CMAQ Presentation

Southern New Hampshire Planning Commission

February 16, 2023

Merchants FLEET®

About Merchants Fleet

Company Overview

Company

Merchants FLEET

Fastest Growing Fleet Management Company

Headquarters
New Hampshire
Innovation Center
Chicago

Vision & Values

Enable the Movement of People, Goods and Services Freely

& RESPONSIBLY

Service
Integrity
Flexibility
Community
Innovation

Employees

700+ Employees

90% Satisfaction

Owners

BainCapital

ADIA

Merchants Leadership Team

About Merchants Fleet

Message from the Chairman, CEO & President

"Our industry is going to see more change as fleets become electrified and autonomous over time and fleet managers have to deal with an entirely new set of equipment, infrastructure, data, automation and carbon footprint issues."

- Brendan P. Keegan

Our Commitment
Electric Vehicle Leader

Availability

2022 – 2026

EV Supply…….2.5M

EV Demand…..7.5M

The Gap….(5.0M)

OEM Variety

Ford, Mercedes, Lordstown Motors, NIO, Tesla, Isuzu, Stellantis, Fisker, Rivian, Volkswagen, GM, Arrival, Workhorse, brightdrop, Ayro, XOS, chanje

Infrastructure

chargepoint, enel x, ABB, EVBOX, Shell, bp, EVgo, NEXTera Energy Resources, merit, ample, BTC POWER

Our Commitment

40,000 Vehicles Reserved

Over $2.5B Committed

50% of Mobility by 2025

50% of Fleet by 2030

"We've been tracking Merchants closely – we can't believe how much you're doing compared to other FMCs with electrification."

50% of Mobility by 2025 | 50% of Fleet Clients by 2030

Meet the EV Team

Hari Nayar
VP, Electrification & Sustainability

Lisa Drake
Assistant Director, Fleet Electrification

Carolyn Powell
Analyst, Grants & Incentives

Brad Mason
Analyst, Charging Technology

Heather Vaillancourt
Specialist, EV Deployment

Alexandra Snow
Specialist, Fleet Electrification

Advancing Electrification

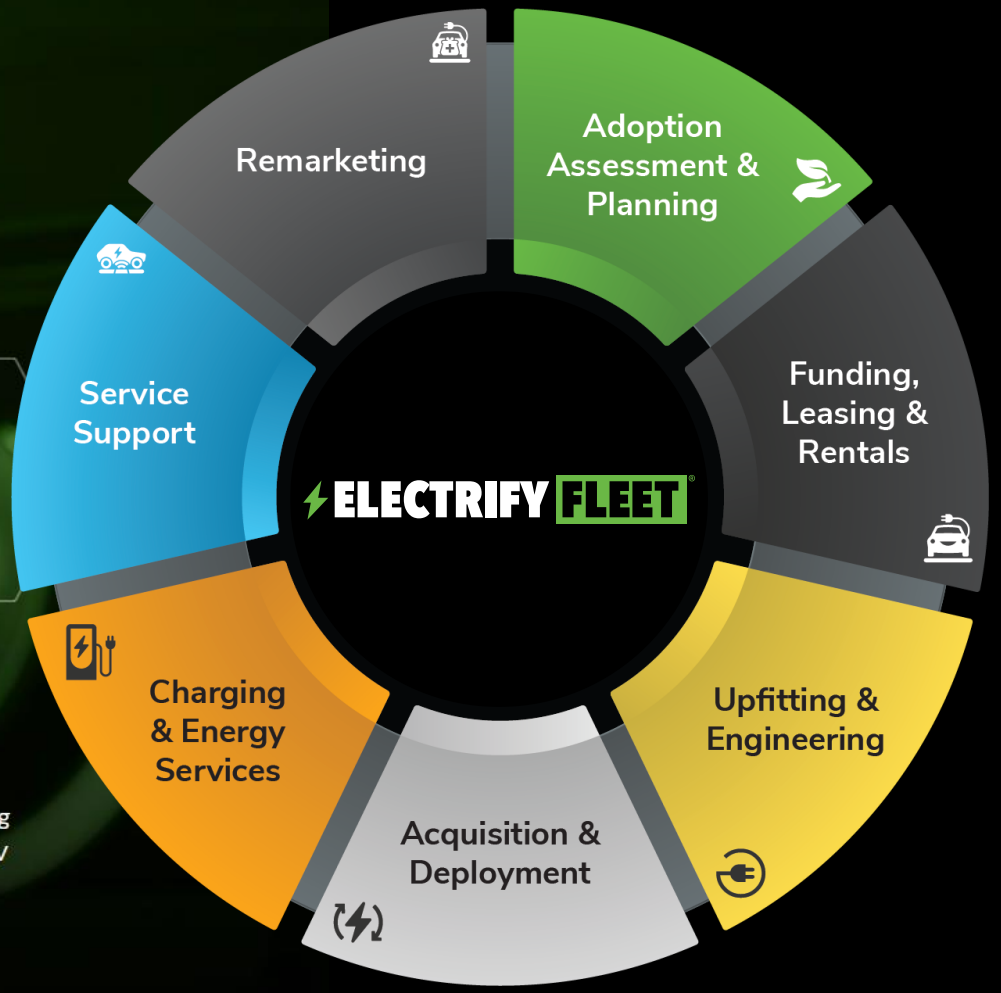
Public Resource Center & Suite of Services

