



MAXIMIZING INCENTIVES AND INFRASTRUCTURE FOR EV CHARGING



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ABOUT DONNELLY ENERGY

Donnelly Energy is a premier energy efficiency firm dedicated to helping New Jersey businesses and local government entities “go green” and save green with affordable lighting, HVACR, EV, and solar solutions. As an exceptional Direct Install contractor and trade ally, Donnelly offers the best and most cost-efficient turn-key services, with assistance from utility incentive and rebate programs. It's our mission to help commercial facilities throughout the Garden State reduce their carbon footprint and overall energy costs.



ABOUT DONNELLY CONSTRUCTION

Founded in 1977, Donnelly Construction is a leading general contractor, construction manager and property developer headquartered in Wayne, New Jersey. Our company has enjoyed steady growth for over 40 years thanks to our well-earned reputation for excellence, quality, integrity and a firm commitment to always exceeding our clients' expectations.



HELPING NEW JERSEY SAVE GREEN SINCE 2008

Our services include:

- Retrofit lighting upgrades (interior + exterior)
- HVAC upgrades (including boilers and chillers)
- Commercial refrigeration
- Electric Vehicle charging installation and infrastructure
- Solar energy
- Energy rate savings



A grayscale illustration of a hand holding a crumpled paper ball. The hand is positioned at the bottom, with fingers slightly curled. The paper ball is in the center, surrounded by several small, stylized leaves and short, curved lines, suggesting movement or a burst of energy. The background is a light, neutral color.

WHAT INCENTIVES ARE AVAILABLE?

LOWERING YOUR ENERGY USAGE AND POWER LOAD

Before starting your electric vehicle charging project, we recommend optimizing your dealership's energy usage **prior** to installation by becoming energy efficient.

The lower the energy load, the better it is infrastructure-wise in making sure there's enough power being delivered to install your charging stations.

This means upgrading to high-efficiency lighting (interior and exterior) and HVAC for your building(s) **before** you begin any EV charging project.

Utility incentive programs like Direct Install can make upgrading easy and affordable, offering up to 70% off upfront at 0 % APR financing.



INTERIOR + EXTERIOR LIGHTING UPGRADES

One of the fastest and easiest ways to become energy efficient is by upgrading your lighting to LEDs. We can upgrade not only your interior lighting (showrooms, offices, service centers, etc) but exterior pole lighting as well.

Not only will switching to LEDs lower your energy usage, but it'll improve the overall lighting aesthetic of your dealership and ensure color uniformity throughout.

Depending on the condition of your current fixtures, we can replace just the bulbs and ballasts for a more economical upgrade option, or replace the entire lighting unit.



