

Energy Leaders Consortium Site visit with EV Net & Schneider Electric

A Program of Toronto and Region Conservation Authority

March 26, 2024



We respectfully acknowledge that we are situated on the Traditional Territories and Treaty Lands, in particular those of the Mississaugas of the Credit First Nation, as well as the Anishinaabe of the Williams Treaty First Nations, the Huron Wendat, the Haudenosaunee, and the Metis Nation.

As stewards of land and water resources within the Greater Toronto Region, Toronto and Region Conservation Authority appreciates and respects the history and diversity of the land and is grateful to have the opportunity to work and meet on this territory.



### **Additional Resources**

- yrnature.ca/acknowledging\_land
- edgeofthebush.ca
- native-land.ca
- Text 1-855-917-5263 with your City and Province to learn whose traditional territory you're on (standard text messaging rates may apply)



## A Collaborative Space for All

Proposed Operative Values for ELC meetings:

- 1. Balance airtime to hear from as many voices as possible
- Be curious and challenge our own assumptions and biases
- Be open to building on each other's suggestions or taking the conversation in another direction



## Agenda

Time	Activity				
8:30am – 9:00am	Arrival/ networking				
9:00am – 9:15am	PPG welcoming remarks				
9:15am – 9:45am	Presentation 1 – EV Net				
9:50am – 10:20am	Presentation 2 – Schneider Electric				
10:20am – 10:40am	Q&A				
10:40am – 11:30am	Breakout Session				
11:30am – 12pm	Facility Tour				
12pm – 12:30pm	Closing/ networking/ departure				



<sup>\*</sup>Times maybe subject to change depending on how quickly we get through discussion



## **Upcoming ELC Sessions & PPG Events**

Date	Topic
March 28th 8:00am-11:30am	Workshop 3: Bringing it All Together with Reporting and Disclosure – An Overview of ESG Reporting. Learn about different ESG reporting and disclosure frameworks and legislation. Register to join us at the IDEA space in Square One.
<b>April 22</b> <sup>nd</sup> 1:00pm-2:30pm	<b>ELC: Member Roundtable with Unity Health Toronto</b> . Learn about Unity Health's decarbonization roadmap and learnings over the past 8 months.
<b>May 14</b> <sup>th</sup> 2:00pm-3:00pm	<b>ELC: Navigating Science Based Targets with CDP.</b> Learn about SBTi and key considerations before setting your next decarbonization target.
June TBD	ELC: Site Visit with Maple Leaf Foods. Details to come.
July TBD	ELC: Member Roundtable with GTAA. Details to come.
August TBD	ELC: Site Visit with Mother-Parkers Tea & Coffee. Join us at Mother Parkers' annual employee engagement event to learn firsthand about EE best practices.

Please contact Matt Brunette if you are interested in hosting an ELC Site Visit or presenting at a Member Roundtable.

## Futureproof Your Fleet Greening your Medium & Heavy-Duty Vehicles

- This program offers resources, discussions, & networking opportunities to develop a lowcarbon fleet for your business
- Ideal for:
  - Fleet owners, operators, & managers
  - Procurement & Finance professionals
  - Health & Safety personnel
- Join us at Truck World! April 19<sup>th</sup> @ 1pm in the GreenTech area
  - Free Truck World passes with promo code:
     INDUSTRY24



Contact: Matt Brunette, Program Manager matt.brunette@trca.ca

### **PPG Member Benefits**

A reminder of the perks your organization can take advantage of:

- 10% off the <u>Black Creek Pioneer Village</u> team-building Corporate Groups Programs
- 10% off Kortright Centre corporate teambuilding bookings, adult nature-based or health and wellness workshops
- 15% off Young Conservation Professionals Leadership Program
- Access the <u>PAIE program</u> to hire skilled professionals and receive free training on integrating New Canadian professionals into your workforce
- 10% off Look After You Live Tommy Thompson Park and The Meadoway stewardship programs



## **World Water Day**

#### New Corporate Flood and Heat Risk Management module – Understanding our Connection to Water: An Anishinaabe Woman's Perspective

• As Water carriers, care takers, and protectors, Indigenous women of Canada have always fought and advocated for the rights of Water. This module offers insights on the profound significance of Water through the lens of an Anishinaabe woman and as a shared connection for all of us residing on this land. **Now Available: Register to access the hub for FREE here**.

