

MAC Meeting

June, 2023

WELCOME

Maureen Moore

Corporate Communications Manager



The EnergyUnited Way

Be Safe

Every Employee. Every Task. Every Day.

Be Secure

Cybersecurity is a shared responsibility.

Be Present

Working intentionally with our core values in mind.

Be Member Focused

Empower. Serve. Deliver. Engage.

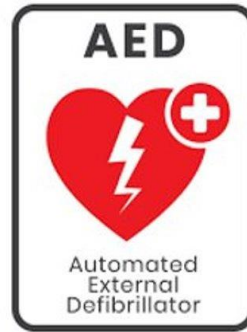
EnergyUnited

SAFETY

Debra Citta

Program Coordinator

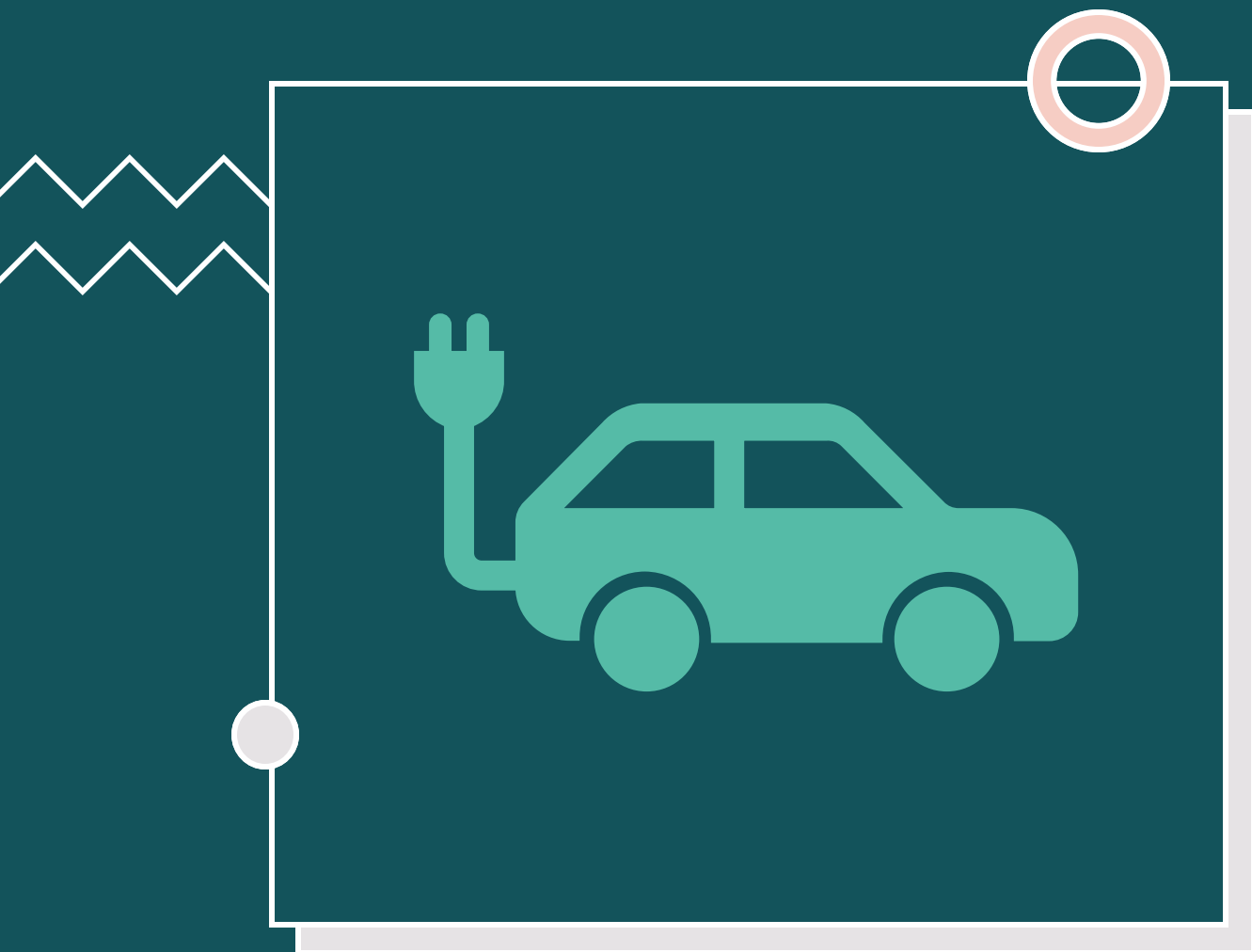




Important Building Information

SAFETY FIRST

INTRODUCTIONS



EnergyUnited Electric Vehicle (EV) Charger Projects & Processes

David M. Frescatore
Energy Services Sales Manager

Arturo Ramos, Jr.
Distribution Design Manager



Who We Are & Our Responsibilities



We are the key accounts,
economic development
and business
development team within
the Energy Services
Division of EnergyUnited



Our team includes:

David Frescatore

Josh Cleveland

Jared Wiles

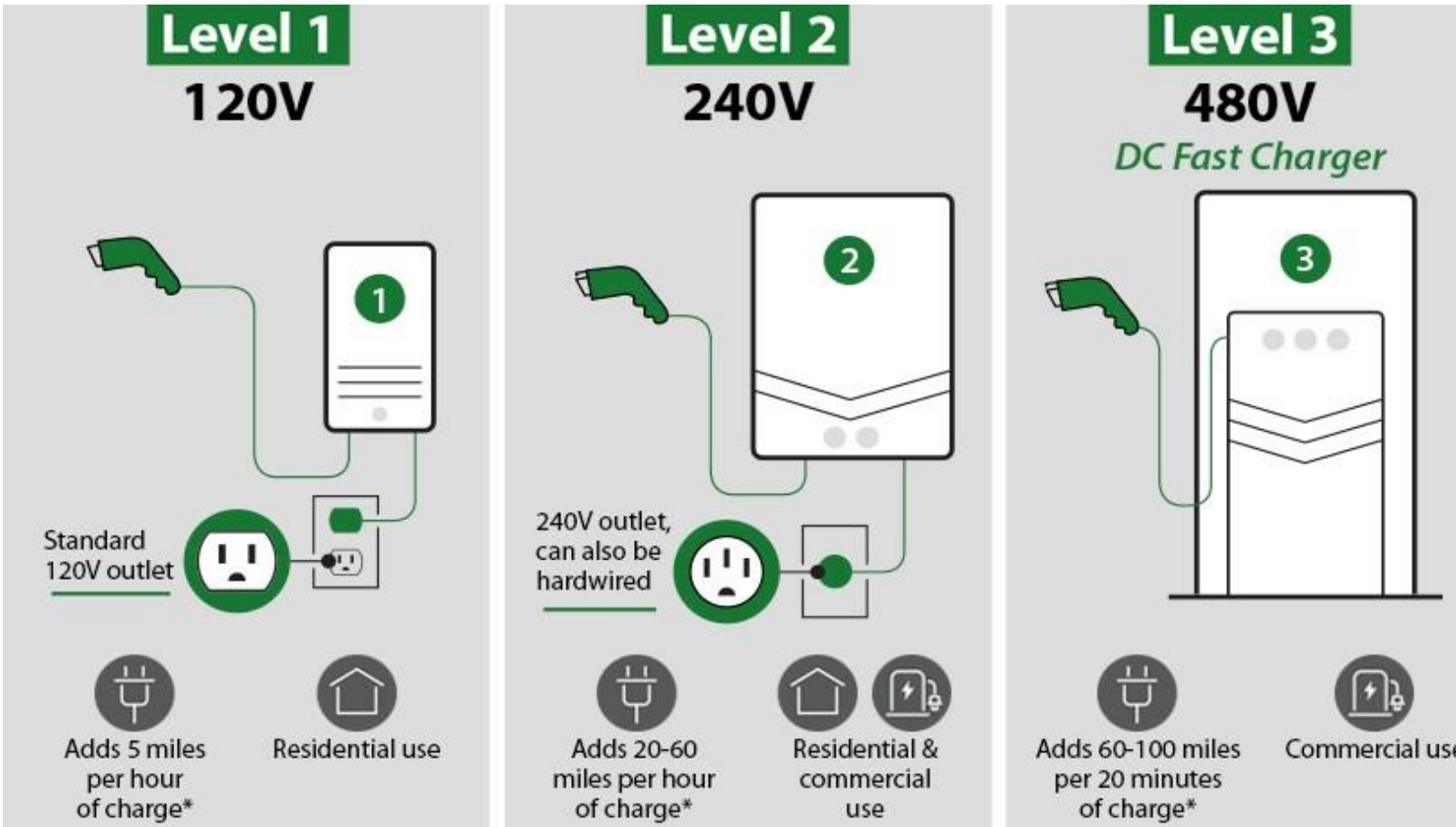
Bryan Strauss

Justin Bridges



Our focus is to act as the
primary interface to our
Key Accounts, facilitate
economic development
& deliver sales growth
(including EV Charging
Station growth)

The Variety Of EVs Installed In Our Territory



Level 1 - ~\$500
Outlet Install

Level 2 - ~\$1,500 - \$20K
Hardware & Install

Level 3 - ~\$150K
Hardware & Infrastructure
Install



Our Various Roles Concerning EV Projects



Residential sales – EV outlet & hardware installs

- Commercial Sales – hardware, installation & infrastructure (Kurz manufacturing & UMC Business Office)
- EnergyUnited owned EV chargers (office locations & DC fast chargers located at Greenbriar Café & McDonalds Mocksville)
- EV grant research & location applications
- General consultation & education
- Partnering with large-scale Original Equipment Manufacturers also known as OEMs (ie. ChargePoint, Tesla)

The future: OEM (Original Equipment Manufacturer) Led Station Installs

- OEM – Tesla
- Location – Northcross Shopping Center, Highway 73, Huntersville
- EV Charger Install Count – 10 Proprietary DC Fast Chargers, 4 CP L2 Chargers
- Expected Peak Electricity Load – 1MW
- Roles & Responsibilities:
 - OEM – Site Selection & Landowner Negotiations, EV Charger Hardware Installation & Commissioning
 - EnergyUnited – Distribution Design & Infrastructure Installation



Recent EV Projects with Grant Money

- Vendor – ChargePoint
- Locations – Greenbriar Café (Statesville) & McDonald's (Mocksville)
- EnergyUnited Owned & Operated EV Chargers
- 80% Of The Funding (~\$240K) obtained through VW settlement/grant money
- Remaining 20% investment paid by EnergyUnited



Charging Station Opportunity Pipeline

- Grant money available, but partners, suitable locations, and the overall cost of projects are challenging
- EU led station pipeline has few opportunities currently
 - Concern for how quickly demand will show up
 - Station owners are looking for ROI, grants are not guaranteed
- OEM led station opportunity pipeline is growing
 - This is great news! OEM projects are similar to other C&I projects which we deal with all the time
 - Opportunity originates with Business Development Team and is qualified
 - Business Development works closely with Distribution Design to move the project forward
 - Engineering and design, easements, and infrastructure construction
 - Infrastructure Cost Estimation

