

**Testimony of Scott Fisher
Vice President, Market Development
Greenlots
Pennsylvania House of Representatives
Committee on Transportation
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Thank you, Chairman Taylor, Chairman Keller, Representative Quinn, and members of the committee for the opportunity to testify today in support of House Bill 1446, the Clean Transportation Infrastructure Act. My name is Scott Fisher, Vice President, Market Development for Greenlots. Prior to Greenlots I worked in the EV charging industry for EVgo. Greenlots is a leading provider of grid-focused electric vehicle charging software and services. The Greenlots network supports a significant percentage of the DC fast charging infrastructure in North America, including deployments in Pennsylvania. Greenlots' smart charging solutions are built around an open standards-based focus on future proofing while helping site hosts, utilities, and grid operators manage dynamic EV charging loads.

In my role at Greenlots, I help grow Greenlots' business with utilities, governments, and automakers. Greenlots focuses on these clients and partners due to their willingness and interest in growing the market for electric vehicles and electric vehicle charging.

Currently the business model for non-utility ownership and operation of charging stations is limited to non-existent. While this may improve with time, in the near term the lack of infrastructure is the prevailing cause of relatively slow adoption of electric vehicles. Without adequate investment in infrastructure, electric vehicle adoption will continue to grow more slowly than the technology and many benefits would otherwise promise.

Transportation electrification can be a challenging space for policy and decision-makers.

Technology and behavior change are already occurring in transportation, and the economics of charging can be unexpected. Greenlots has had experience with a range of policy efforts and enabling policies. Some of the most successful strategies that we've seen thus far are contained within this legislation: articulating a zero emission vehicle goal, and establishing enabling policy to encourage utility investment in charging infrastructure.

Greenlots is committed to growing the market for electric vehicles and electric vehicle charging in Pennsylvania and beyond. We think this legislation can provide a framework to help grow the market to create opportunities for all market participants, lower costs for ratepayers, and create jobs while keeping more dollars in the local economy. We look forward to the legislature's engagement on this important topic. Thank you.