#### Rebate on LittaTrap for PPG Members

- PPG is collaborating with <u>EnviroPod™</u> to bring an exclusive offer to our members. As a member of PPG, EnviroPod™ recognizes the significance of collaborative action in advancing sustainable stormwater management and is offering a special 10% discount for <u>LittaTrap™</u> Catch Basin Inserts to the PPG community! These inserts are designed to capture plastic and other trash from stormwater runoff, preventing pollutants from contaminating our waterways and lakes.
- Learn more on how to access this offer <a href="here">here</a> or if you have questions please contact Darlene Coyle, Program Coordinator at <a href="Darlene.Coyle@trca.ca">Darlene.Coyle@trca.ca</a>. To learn more about PPG membership please contact Julia Kole, <a href="Julia.Kole@trca.ca">Julia.Kole@trca.ca</a>.

#### Greening Corporate Grounds Program in Mississauga

 PPG is happy to continue our collaboration with Credit Valley Conservation to bring the Greening Corporate Grounds (GCG) to businesses in Mississauga within our jurisdiction. This program supports businesses in building resilience to flood and heat risks that are increasingly affecting the Greater Toronto Area. Read the eligibility criteria <a href="here">here</a>. To discuss the program details please contact Chaya Chengappa, <a href="mailto:chaya.chengappa@trca.ca">chaya.chengappa@trca.ca</a>.

## **World Water Day Continued**

#### Floatable Waste Collaborative Action in Lake Ontario and Toronto's Inner Harbour

• Toronto and Region Conservation Authority, in collaboration with the University of Toronto Trash Team, A Greener Future, and Swim Drink Fish has received funding from Environment and Climate Change Canada to support initiatives as part of the Toronto Inner Harbour Floatables Strategy. This project will deliver public education and community action projects to prevent floatable plastic and litter pollution of Toronto waterways and Lake Ontario between 2023-2026. Learn more about the objectives and upcoming activities <a href="here">here</a>.

#### Corporate Flood and Heat Risk Management, Thornhill SNAP

• PPG is collaborating with <u>Sustainable Neighbourhood Action Program (SNAP)</u> and the <u>Sustainable Technologies</u> <u>Evaluation Program (STEP)</u>, both also programs of TRCA, to deliver the Corporate Flood and Heat Risk Management (CFHRM) program to **two eligible businesses within the Thornhill SNAP**. This program is aimed at educating and empowering the ICI/MURB sectors to take action to build climate resilience. **Eligibility criteria and program details can be found <u>here</u>.** 



## **Updates and Reminders**

#### Agri-Tech Innovation Initiative

 Provides funding for food processing businesses to invest in equipment and technology to support growth, productivity and/or GHG reductions. Applications will be accepted between Feb 15 - March 28, 2024. <u>Click here for more</u>

#### Member Spotlight Feature

 Highlight a recent project, initiative, milestone or award to the PPG community and the public with a Member Spotlight feature. These are shared through our website and newsletters, providing recognition for your achievements and inspiration for other PPG members

#### We are looking to grow the ELC!

- If you know of any stakeholders or industry leaders you have connections with who would be a great addition to this consortium, please help us get connected.

## **Today's Speakers**



**Darryl Croft** 

President

EV Net

Darryl@evnet.ca



**Alex Bernardino** 

Principal Consultant

EV Net alex@evnet.ca



Kaliyur Sridharan

Senior Director – Strategic Growth

Schneider Electric Kaliyur.sridharan@s e.com



**Abhik Bera** 

Mircogrid & BESS Solutions Architect

Schneider Electric Abhik.bera@se.com





# Making the transition to electric vehicles simple.





#### **HOW WE STARTED**

During his term as Chairman of OK TIRE INC. and leading the organization's growth across Canada, Darryl became aware of significant challenges facing Canadian drivers.

With rapidly increasing costs of fuel, repair and maintenance, along with as the increasing concern over vehicle emissions, it became evident that people were looking for better transportation options.

Darryl recognized the potential of various emerging electric vehicle models as a great solution.

He assembled a passionate team with a great combination of industry experience and expertise in everything EV and is taking a unique approach to solve this momentous challenge.

#### **Leadership Team**



Darryl Croft
President

Former Chairman of OK Tire & Auto – Canada's largest independent service chain.

