOMS**

COMMERCIAL TRUCK • FIRST RESPONDER VEHICLE UPFITTING SOLUTIONS



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Fleet Day focuses on the latest in fleet transportation technologies, alternative fuels, and fleet management practices. The following organizations are serving as Co-Hosts and Resources.











# 2024 Fleets Represented (just a portion)

AECOM	Dejana Truck & Utility Equipment	Cummins	DMH Electric	Energetics	Enterprise
Eversource	Global Lease Group	Green Energy Consumers Alliance	Harvard University	Highland Electric Fleet	Holman
Industrial Economoics, Inc.	Intelligent Labor and Moing	JM Eelectrical Leasing Associates	Maverick Construction	National Grid	NE Truck Solutions
ReVision Energy	RoundTrip EV Soutions	UMASS Amherst	US Department of Energy	US Department of Transportation	US EPA
		AltW	hee/s		

#### Municipalities Represented:



#### Welcome to our 21<sup>st</sup> AltWheels Fleet Day



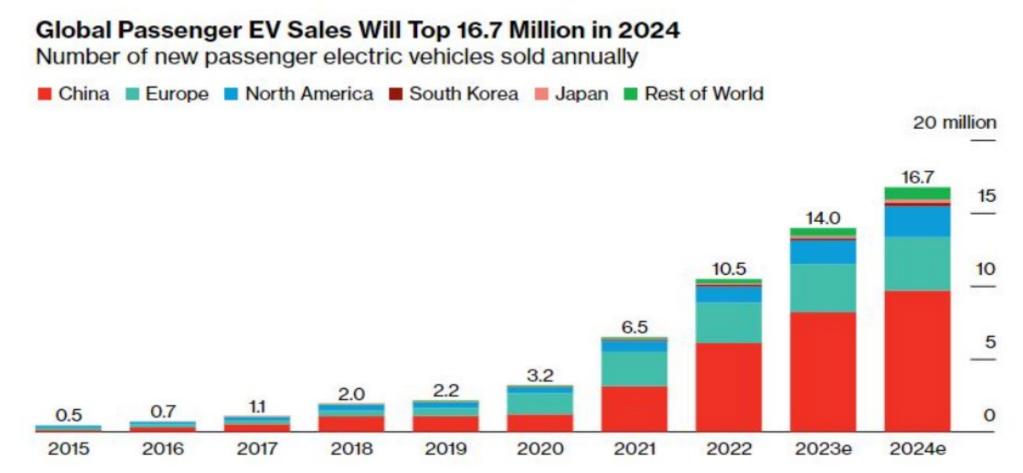
Alison Sander, AltWheels founder







**2024 Global EV sales estimated to grow 20% to top 17 Million:** more than 60% sales are in China--BYD just overtook TESLA as the largest global EV company



Crossing many inflection points: 40 Mill EVs in use globally up from 26 Mill in 2022 (out of 1.5 Bill 2.6%). Norway is first country with more EVs than gas powered cars on the road with EVs as 90% of new cars sold & plans to eliminate ICE sales in 2025. China 38% of new car sales are EVs.

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#### Our goal has been helping fleet managers to learn from each other & to share the best content we can find....but not sure fleet management is getting easier

#### New Opportunities

- Significant funding, incentives & business models (e.g. low carbon fuel source credits)
- Many more vehicle and fuel options
- More charging and fueling infrastructure
- Better telematics
- New industries EVaaS (e.g. EV fleet transition)

#### New Challenges

- Supply chain issues (e.g., weather delays, foreign manufacturing delays)
- Challenges procuring some vehicles & parts in a timely way
- Navigating changing regulations & incentives
- Inflation (e.g., 42% increase in price for some commercial vehicles since 2020)
- Finding & managing talent (e.g., increasing wages)

Our focus for our 21<sup>st</sup> AltWheels is how fleets can manage the energy transition: where are we in the transition & what is coming down the pike This year we bring you eight important elements

- \* A NextGen focus with an Under 30 lower admission price
- Six tables over lunch for discussions with experts
- \* An update on Funding awarded in the Northeast with Mike Scarpino
- A focus on renewables & diverse fuel options
- \* A panel on Electrification@Scale including innovations around charging
- ✤ 33 indoor exhibitors and 26 ride & drive/display vehicles
- Presentation of the Stephen Connors award
- Cocktails at the end of the day