ELECTRIFY FLEET

Ready for Electric?

Work with Merchants Fleet to power your organization toward electric vehicle (EV) fleet adoption.

- Learning & Resources
- EV Strategy & Planning
- Vehicle Options
- Charging & EV Services
- Get a Free Assessment



Learning & Resources

The road to EV adoption begins by educating both yourself and your organization about EV basics, EV markets, and the charging infrastructure required to support Zero Emission Vehicles (ZEVs) like EVs.

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CMAQ Project 1: Merchants Auto Group

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CMAQ – Project 1
Merchants Auto Group

LOCATION
- Hooksett, NH - Merrimack County
- Off Hwy I-93 and U.S. Hwy 3
- Auto Dealership with 26 Acres Near Amenities

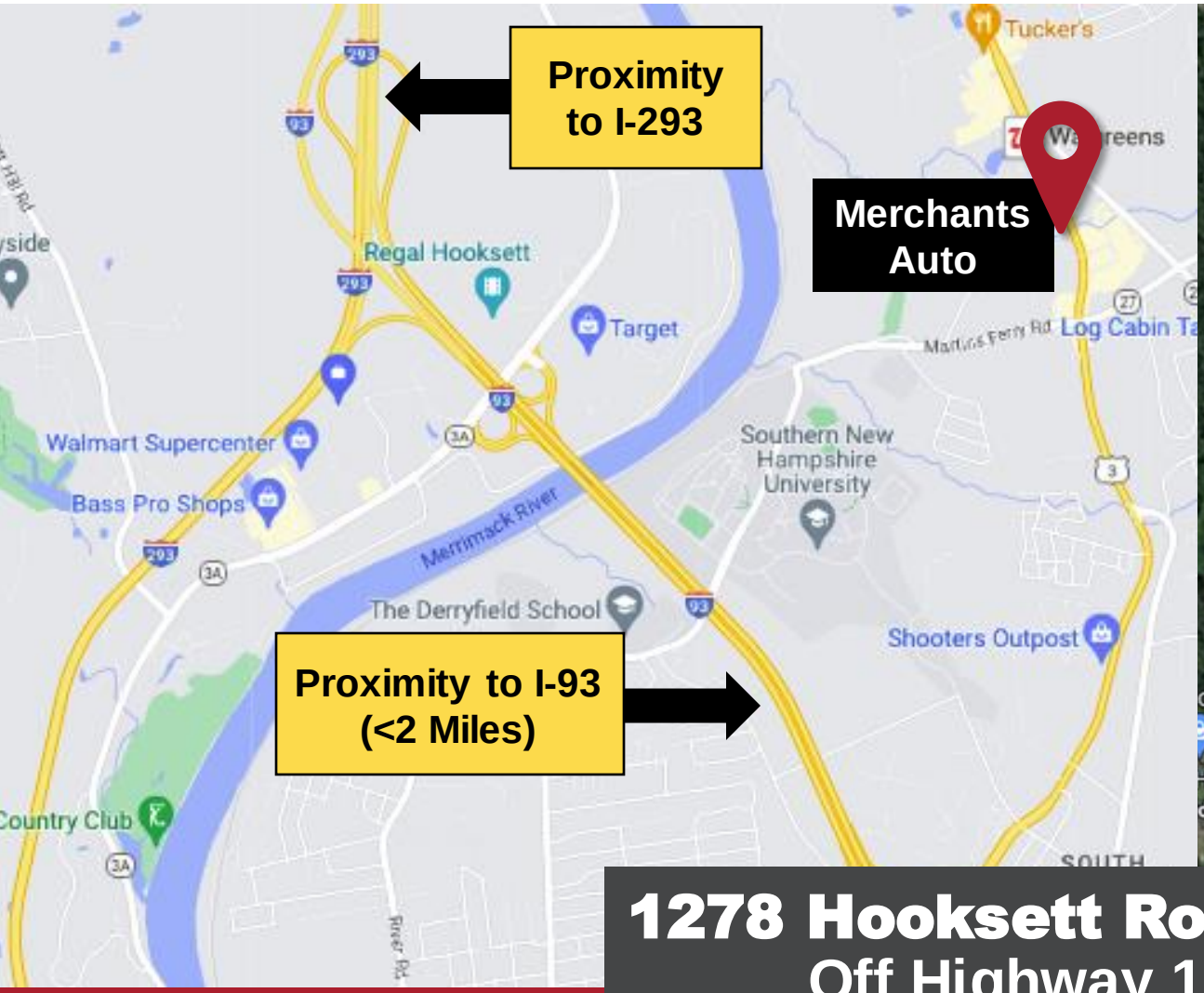
PROJECT
- DCFC Charging Project

REQUEST
- 4 Dual DCFC Ports
- Input Voltage 480V

TYPE
- Public Access Charging

TOTAL PROJECT COSTS
- $500K (Merchants 20% = $100K)

CMAQ – Project 1
Merchants Auto Group



1278 Hooksett Road, Hooksett, NH
Off Highway 1-93 & Route 3

CMAQ – Project 1
Goals & Objectives

GOALS

1. Alternative fuel project **to serve public need** as supported by traffic data, Hooksett Master Plan, and Merchants Fleet's Business Plan
2. Achieve **positive climate and environmental impact**
3. **Assist with economic development**
4. **Advance the use of technology**

OBJECTIVES

1. To address the acquisition, installation, and network connection of EVSE
2. To facilitate data collection, access, and reliability
3. To coordinate proper operation and maintenance of EVSE
4. To monitor and provide analytics for long-term EVSE data sharing capabilities.
5. DC fast chargers at this AUTO location will **help the local community adopt EVs faster** thus enabling faster transition to clean transportation