**25 years** in the automotive sector

LinkedIn



Johnny Beckett
VP Sales & Customer

VP Sales & Customer Experience

EV Net Co-founder OMVIC certified Passionate EV advocate

**8 years** experience in EV sales

LinkedIn



**Sean Hart**VP Systems Development

Former VP EV Society Technology leader and early EV Advocate

23 years experience in corporate tech

LinkedIn



**Daniel Hart**Strategy Advisor

Former Tech CEO Sold two software companies. Angel Investor

**16 years** experience in tech startups

LinkedIn



Alexander Bernardino

**Principal Consultant** 

+20 years EV Advocate and industry researcher engineering, sustainability, environment, & markets

**15 years** experience in IT consulting

LinkedIn





> TRUCKPRO IS...



MORE 120
SERVICE CENTRES

MORE THAN 820
SERVICE DOORS

MORE THAN 9 0 0 MECHANICS



**NORTH AMERICAN WARRANTY** 

PREVENTATIVE MAINTENANCE

#### 7 bay professional full-service auto service shop, equipped with the latest equipment

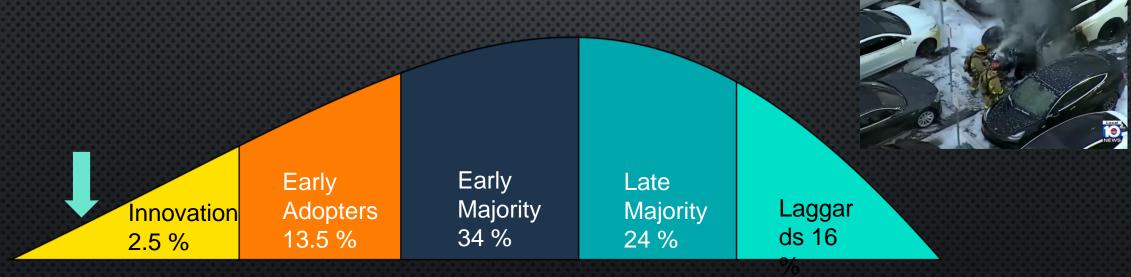


5 licensed technicians4 apprentices1 tire technician+ 5 other staff

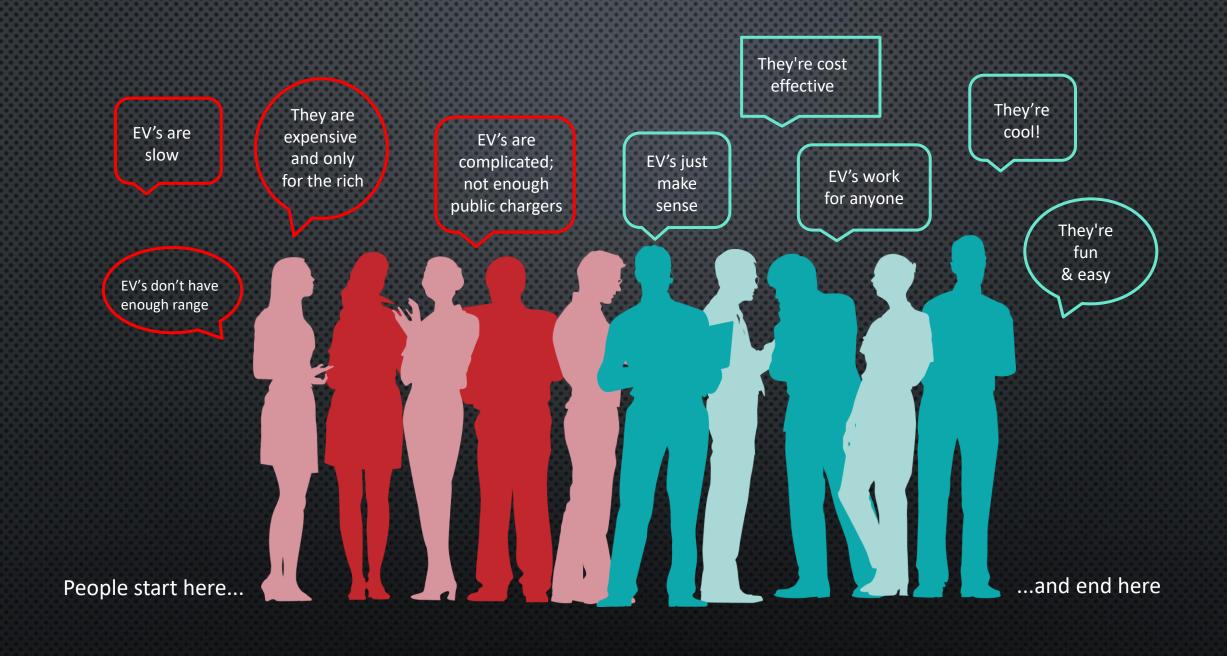
#### The Problem

In Canada, there are just over 26-million vehicles on the road and only 0.9% of those vehicles are battery electric. Meaning, that there's a lot of work that needs to be done to convert the national fleet to electric.