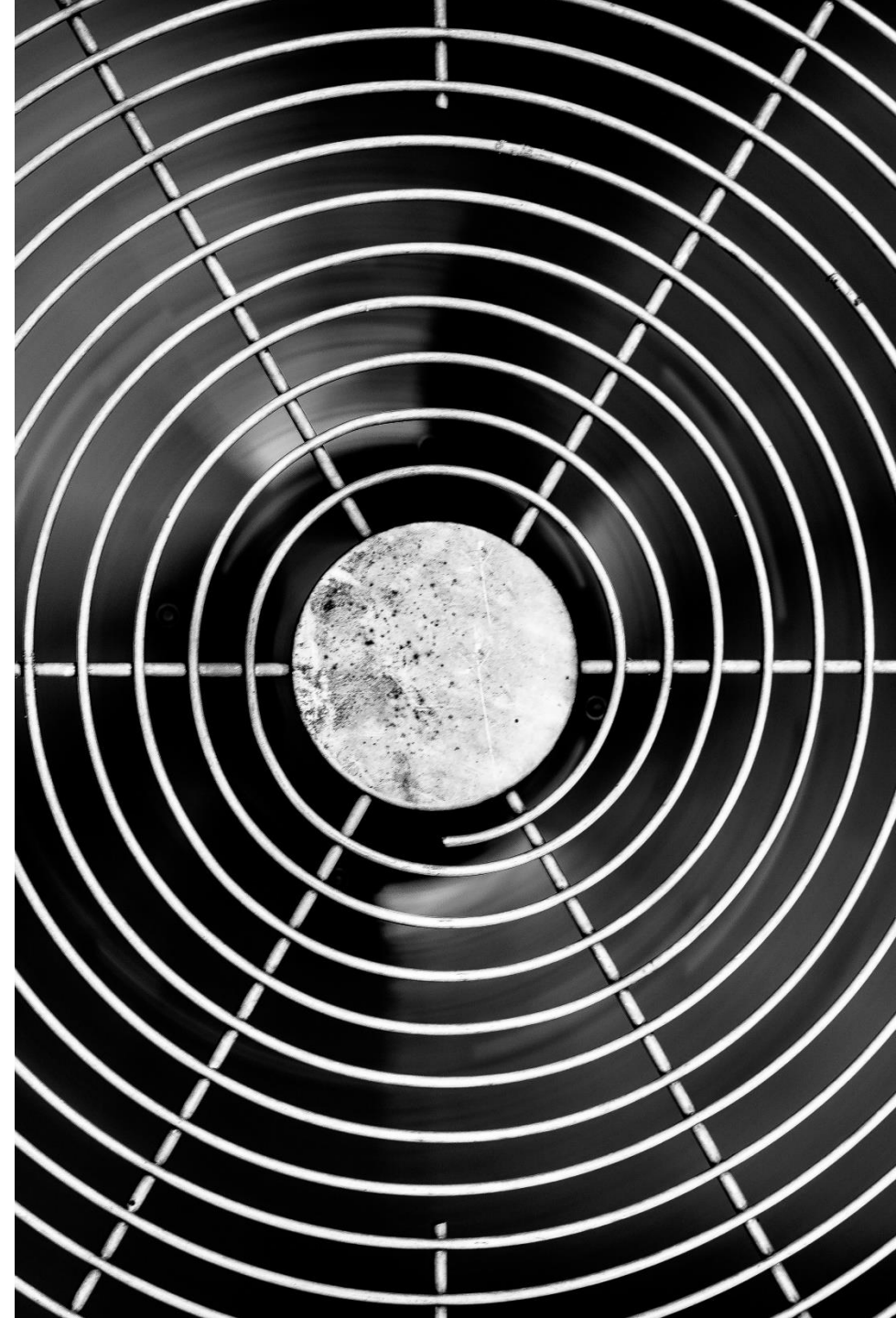
HEATING, VENTILATION, AND AIR CONDITIONING (HVAC) UPGRADES

Did you know that the average lifespan of a commercial HVAC unit is anywhere between 10 to 15 years?

Replacing outdated and inefficient HVAC units, in combination with lighting upgrades, ensures that you receive maximum incentives from utility programs.

Comprehensive energy efficiency upgrades also mean a better return on investment, as they work in tandem with each other.

Almost all sizes of HVAC units are available to upgrade through the Direct Install program model.



DIRECT INSTALL PROGRAM

FAST FACTS

- Direct Install covers up to 80% off the total project cost upfront
- Upgrades can include: lighting retrofits (including sensors and controls), HVAC systems, commercial refrigeration equipment, and motors
- Direct Install is a no out-of-pocket cost program for eligible small-to-mid-level sized commercial facilities and businesses throughout New Jersey
- Most utilities are offering a 5-year 0% APR financing program for eligible customers
- Commercial customers must have 12-month individual facility electricity average peak demand usage of less than 200 kW



DIRECT INSTALL PROGRAMS



A white electric car is shown from the side, with a charging cable plugged into its port. The car is parked on a light-colored surface. The background is a soft, out-of-focus white. The text "ADOPTING EV CHARGING" is overlaid in the center of the image.

