



Monday, October 30, 2023

CALIFORNIA AIR RESOURCES BOARD
1001 I St.
Sacramento, CA 95814

RE: Support for Electrify America's Cycle 4 Investment Plan

Dear California Air Resources Board Members:

I am writing on behalf of Site Acquisitions, LLC d/b/a SAI Group, in support of Electrify America's Cycle 4 California ZEV Investment Plan. This significant, \$200 million investment in California over 30 months will bring the state closer to achieving its zero emission vehicle (ZEV) deployment and emissions reduction goals to combat climate change and improve air quality by transitioning to zero emission transportation.

SAI Group, formerly SAI Communications, was founded in 1999 as a full-service design-build solutions provider in the wireless telecommunications field. Since then, we have expanded our business into other areas nationwide. We have been involved with vehicle electrification and the development of electric vehicle ("EV") DC fast charging networks since 2007, with such clients as ABB, Nissan North America, EVGo, Blink/Car Charging Group, Avista Utilities, NRG Energy, Tesla, Electrify America and others. We have supported Electrify America with their efforts since its first Cycle of investment (Cycle 1).

This is the fourth and final investment cycle by Electrify America as part of its initial \$800 million commitment over 10 years to accelerate transportation electrification in California. The Cycle 4 ZEV Investment Plan will continue to advance ZEV adoption in California by further building out public ultra-fast charging infrastructure in metropolitan areas and along highway corridors, and continuing to invest in brand neutral education and awareness efforts, including supporting and sponsoring ZEV education, STEM programming and workforce development training. To date, Electrify America has invested \$9 million in community-based organizations and nearly \$3 million in STEM and workforce development programs over Cycles 1-3.

Importantly, the plan continues Electrify America's commitment to providing benefit through its investments to rural, disadvantaged, and low income communities, to ensure that all communities can access charging and participate in the transition to electric vehicles. Currently, over 50% of Electrify America's public ultra-fast charging stations at various stages of

SAI Group
12 Industrial Way, Salem, NH 03079



development are in disadvantaged or low-income communities, exceeding the company's 35% target.

In 2021, Electrify America requested SAI Group's assistance in California, based on our expertise and past performance. We have since slowly allocated resources and expanded our business into California to support those effort and to maintain the momentum that has been built to date toward the electrification of motor vehicles becoming a reality.

Electrify America's investments are also creating economic opportunity for many stakeholders. For example, responding vendors to Electrify America's 2022 year-end survey identified nearly 4,000 workers employed by themselves and subcontractors that worked on Electrify America projects from July to December 2022, including 914 workers in California. Of these workers, vendors reported that 32% lived in low-income and disadvantaged communities, while vendors reported that approximately 1% of workers self-identified as veterans. Survey respondents also indicated that nearly 600 jobs were created or sustained because of work with Electrify America, roughly 50% of which were employees and contractors living and working in California.¹

We respectfully urge you to find that Electrify America's Cycle 4 California ZEV Investment Plan is consistent with requirements at your December Board meeting, in order to keep California on the forefront as a leader in the fight against climate change.

Respectfully,

A handwritten signature in blue ink that reads "Marc Lamoureux". The signature is fluid and cursive.

Marc Lamoureux
Group Vice President
Engineering & Operations
SAI Group

¹ "2022 Annual Report to CARB." April 30, 2023.

<https://media.electrifyamerica.com/assets/documents/original/1016-2022CaliforniaAnnualReport.pdf>