Diffusion Of Innovation Model





#### **Our Solution**

We provide a robust end to end EV experience which includes access to a selection of EVs through a wide range of convenient locations to individuals and companies, delivering essential support more efficiently.

Throughout our process, we generate revenue from offering electric vehicle rentals, car share through a wide range of host locations. As an OMVIC registered dealer, we also offer affordable pre-owned electric vehicles for sale.





#### Rent Electric | EV Net

Electric car rentals in Canada

GET

AGE

4+ Years Old CATEGORY

DEVELOPER



Electric Vehicle Network Inc.

Only on iPhone







Rent Electric by Electric Vehicle Network makes it easy for anyone to experience an electric car on their own terms. Book and drive from the convenience of your phone, completely contact-free.

Renting an EV with Rent Electric is easy, simply...

more

## More EV Experiences = More EV Adoption

The best way to increase EV use is...

- not a traditional brick and mortal dealership
- not an online dealership where people can't test drive cars and experience EVs for the first time...

We offer something new.

#### Our Customer Journey

#### **Discovery**

Search starts online at www.evnet.ca

EV User recommends and refers friends and family to try the EV Experience from EV

**Transitioned to** a steady EV user





#### **Contact an Advisor**

High level questions about EV's. Book a consult.





Consultation

Virtually or In-person 30 - 45 mins

#### **Ongoing Support**

24/7 concierge -tiered subscription



#### First EV Experience

Variety of EV rental options & prices / Test Drive / Download App to access 24hr contactless Pick-up & Drop-off at a Convenient location







#### Our Unique Advantages

Provide introductions and access to a variety of EV model's through "Electric Experiences" at convenient locations 24/7/365

Offer extensive personalized consultation with in-house knowledgeable EV experts

Remote driver support for all public charging networks challenges

We provide unprecedented 24/7 support that is vehicle and charger agnostic to our subscribers.

#### **Hosts Specific Advantages**

We assist with charging infrastructure (when appropriate)

Connections to local EV service experts through OK Tire & Auto affiliation

Convenient vehicle pickup locations

We provide scope 1 and 2 carbon reduction reporting using vehicle telematics

# Our success is based on guiding consumers through a **positive**EV discovery and **successful journey** towards electrified low-emission mobility.

Hosts that offer convenient vehicle availability & charging are a critical part of our solution and will **enjoy numerous benefits while helping** accelerate the rate of EV adoption.

#### **Example Host Locations**

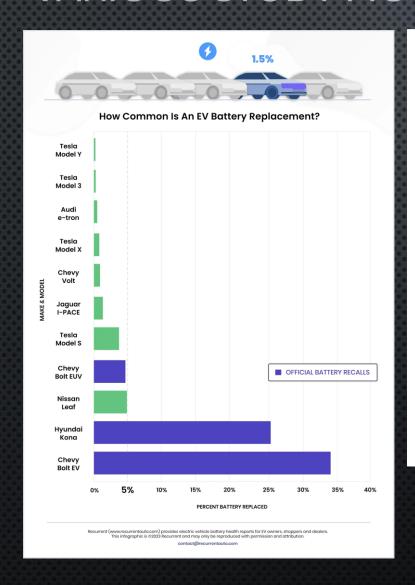
We can deliver total cost of ownership (TCO) reductions and data supporting scope emission calculations