ADOPTING EV CHARGING

SUPPORTING YOUR DEALERSHIP'S ELECTRIC VEHICLE FUTURE

With the experience and partnership of Donnelly Construction, we have developed a holistic approach to every EV infrastructure project we face.

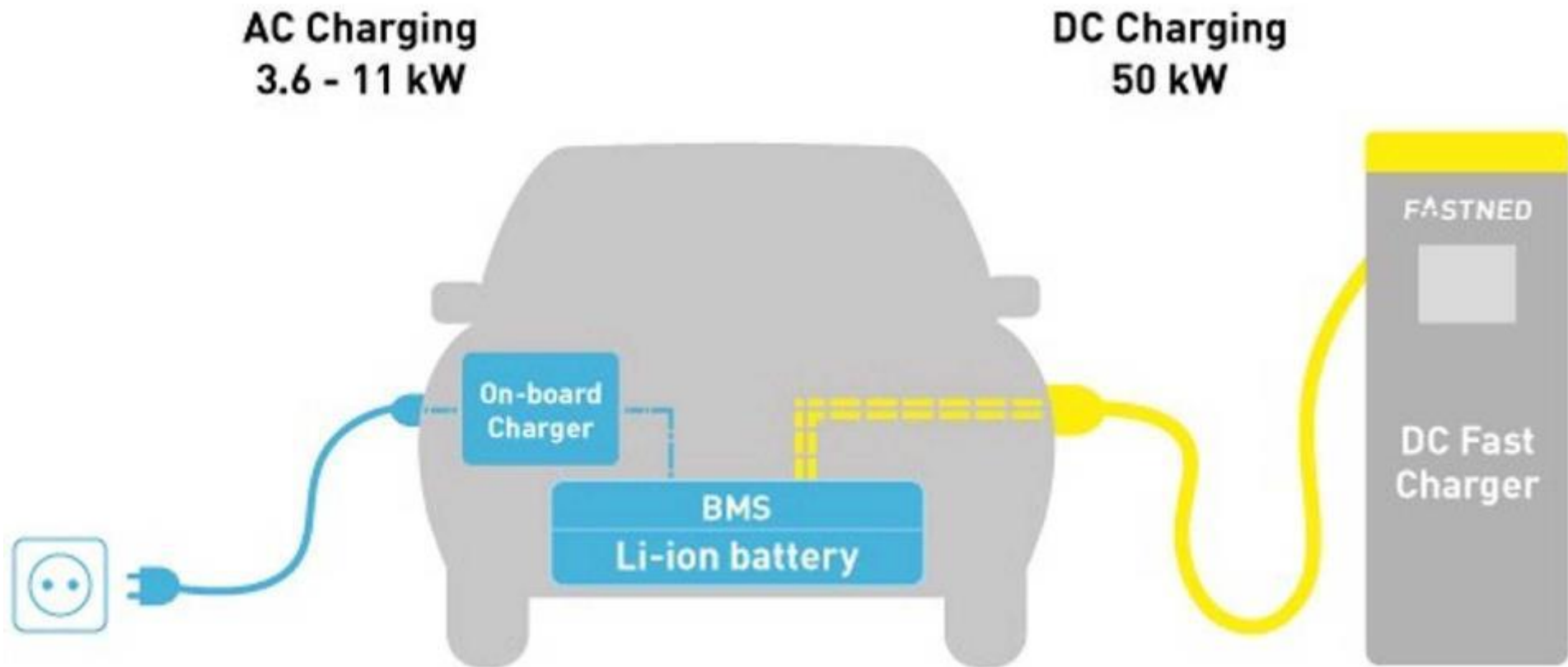
Together, we can help meet the requirements set forth by your manufacturers and build out a game plan that utilizes max incentives.