With appreciation for Meg, our co-hosts, our planning committee, our sponsors, our speakers & moderators, our co-hosts, our exhibitors, and our under 30 leaders

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Zach Levenson, Gone Fishin' Productions created a sizzle reel of AltWheels 20th anniversary. It is located on the homepage of our website. He will create a new one this year. If you have quotes or experiences or views to share please come see Zach at registration









# Thank you to our amazing photographers & videographer!

Andy Frongillo & Steve Woodland volunteering their photography services for us each year. They have provided AltWheels with an archive of amazing photos over the years. Please visit www.altwheels.org to see past photos. Andy also provided us with the photos used in our slideshow that ran before the event started today. We can't thank these guys enough for their continued support of the event! Brian Galford will be videoing all panel presentations. These will be available on our website after our event. Please visit www.altwheels.org to see all past archived panels and to see anything you might miss from this year!

Brian is an Emmy and Telly Award-winning Writer, Director, Cameraman and Editor.





#### Thanks to Our Organizing Committee



Alison Sander Co-Founder, AltWheels



Mike Manning Strategic Account Representative, Eversource



Steve Russell MA Clean Cities Director, Mass DOER (retired)



Marty Bauman President, Classic Communications



Meg Farrer Event Director, AltWheels Fleet Day



Barry Carr Board Chair, Clean Communities of Central New York







# Thanks to Our Advisory Committee





#### Meet Our Keynote Speaker

Britta Gross Director of Transportation Electric Power Research Institute Overall State of Where we are in the Energy Transition

www.altwheels.org









#### FLEET OPERATIONS MANAGERS: MANAGING THE ENERGY TRANSITION



**Ben Hartford** EV Sales Manager Pritchard EV



Sunil Kurien EVP Strategy RoundTrip EV Solutions



**Ezekiel Wheeler** CEO Intelligent Labor and Moving



**David Macholz** President/CEO Advanced Vehicle **Technology Group** 

Mason White Korey McGuinness President/CEO Fleet Transition Lead Fleet Electrical Service

Moderator: Steve Russell ARUP

Mass DOER (retired)









#### NAVIGATING THE ENERGY TRANSITION WHAT'S COMING DOWN THE PIKE







**Chance Parker** Regional Sales Mgr NE Bollinger Motors



Dan Mazurek NE Government Sales Manager Ford Motors



**Stephen Marlin** EV Consultant Mgr. GM Envolve



**Roberto Comacho** t E-Mobility Reg Sales Mgr. Volvo Trucks NA



Moderator: Meredith Gutierrez Physical Scientist US Environmental Protection Agency





# Recharge America: Sign up for Test Drives

Recharge America is a national nonprofit that recognizes leadership action and mobilizes communities in support of electric vehicles (EVs.) Today, EVs on U.S. roads constitute less than one half of one percent of all cars. Boosting adoption totals can support efforts to revitalize economies.

Recharge worked with us to provide the Ride and Drive Experience. Please be sure to go see them to sign up for your test drives!







# **15 MINUTE BREAK**



Visit Registration Table to Select Lunch With Experts Table If You Haven't Already Done So (at registration)



Sign up <u>outside</u> for Ride & Drive with ReCharge America - Vehicle Showcase and Ride & Drive Opportunities