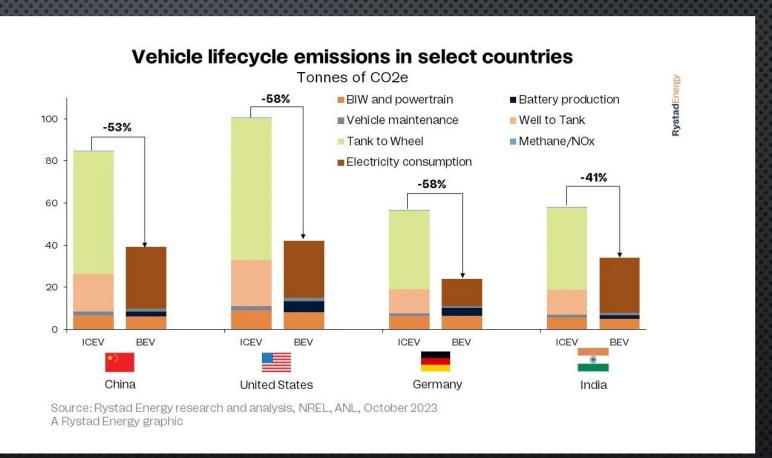


#### Why would an Organization become a Host for Electric Vehicles?

- Reduce lost time due to transportation issues
  - Employees may not have a vehicle but require a convenient option to travel for work
  - Employees may have a vehicle which could be unavailable at times due to family vehicle sharing or in shop for repairs
- Eliminate company car(s) that are not utilized enough for business purposes to justify vehicle ownership
- Achieve company emission reduction objectives & gain public recognition for carbon reduction efforts
- Disprove common myths that are slowing the rate of EV adoption

#### VARIOUS STUDY FIGURES THAT DISPROVE EV MYTHS

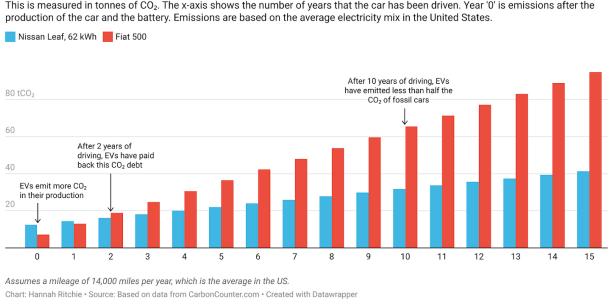


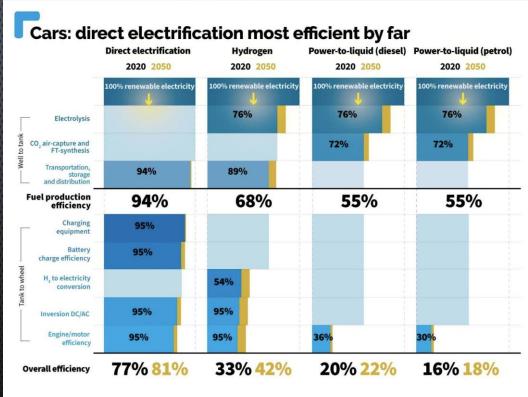


#### VARIOUS STUDY FIGURES THAT DISPROVE EV MYTHS

#### CO<sub>2</sub> emissions of electric vehicles vs. fossil cars: after x years of driving

This is measured in tonnes of CO2. The x-axis shows the number of years that the car has been driven. Year '0' is emissions after the



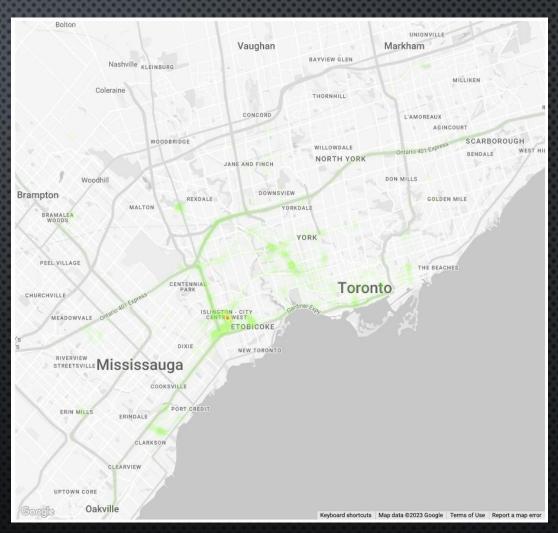


Notes: To be understood as approximate mean values taking into account different production methods. Hydrogen includes onboard fuel compression. Excluding mechanical losses.



## Heat Maps





#### Data Sample

## 1,320kg CO2e Avoided Dec 1 – 31st

Monthly Vehicle Repor	t	Jan 16, 2023							
Date			Avoided	l CO2e (kg)					
From	1-Dec-22			1,320.67					
То	31-Dec-22								
Days	31								
EV CO2e / kWh (g)	25	Source: Canada	Energy Reg	ulator (Ontario)					
Average ICE CO2 / km (g)	131	131 Source: Environment and Climate Change Canada (2019 Passenger Automobile)							
			# Days	Ave Distance	Ave Distance	Total Driving	Time / Day	Time / Trip	
Vehicle <b>v</b>	Distance (kn								
2018 Nissan Leaf (EV181)	677.06	37	10	18	68	12:19	1:14	0:20	
2018 Tesla Model 3 (EV190)	3,776.73	101	21	37	180	8:02	2:40	0:33	
2019 Nissan Leaf SV (EV187)	2,174.05	143	22	15	99	23:26	2:09	0:19	
2021 Hyundai Kona EV (EV179)	3,876.97	142	22	27	176	16:26	2:55	0:27	

Link to Report

#### **Our Performance Metrics**

Our mission is to help Canadian drivers transition to electric vehicles.

