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# Consumer demand is driving this essential commercial and multifamily property feature

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The car of the future is already here. In 2021, 6.6 million plug-in electric vehicles (EV) were sold in the U.S., more than double the number from 2020 and more than triple the amount from 2019, according to the International Energy Agency. This rate is projected to grow 25% annually over the next five years.

Minnesota had 23,897 EVs at the end of 2021, according to the Minnesota Pollution Control Agency. This is a 241% increase from 2018 when there were 7,000 EVs in the state. Additionally, the number of EVs is expected to grow to 91,000 by 2030, according to Metropolitan Council.



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This growth in EV sales has led to an increased need for electric vehicle charging stations, which can now be found in many locations, including mixed-use developments, workplaces and multifamily dwellings. Minnesota currently has 2,013 public charging points.

### **Increasing demand for EV charging stations**

Most EV owners — 80% — charge their vehicles at home, according to the U.S. Department of Energy. Of those, 40% live in multifamily properties. It has become a necessity for multifamily communities to provide EV charging stations as EV owners check on the availability of charging stations before selecting a property. If a multifamily property does not provide them, EV owners will search for one that does.

“Multifamily properties need to provide EV chargers to attract and retain residents. In fact, 58% of renters are willing to pay more to live in a community offering EV charging,” said Tom Halek, manager of commercial EV charging stations for Electric City. “EV chargers help set the property apart from multifamily communities that don’t offer this amenity and can also be an incremental revenue stream.”

EV charging stations can be a revenue generator for retail establishments. Studies show that when drivers charge their cars in a retail setting, 89% will make a purchase. “Publicly available EV chargers appear on a national map,” said Halek. “Stores and restaurants that offer EV charging stations may attract new customers who want to charge their cars.” Additionally, residents may choose to remain in their current apartment for a greater period of time.

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### **Achieving sustainability goals**

EV charging stations help multifamily and commercial properties achieve their sustainability goals for carbon reductions, which is an important consideration for customers and residents. Most EV charging stations are connected to a network that provides a reporting dashboard, which calculates the amount of CO2 reductions generated during charging. “These stats can be used in the reporting required for a business’s sustainability goals and for future cap-and-trade carbon credit capture and monetization,” said Halek.

### **Choosing the right EV charging station**

There are four types of EV charging stations — AC Level 1, which takes 16-40 hours for a full charge; AC Level 2, 3-10 hours; DC Level 1, 50 minutes for an 80% charge; and DC Fast Charger, 30 minutes for an 80% charge.

The DC charging stations are most likely to be found along transportation corridors, such as at rest stations or truck stops. The most common charging station for commercial properties are AC Level 2 chargers. In multifamily communities, AC Level 2 chargers allow residents to get a full charge overnight.

Electric City, a locally owned and operated Minnesota business, installed EV chargers as part of Xcel Energy's EV pilot program. The company has installed more than 1,000 Level 2 and DC Fast Charger EV stations throughout the state.

"We take a consultative approach with our clients," said Halek. "Our goal is to become their local turnkey partner for every facet of EV charging."

Electric City takes clients through a seven-part engagement process that includes initial discovery, identifying the availability of government or utility subsidies, site consultation, identifying a product and network service partner, proposal development, construction and finally, close out activities. Electric City has reseller agreements with some of the top EV charger manufacturers and supports clients' warranty and maintenance needs after installation.

"It's important for commercial properties to find an EV partner who will invest time in their business and ask questions to be able to match a solution to their true business needs," concluded Halek.

*To learn about installing EV charging stations at commercial properties, contact Tom Halek at [tomh@electriccitycorp.com](mailto:tomh@electriccitycorp.com) or call him at 763-232-2388.*

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