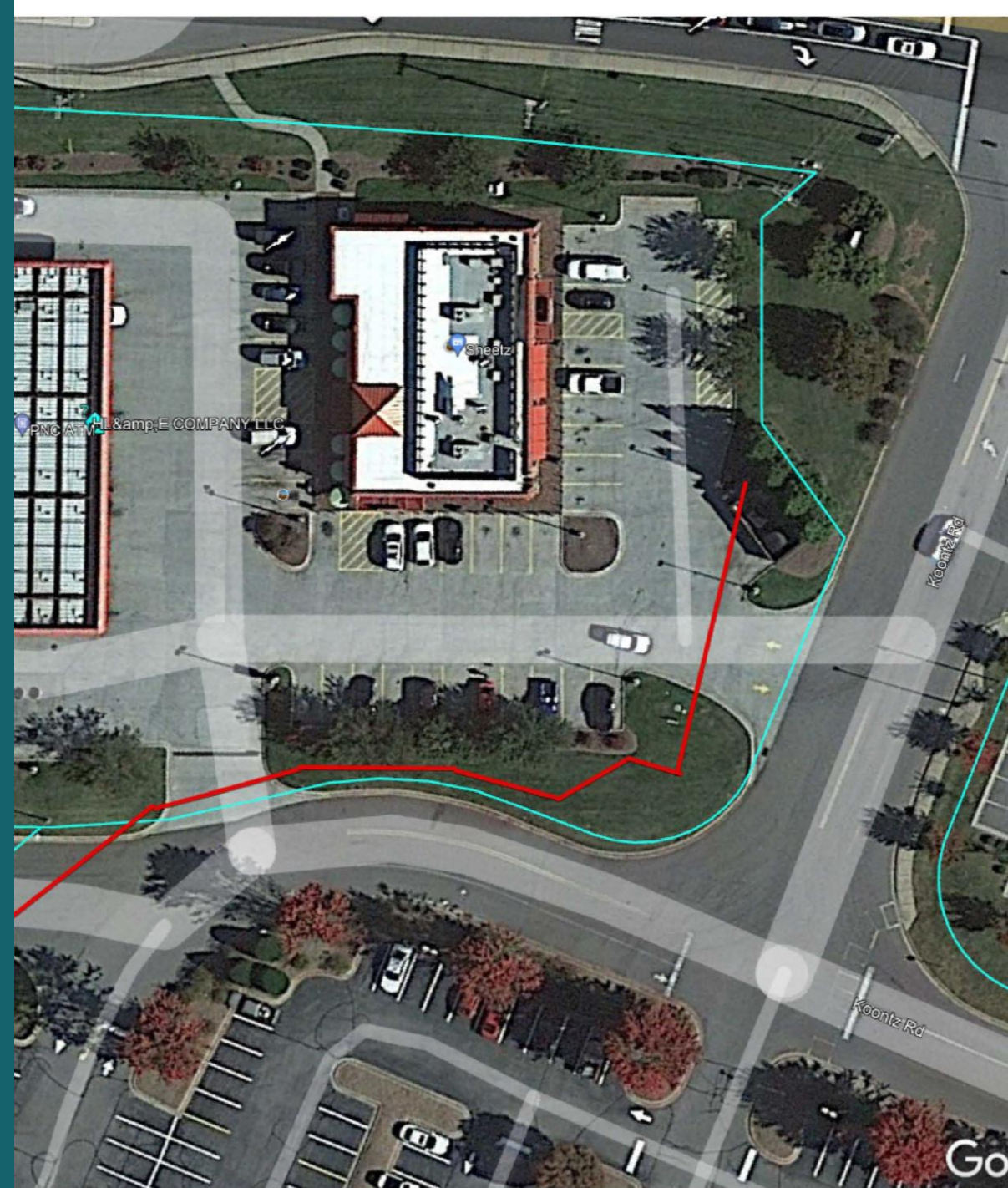
EU Distribution Design Team

- **17 Distribution Designers**
 - Six Designers in Lake Norman
 - Five Designers in Foothills
 - Four Designers in Yadkin River
 - Two Designer in Triad
- **Forced Account Service Orders**
- **System Improvement**
- **Copper Replacement**
- **Reject Pole Program**
- **Storm Damage Assessment**
- **Bird Dog for Out-of-Town Crews**

Examples of OEM Led EV Charging Station Projects

Sheetz Mocksville TESLA Project

- Easement issues
 - Transformer location
 - Integrating with our existing utilities
 - Developing a plan to keep other members energized during construction
 - Boring challenges with other utilities
-





Sheetz Mocksville TESLA Project

Huntersville Target TESLA Project

- Easement issues
 - Transformer location
 - Integrating new design with our existing utilities
-