Our progress can measure success using 3 key metrics:

- % of kilometers driven using electric vehicles
- Reduction in total vehicle ownership & operating costs by the use of EV carshare
   & rental in our targeted markets
- tons of CO2e saved

### **Eve Park Project**



### **EXCELLENT REVIEWS**

"We had an excellent experience with EV Net. They were prompt with all our questions and helped guide us every step of the way. We would have no hesitation in recommending them to anyone interested in purchasing an EV"

GARTH, CHEVY BOLT OTTAWA, ON

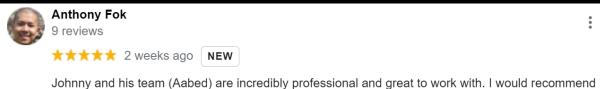


### Arlen Wiebe

4 reviews

★★★★★ 4 months ago

I can't express what a great experience it was dealing with Darryl and Johnny at Electric Vehicle Network. My wife and I live in Owen Sound, Ontario, and we were looking for a good quality used electric vehicle (EV) to add a second EV for ... More



Johnny and his team (Aabed) are incredibly professional and great to work with. I would recommend them to both EV buyers and sellers. My interactions with both has been pleasant and they delivered on their promises.

"EV NET WERE EXTREMELY KNOWLEDGEABLE AND PROFESSIONAL. WE ALSO WANT TO EXTEND OUR THANKS TO MAVRENE BROOKS ESPECIALLY, VERY HELPFUL AND AN OVERALL JOY TO WORK WITH"



evnet.ca <u>info@evnet.ca</u> +1 (800) 387-9391





Energy Leaders Consortium: Energy Management & EVs March 26, 2024

Abhik Bera

Microgrid and BESS Solution Architect | Zeigo Solution Business Development Manager



**IMPACT** 

Company





# We cannot choose between growth and sustainability.

We must have both.

Paul Polman



Schneider Flectric



# Our ESG approach





11 global + 1 local

Sustainability 2021 -2025



DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

**Net Zero** Commitment





CDP

A LIST

CLIMATE









Life Is On

Schneider

### Bring everyone along



# EMPLOYEES & PARTNERS

### **Global training**

on climate, social challenges and opportunities offered to SE's employees with its Sustainability School.

### **SUPPLIERS**

### 1,000 Net Zero

suppliers, signing up for our dedicated decarbonization program to help halve their emissions by 2025.

### **CUSTOMERS**

### 800 million tons

of Co2 emissions saved and avoided for customers by 2025.



# Meeting ambition through strategy and action

### Blackstone

\$100M cost reduction through sustainability strategy, EcoStruxure™ Resource Advisor is single source of truth for all portfolio data

## faurecia

Chosen strategic partner to support in reaching CO<sub>2</sub> neutrality for scopes 1 and 2 by 2025, full neutrality of all scopes by 2050





\$20M in energy savings, 100% renewable goal, implementing sustainability strategy as chosen partner



First major food company in the world to be carbon neutral; adopted Science Based Targets to achieve emissions reductions



### Global & Local





### **EMPOWERMENT**

### **Sustainability Ambassadors**

26 people across Canada part of the action for IMPACT.

### DECARBONIZE EFFICIENCY

### Electrification of all our sites by 2029

Leverage digital technology to be more efficient and electrify all our sites, using high efficiency heat pumps.

### COMMUNITIES

### Give back & Support

Support our local communities & provide education on Decarbonization & Net zero.



### **Decarbonization Roadmap**



is to support our customers on climate, from strategy setting to execution...