Growing EV Market Requires Convenient, Safe & Reliable Access to Public EVSE

CMAQ – Project 1

Eval Criteria: Project Readiness & Support

EV Team

Project Letter of Support; In-House Team of Experts

Experience

Nationwide Client Installs & Existing Owned Charging Infrastructure

Plan Support

Alignment with Business Plan, Town of Hooksett Master Plan

Public Charging

Limited in the Area

CMAQ – Project 1

Eval Criteria: Financial Readiness & Stewardship/ Sustainability

Merchants

Understands this is a Reimbursement Program

Merchants

Able to fund within 6 months of project award

Maintaining Infrastructure

Merchants will Maintain; EV Team of engineers, tech specialists will monitor

CMAQ – Project 1

Eval Criteria: Air Quality Benefits

Environmental

Positive Impact on Carbon Footprint

Air Quality Benefits

Mitigates Air Pollution
Reduces Emissions

Environmental Analysis

CMAQ – Project 1
Eval Criteria: Overall Summary

Project Readiness & Support

Financial Readiness

Stewardship And Sustainability

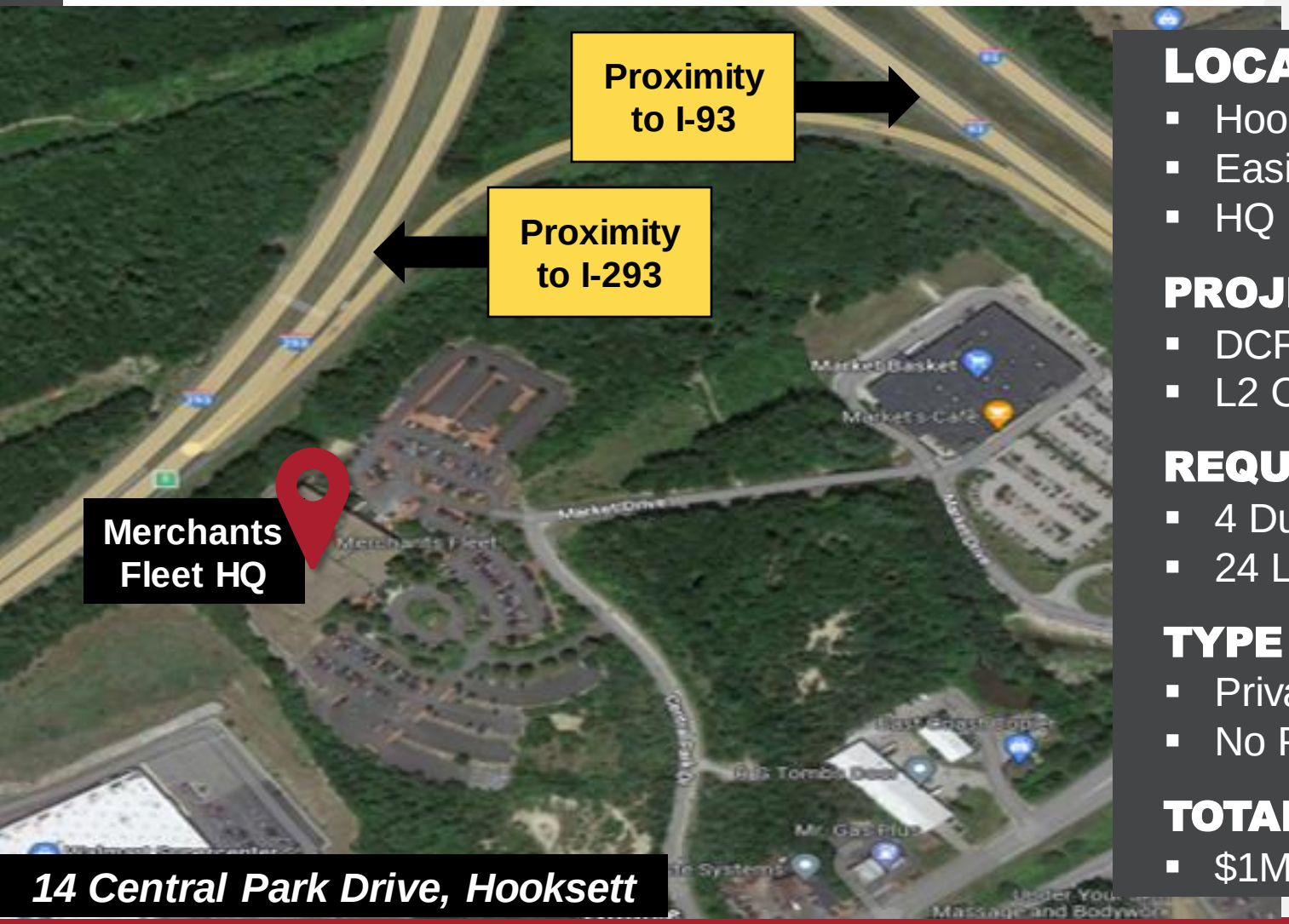
Air Quality Benefits

EV Charging Expansion

Merchants HQ – Hooksett, NH

Merchants FLEET

CMAQ – Project 2
Merchants Fleet Headquarters



14 Central Park Drive, Hooksett

LOCATION
- Hooksett, NH - Merrimack County
- Easily Accessible to I-93 and I-293
- HQ Location with 600+ Parking Spaces

PROJECT
- DCFC Charging Project
- L2 Charging Expansion

REQUEST
- 4 Dual DCFC Ports
- 24 L2 Chargers

TYPE
- Private Workplace Access Charging
- No Public Access planned at this time

TOTAL PROJECT COSTS
- $1M (Merchants 20% = $200,000)