Huntersville Target TESLA Project

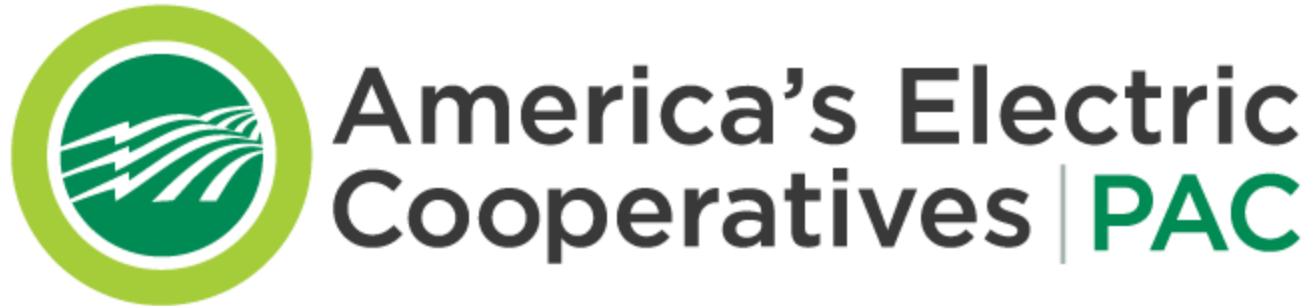
LEGISLATIVE UPDATES

Thomas Golden

CEO



Cooperative Advocacy



2023 Rally in Raleigh

March 22nd, 2023



Issues

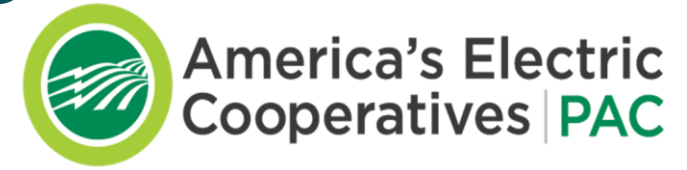
- Increase penalties for critical infrastructure attacks
- Smaller economic development sites provide big impacts to North Carolina
- Protect the reliability of North Carolina's energy portfolio
- Electric cooperative innovation for rural North Carolina



Sen. Steve Jarvis, Republican, District 30

2023 Legislative Conference, Washington, DC

April 18th, 2023



Issues

- Prioritize reliability
- Modernize the federal permitting process
- Alleviate supply chain challenges
- Support cooperative farm bill priorities



Rep. Jeff Jackson, Democrat, District 14

CO-OP UPDATES

Debra Citta

Program Coordinator





Brand Evolution Project



- Formed a group of 20+ brand ambassadors to help facilitate and guide the cooperative with our *Brand Evolution Project pending Board approval.*
 - Ryan DeAndrea (LKN) Kevin Cox (LEX) and Joy Reep Shuford (Statesville) will be participating.
- Review the EnergyUnited Brand Audit results
- Deep dive of the Change Management Plan to review *a multi-year plan for the EnergyUnited brand.*



EnergyUnited Foundation Application

- Launched the new digital application for the EnergyUnited Foundation on April 1.
- Received more than 80 grant applications since April 1st

Congratulations to Our Winners



2023 Scholarship Winners



Elleigh Williams of North Iredell High who plans to attend NC State University



Yajat Govhardan of Crossroads Arts & Science Early College who plans to attend the University of Detroit Mercy

Touchstone Energy Sports Camp Winners



Harris Patterson of Oak Grove Middle School who will attend the Carolina Basketball Camp at UNC-Chapel Hill this June



Mary Bill of The Brawley IB School who will attend the Wolfpack Women's Basketball Camp at NC State



Thanks to our
Volunteer
Judges
and
Interview
Participants



- Denise Cascardi (Statesville)
- Penelope Paugh (Statesville)
- Kevin Cox (Lexington)
- Richard Jochenning (Lexington)
- Matt Vernon (Lexington)
- Ryan DeAndrea (Lake Norman)
- Randy Brookner (Lake Norman)
- Michelle Dean (Lake Norman)
- Dan Akers (Lake Norman)

SAVE THE DATES



**2nd Annual
Driving Change Event**
Saturday, September 23rd

CATS Academy – Troutman, NC

NEXT MAC MEETING



**EnergyUnited
Annual Meeting**

on

Thursday, September 21st

At 4 pm

Meeting will be held
in-person and live
streamed