3-step approach

Major steps involved



- MEASURE enterprise baseline
- CREATE decarbonization roadmap
- STRUCTURE program & governance
- COMMUNICATE commitment



- MONITOR resource usage & emissions
- IDENTIFY saving opportunities
- REPORT and benchmark progress



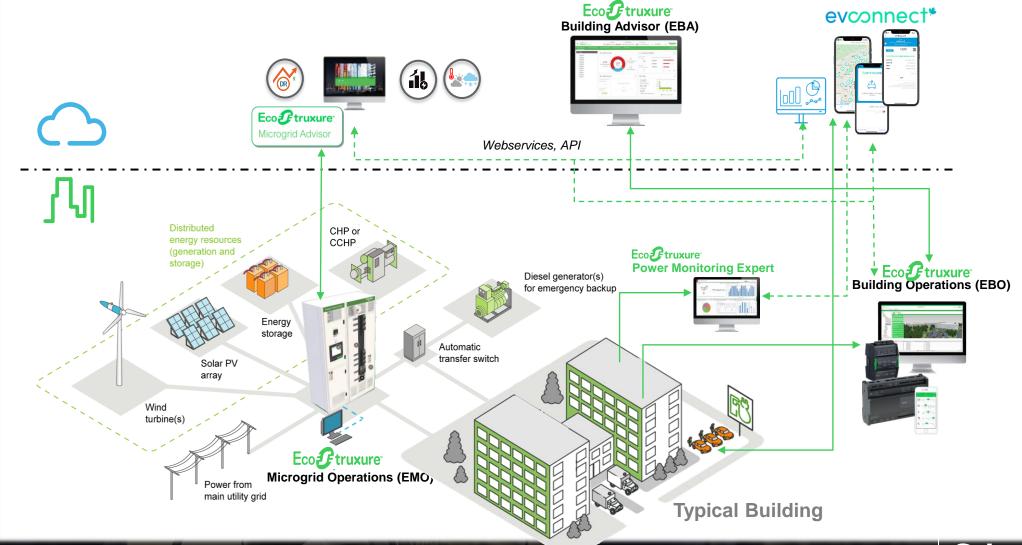
- ELECTRIFY operations
- REDUCE energy use
- REPLACE energy source
- ENGAGE value chain



### Integrated Solution Architecture

Schneider Electric Energy Management | EV solutions





### Integrated Solution Architecture

### Schneider Electric Energy Management | EV solutions



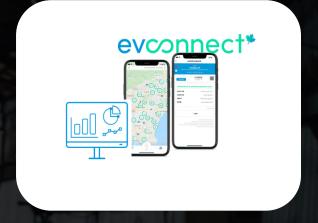


Microgrids

- Energy cost
- GHG Reduction
- Resiliency



<40% Electricity Savings <25% Gas Savings



Charging Revenue

**EV Charging Management** 

- EnergyManagement
- Data



### **Canadian Business Landscape**







1.2M

SMEs in Dec 2021



Number of employees	Goods-Producing Sector		Services-Producing Sector		
	Count	%	Services	%	Total
1–4 employees	147,630	57.40%	523,717	54.94%	671,347
5–9 employees	49,490	19.24%	177,958	18.67%	227,448
10–19 employees	28,083	10.92%	124,389	13.05%	152,472
20–49 employees	19,475	7.57%	83,068	8.71%	102,543
50–99 employees	7,156	2.78%	26,692	2.80%	33,848
100–199 employees	3,534	1.37%	11,835	1.24%	15,369
200–499 employees	1,808	0.70%	5,523	0.58%	7,331
Total SMEs	.26M	1	.95M	1	1.2M

**Source**: Key Small Business Statistics 2022

### Fully-Digitized Sustainability Advisor to Empower SMEs

Simplifying decarbonization actions for small and medium-sized enterprises (SMEs)