Expansion Concept

Requires **Electrical Expansion** with Electric Utility Provider Eversource

Would Be One of the **Largest Concentrations of EVSE** in NH

EXISTING

- Level 2 - 10 Ports

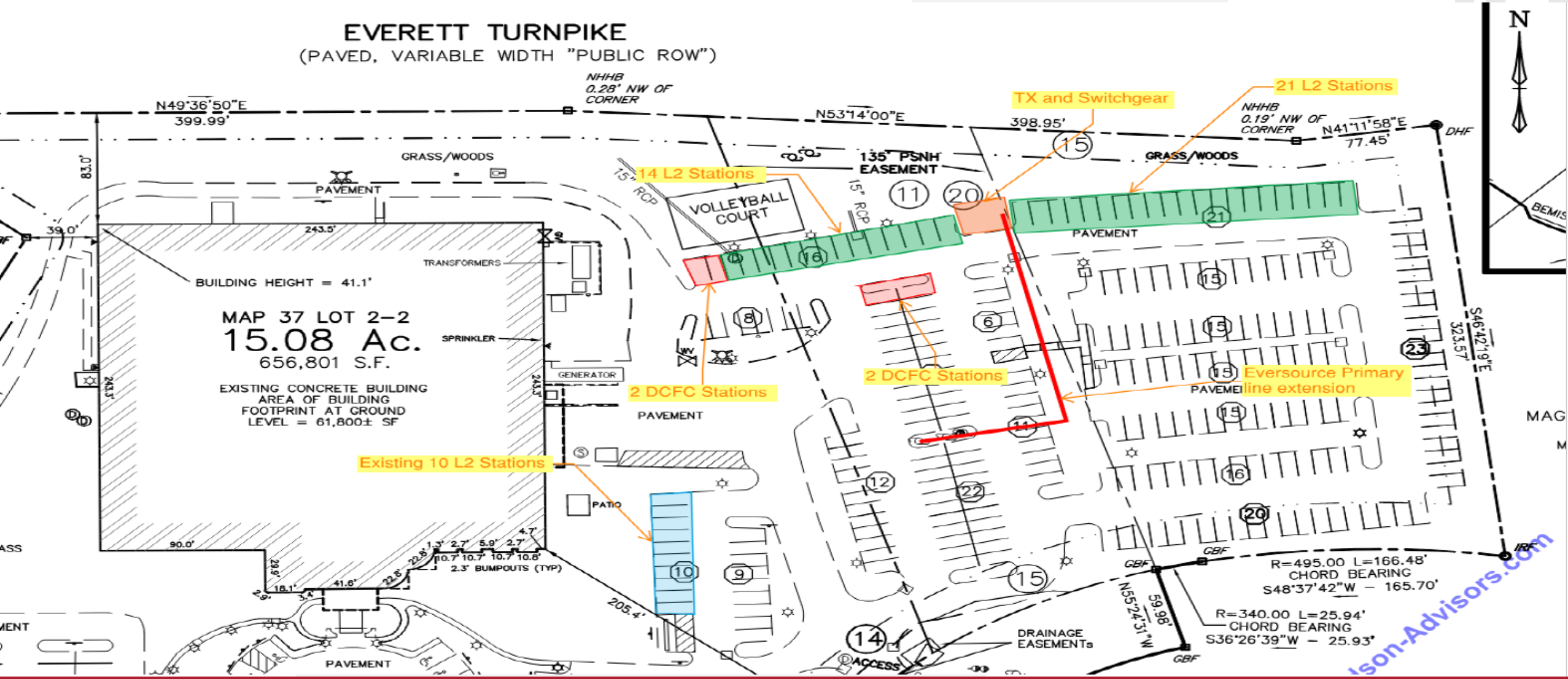
EXPANSION SCOPE

- Level 2 – Up to 33 Ports
- 1 Employee Facing DCFC (180 kW)
- 1 Strategic Use DCFC (180 kW)

FUTURE PROOFING

- Building Electrical Capacity for Long-term View
- Secure Landlord Approvals & Reserve the Space
- Phase-in Deployment as Conditions Demand

Expansion Layout



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CMAQ – Project 2

Eval Criteria: Project Readiness & Support

EV Team

Team of Industry Experts

Experience

Existing Charging Stations

Planning

Project Scope, Time & Costs

Workplace Charging Knowledge

EV Adoption,
Infrastructure Support & Services

CMAQ – Project 2

Eval Criteria: Financial Readiness & Stewardship/ Sustainability

Merchants

Understands this is a Reimbursement Program

Merchants

Able to fund within 6 months of project award

Maintaining Infrastructure

Merchants will Maintain; EV Team of engineers, tech specialists will monitor

CMAQ – Project 2

Eval Criteria: Air Quality Benefits