We provide expert advice and support, which include:




- Providing full turnkey support from identifying your energy supply status to installing the units and obtaining all rebates
- Educating your facility managers so they can address questions about electric vehicle charging
- Supplying an educational package to support your team



THE DIFFERENCE BETWEEN ELECTRIC VEHICLE CHARGING STATIONS



THE DIFFERENCE BETWEEN ELECTRIC VEHICLE CHARGING STATIONS

| | | |
|---|--|---|
|  <p>AC Level 1</p> |  <p>AC Level 2</p> |  <p>DC Fast Charge</p> |
| Voltage 120V 1-Phase AC | Voltage 208V or 240V 1-Phase AC | Voltage 208V or 480V 3-Phase AC |
| Amps 12 – 16 Amps | Amps 12 – 80 Amps (Typ. 32 Amps) | Amps <125 Amps (Typ. 60 Amps) |
| Charging Loads 1.4 to 1.9 kW | Charging Loads 2.5 to 19.2 kW (Typ. 7kW) | Charging Loads > 50kW |
| Charge time for vehicle 3 – 5 miles of range per hour | Charge time for vehicle 20 - 50 miles of range per hour | Charge time for vehicle 80% Charge in 20 – 30 minutes |



EV REBATE PROGRAMS AND INCENTIVES AVAILABLE



A top-down view of a workspace. In the upper right, a white hard hat sits on a desk. To its right, a portion of a laptop keyboard is visible. In the lower left, a white cup of coffee sits on a saucer. In the center, a pen and a pair of black-rimmed glasses rest on a calendar page. The text "OUR OVERALL PROCESS" is overlaid in the center of the image.

OUR OVERALL **PROCESS**

ASSESSMENT AND PRE-INSTALL PHASE

- We conduct a FREE energy assessment of your current power supply capabilities, as well as all of your electrical equipment (lighting/HVAC)
- Help identify energy efficiency opportunities first, and then where to install different types of charging stations (Level 2 & DC Fast Charging) depending on your facility's needs
- We work on identifying and applying for all available utility rebates and incentives on your behalf
- We Identify the best hardware options to meet financial and operational requirements