Track & Measure Carbon Emissions

CALCULATE enterprise baseline

BUILD energy consumption profile

TRACK progress



Guided Setup To Set Realistic Targets

CUSTOMIZE decarbonization targets

SET realistic targets

SELECT recommended goals



Access Solutions & Reduce Emissions

FOLLOW personalized roadmap

SELECT decarbonization actions

ACCESS marketplace

CONNECT with solution providers



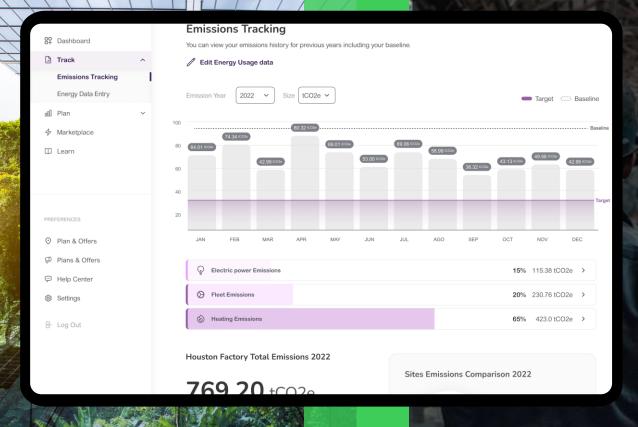
Analysis, Report, Sustain & Optimize

MONITOR emission trends

ADJUST goals and actions

OPTIMIZE decarbonization efforts

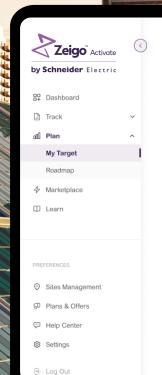
# **Accurately Calculate and Track Carbon Emissions**



- Simplified data collection allows you to build your energy consumption profile
- See your carbon emissions baseline so you know where you are today
- Easily track your progress as you follow your roadmap to decarbonize

activate.zeigo.com

### **Guided Setup Helps Set Realistic Targets**





Every plan needs a goal. Once established, your carbon reduction target will give you a clear, measurable definition of success. Our top recommendations are formed form the data you entered about your worksites and combined with industry-leading, science-based initiatives for carbon reduction.

If you prefer, you can customize your target to best fit your company's needs.

Top Recomendations

tom Target

100% Renewables

100% renewable means that all the electric power your company uses comes from renewable sources. By selecting this target, you're committing to buying all your electric power from a renewable source and/or generating your own electric power with onsite solar by 2030

Select targe

Suggest

50% Emissions Reduction Target Year 2030

50% emissions reduction means that both Scope 1 and Scope 2 emissions will be reduced by 50% by the year 2030. By selecting this target you are committed to reducing emissions through a variety of projects and actions including Energy conservation measures, renewables, and carbon offsets

Select target

- Decarbonization target selection is customized to meet your business objectives
- Select one of our top recommendations or create your own goal

Carbon Neutral

Carbon neutral means balancing any

carbon released into the atmosphere

removing or absorbing carbon and

sequestering it. By selecting this

target, you're committing to buying

by your company's activities by

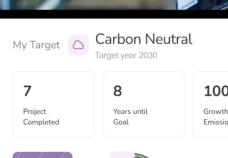
carbon offsets to mitigate your

emissions by 2030

activate.zeigo.com

Life is On Schneide

### **Custom Roadmap Shows What to Do Next**



1000 tCO2e

500 tCO2e 700 tCO2e Last 12 Months

200 tCO2e Emissions

To Go



750 tCO26





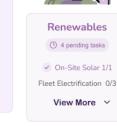
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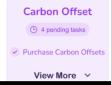


Building Envelope 0/5

View More

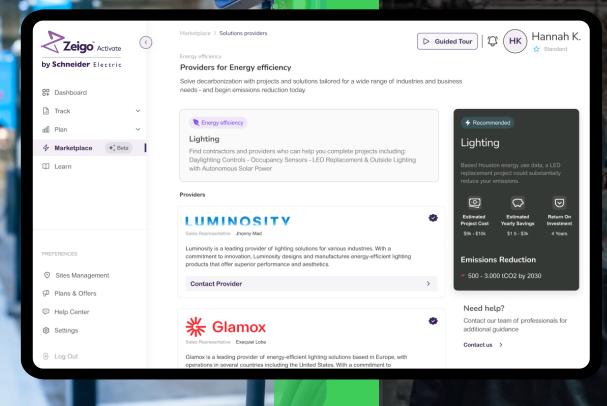






- Follow a personalized roadmap of actions and projects designed to reduce your emissions
- Select from a variety of decarbonization actions, such as energy efficiency projects and renewable energy opportunities

### Open Marketplace Allows You to Act Fast



- Access a marketplace of reputable vendors to find the best fit for your project
- Connect directly with solution providers to start implementing your customized roadmap
- See estimated costs, savings, and return on investment

activate.zeigo.com

# The Time is Now



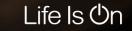
Be part of the first



Focus group



Get 60% **Discount** on **Zeigo Activate** Subscription









### **Discussion Questions**

- 1. Considering the topics of today's presentations, what is your organization currently doing related to either of these technologies?
- 2. Based on today's topics, what opportunities do you see as the most promising or appropriate for your organization and sustainability goals?
- 3. What are the primary barriers to adoption within your organization?
- 4. How could the Energy Leaders Consortium support your organization with further consideration of either topic, as it relates to your organization's sustainability goals?







# Thank You!