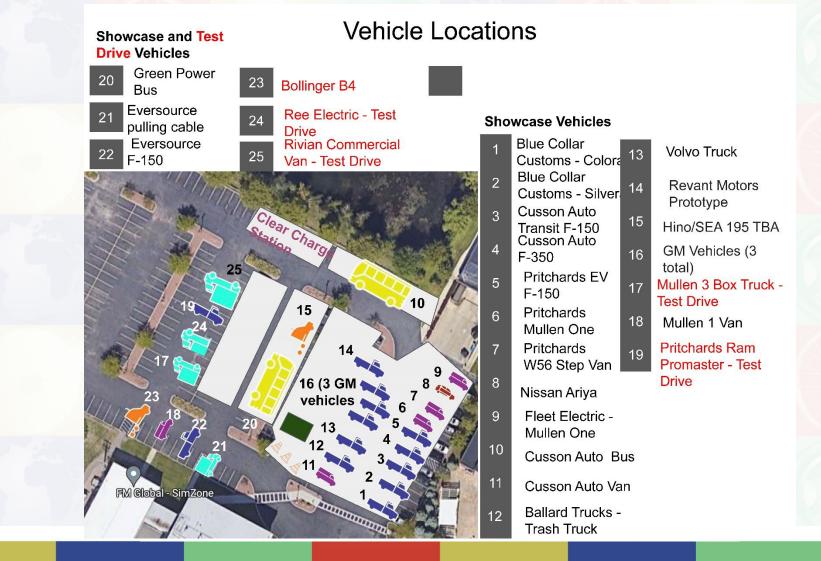


#### **Visit our 34 Indoor Exhibitors**



## Be sure to visit our Vehicle Showcase

Sign up for test drives with ReCharge America (red are ride and drive)



Pioneer Power Mobility provides mobile off-grid EV charging. There will be a Clear Charge DropStation to charge ride & drive and guest vehicles.



## Be sure to Visit Our 34 Exhibitors



iffany Balirocm

#### BRIDGING THE GAP: **RENEWABLE SOLUTIONS**



Marianne MintzSteven LevyLeader/PrincipalManagingTransportation AnalystDirector of OpsArgonne National LaboratorySprague Energy





**Jonathan Hackett** Senior Director Environmental Products Global Partners



Wes Hansen Director of Business Development E-Mobility IVYS Energy Solutions



**Don Cusson** Owner **Cusson Automotive Alternative Fuel** Solutions



Moderator: Craig Peters Executive Director Capitol Clean Cities of Connecticut









#### Meet Our Keynote Speaker

Mike Scarpino

Transportation Project Engineer at US Department of Transportation

Update on the NEVI Funding Awarded in the Northeast

www.altwheels.org









#### INNOVATIONS AND TOOLS AROUND CHARGING



**Scott Bradley** Directof of Sales Pioneer e-Mobility



**Rhys Webb** Senior Director Massachusetts Clean Energy Center



**Dick Johnson** EV Charging Solutions BorgWarner



Kathleen Connors Founder and President Voltrek

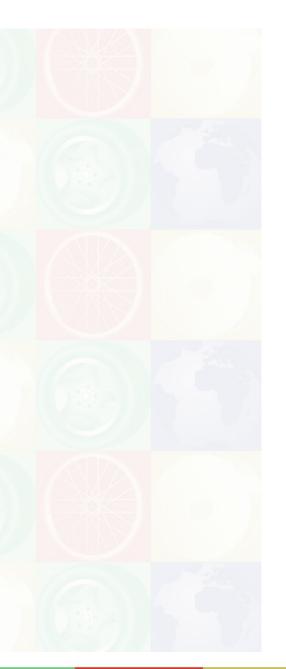


Moderator: Jennifer Kritzler Deputy Director Northeast Region CALSTART









#### ELECTRIFYING AT SCALE: HOW DO FLEETS AND UTILITITIES GET FROM HERE TO THERE?



**Chris Andrade** Energy Efficiency Consultant Eversource Hugh Reece Senior Program Manager EVs National Grid



Anna Brackenhofer Energy Program Analyst PowerOptions



**John Keeter** Fleet Manager City of Cambridge

Sydney Hayes Project Manager CALSTART Casey Horan Attorney, Zero Emission Transportation



**Britta Gross** Dir. Transportation Electric Power Research Institute







The Stephen R. Connors Visionary Award is awarded to an individual who exhibits "Leadership in helping make changes in the environmental sector that positively impact the world."

Established in 2017, the award is named for AltWheels co-founder Stephen R. Connors who passed away in 2016.



Alt Whee/s



#### 2024 Stephen R. Connors Visionary Award







#### 2024 Stephen R. Connors Visionary Award



#### **Britta Gross**







Thank you for joining us for this year's AltWheels Fleet Day!

#### We look forward to seeing you on Monday, October 6, 2025!







## Join us for Networking and Cocktails in the main lobby.