**FREE
ASSESSMENT**



NON-INVASIVE



**AS LONG AS IT TAKES
TO WALK YOUR
BUILDING**

Standard Rate

electricity services
city you used

charge

large

enefits surcharge

mental improvement surcharge

s charge

adjustment*



INSTALLATION AND POST-INSTALL PHASE



FREE ENERGY
ASSESSMENT
CONDUTED



IN-DEPTH
PROPOSAL REVIEW
+
CONTRACT
SIGNING



DONNELLY
SUBMITS THE
APPLICATION TO
UTILITIES FOR
INCENTIVE
APPROVAL



WE HANDLE FULL
INSTALLATION
INCLUDING
PERMITS AND
EQUIPMENT
PROCUREMENT



DONNELLY CLOSES
OUT THE PROJECT
WITH BOTH YOUR
TOWNSHIP AND
THE UTILITY



ENERGY SAVINGS
AND/OR REBATES
KICK IN





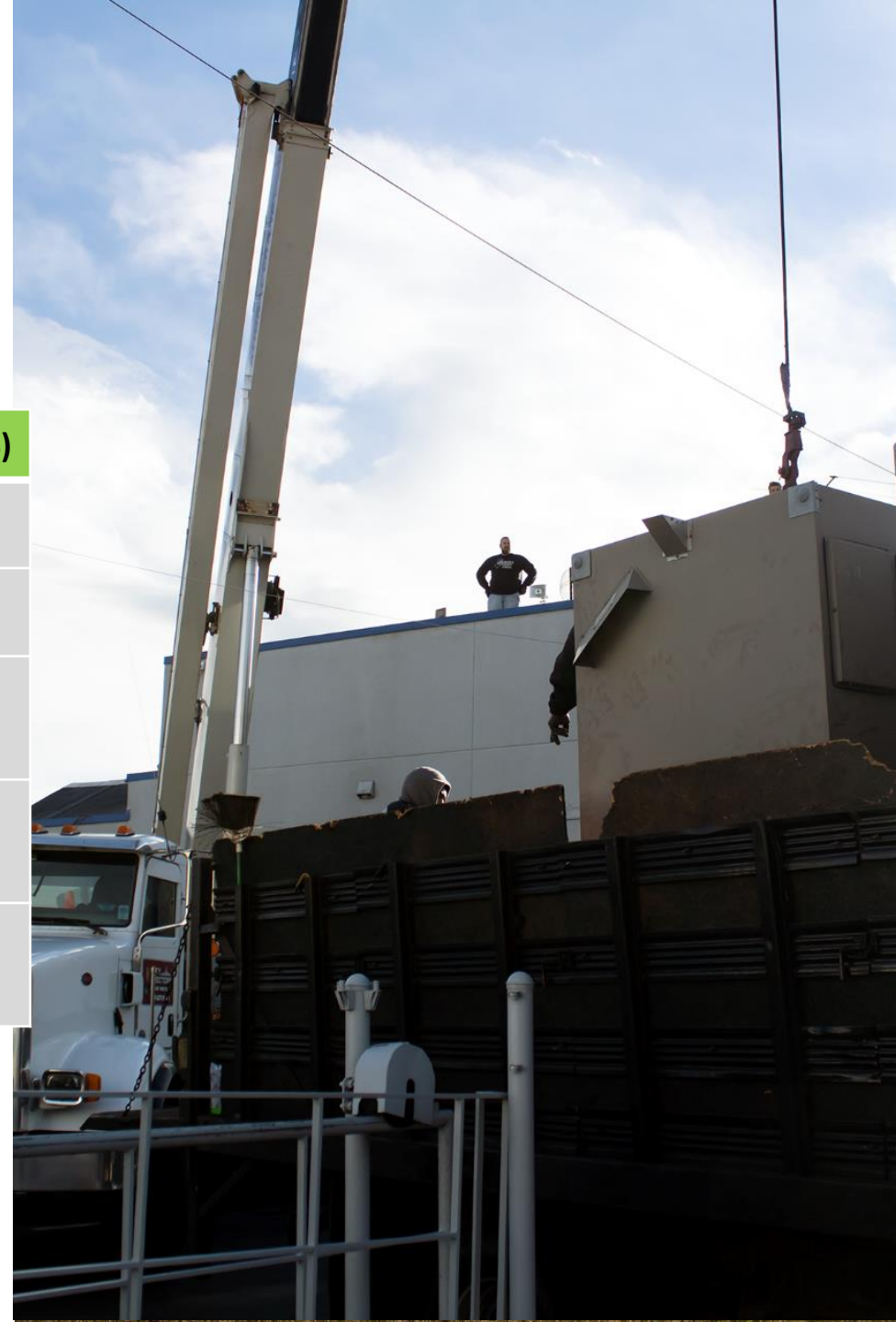
COMPLETED PROJECTS

ENERGY EFFICIENCY PROJECT SPOTLIGHTS

| DEALERSHIP | LOCATION | PROJECT SCOPE | PROGRAM | INCENTIVE(S) |
|-------------------------|--------------|---|----------------------|--------------|
| Sawyer Lyons Buick GMC* | Randolph | New Lighting Fixtures, replacing 2 boilers | NJNG Direct Install | \$132,000 |
| Bridgewater Kia | Bridgewater | 1 x 15T Split HVAC System, 2 x gas fired furnaces | PSEG Direct Install | \$153,000 |
| Hilltop Nissan | East Hanover | New LED fixtures (interior) and LED pole lighting fixture replacements (exterior) | JCPL Direct Install | \$37,000 |
| Ramsey Acura** | Ramsey | 4 x RTU HVAC systems with economizers, Demand Control Ventilation | PSEG Direct Install | \$196,000 |
| Brogan Cadillac** | Little Falls | LED relamp/reballasts, 4 x packaged RTU units with economizers and thermostats | NJCEP Direct Install | \$124,000 |

*** Investing in solar energy with Donnelly**

**** Partnered with Donnelly on EV charging projects**



ANY QUESTIONS?

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