Environmental

Positive Impact on Carbon Footprint

Air Quality Benefits

Mitigates Air Pollution
Reduces Emissions

Environmental Analysis

CMAQ – Project 2

Eval Criteria: Overall Summary

Project Readiness & Support

Financial Readiness

Stewardship And Sustainability

Air Quality Benefits

Current Proposed Expansion

What Does It Give Us?

Location	# of L2 Ports	DCFC
Current L2s	10	
Strategic Use DCFC		One Unit, Two Ports Up to 180 kW
New L2s	33	
Employee Facing DCFC		One Unit, Two Ports Up to 180 kW
TOTAL	**43 Ports**	**4 Ports**

Capability to Cycle 43 Vehicles OR 86 Vehicles with 4-Hour Charging Limits – Plus Quick Top Off Through DCFC

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Closing Thoughts – Proposal Summary

PROJECT 1 Merchants Automotive Group	
Project Type	Public Charging DCFC Charging
Location	Hooksett, NH Off Hwy I-93 & Hwy 3
Cost	$500,000 (MF Cost Share 20% = $100,000)

PROJECT 2 Merchants Fleet HQ	
Project Type	Workplace Charging L2 & DCFC
Location	Hooksett, NH Near I-293, I-93 & Hwy 3
Cost	$1,000,000 (MF Cost Share 20% = $200,000)

QUESTIONS & ANSWERS

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